

## **Quick Decision Making Opens the Door for Furniture Manufacturer**

2019

**Project:** Expanding hotel furniture manufacturer has 225,000 SF former textile facility in Federal Opportunity Zone under contract with plans to start up 2nd southeastern US operation. The initial investment will be \$5Million+ and create 35 jobs with plans for future capital investment and employment growth with an estimated economic impact of \$26Million in the first 5 years of operation

**Problem:** On the last day of the due diligence period, the ALTA survey shows “forgotten” utility easement traversing through previously added wing of the facility. The prospect calls Fitzgerald and Ben Hill County Development Authority to report the issue stating that unless easement can be terminated, that he can not purchase the facility and will have to look at other locations for the project.

**Solution:** Collaborate with Fitzgerald Utilities to terminate the easement and free the property of the encumbrance.

**Course of Action:** Within 5 minutes of receiving the initial call, FBHCDA director was on the phone with our utility authority director. After hearing an explanation of the issue, the utility director immediately dispatches one of his crews to inspect the easement and determines it is free of infrastructure. In less than 1 hour, the FBHCDA director is able to report back to the prospect that the utility authority will terminate the easement at no cost allowing the prospect to allow his due diligence period to expire and move forward with closing on the building.

**Outcome:** Despite the effects COVID has had on the hospitality industry, Millex has completed renovations of the facility and is moving forward with its plans to have the most advanced furniture manufacturing facility in the southeastern US producing their products in the 4th quarter of 2020.