

# ATLANTA BUSINESS CHRONICLE

SPECIAL SECTION APRIL 16-22, 2021

## BEST IN ATLANTA REAL ESTATE AWARDS



SPONSORED BY





»FROM THE EDITOR

Real estate, a backbone of the Atlanta economy, had a difficult 2020 but is poised for growth.

Atlanta Business Chronicle sets aside one edition every year to highlight the real estate deals and developments that boost the economy, add to the skyline, connect neighborhoods and bring prestige to the city. As the decades come and go, Best in Atlanta Real Estate Awards mirrors the economic pulse. There are booms and downturns, the highs and lows of real estate cycles.

But, 2020 was like nothing we have experienced. Our last in-person event as a publication was Best in Atlanta Real Estate. That was last March just, just days before the first stay-at-home orders. As the head of Atlanta’s Commercial Board of Realtors told us, “That was the last time I shook someone’s hand.”

Now, with over 112 million people receiving at least one dose of a vaccine, we can feel the hope of reconnecting. As we look back through the lens of real estate, we see an Atlanta economy undermined by the pandemic – but one possibly ready to blossom again later this year.

The seeds of that rebirth were planted by companies such as Microsoft Corp., our winner for the Best Overall Deal of the Year. It moved a new division into Midtown’s Atlantic Station and anchored a new tower called Atlantic Yards. It then announced Atlanta was its new East Coast hub. It will make unparalleled investments on the city’s Westside that will bring new jobs – and complexities – to communities that often saw progress pass them by.

“We are in a position to make a difference in Grove Park,” Microsoft President Brad Smith told Atlanta Business Chronicle about the neighborhood where its campus will be developed.

“We are going to be creating virtually every kind of job we have at Microsoft,” he said.

MailChimp, our choice for the Office Deal Of The Year, will occupy a new tower on the Atlanta Beltline Eastside Trail.

“This business is about to explode,” co-CEO Ben Chestnut told Atlanta Business Chronicle about a week after he informed employees the company is relocating to the \$300 million dual-tower project. The new headquarters will be ready in 2022.

Atlanta Business Chronicle recognized efforts to create more affordable housing, led by groups such as the Atlanta Neighborhood Development Partnership. It launched a \$438 million plan to produce thousands of affordable housing units, the largest effort yet for a metro nonprofit and one that highlights the affordability crisis many U.S. cities face.

In the industrial real estate sector, Amazon expanded by millions of square feet, positioning Atlanta as the country’s top development opportunity. In Midtown, Norfolk Southern set a new standard for the design of an urban campus. In Marietta, WellStar Kennestone opened a \$126 million emergency department as its healthcare workers treated the influx Covid patients.

The pandemic, U.S. demonstrations for racial justice and a divisive national election add pressure on Atlanta business and civic leaders to unify the city. We honored the visionary spirit of one of those leaders, Arthur Blank, co-founder of Home Depot and owner of the Atlanta Falcons and Atlanta United. (See story on Page 14A.) His values in times of economic and social distress remained unshaken and his message was clear. “Being of service to those in front of us,” he said.

— DOUGLAS SAMs,  
Senior Editor/ News, dsams@bizjournals.com

CONTENTS

Best overall 4B-5B

- WINNER: Microsoft

Office deal of the year 6B

- WINNER: Mailchimp
- FINALIST: Deluxe Corp.
- FINALIST: Boston Consulting Group

Design 8B

- WINNER: Norfolk Southern headquarters
- FINALIST: Georgia Tech, Caddell Building

Suburban renaissance 10B

- WINNER: Chamblee
- FINALIST: Peachtree Corners
- FINALIST: Jonesboro

Revitalization 12B-13B

- WINNER: David T. Howard Middle School
- FINALIST: KIPP Woodson Park Academy
- FINALIST: Atlanta Dairies

Manufacturing 14B-15B

- WINNER: Zinus USA Inc.
- FINALIST: Ken’s Foods
- FINALIST: Anheuser-Busch

Industrial 16B-17B

- WINNER: Amazon
- FINALIST: Home Depot Inc.
- FINALIST: Walmart Inc.

Residential 18B-19B

- Winner: Atlanta Neighborhood Development Partnership Inc.
- Finalist: Empire Communities
- Finalist: Saint Joseph’s Health System

Healthcare 20B-23B

- Winner: WellStar Kennestone Hospital
- Finalist: Emory Healthcare
- Finalist: Riddle Property Group



We shape the  
future of real estate  
**for a better world**



**The Basics:**  
Microsoft announced it would occupy 523,511 square feet at Atlantic Yards, more than double the space of its original plan. It was Atlanta's largest office lease in 2020. Microsoft also bought much of the land for its 90-acre Westside campus from a group led by former Braves and Georgia Tech baseball star Mark Teixeira. T. Dallas Smith & Co. represents Microsoft in its Atlanta expansion. CBRE's Bryan Heller and Peter McGuone brokered the sale of Quarry Yards to Microsoft.

**10,000**  
Microsoft could employ over 10,000 in Atlanta as the tech giant turns the city into its East Coast hub.

**2,500**  
It could exceed the size of similar Microsoft centers in Boston, Charlotte and Fargo N.D., where it maintains workforces around 2,500.

**523,511**  
Microsoft announced it would occupy 523,511 square feet at Atlantic Yards, more than double the space of its original plan

**\$420M**  
Fulton has offered property tax incentives to support construction of its two projects each initially valued at \$420 million.

**Tech Trend:**  
Microsoft's expansion is substantial, but other recent announcements include Google anchoring most of a new Midtown office tower and Airbnb putting its East Coast hub here.

## » MICROSOFT

Microsoft could employ over 10,000 in Atlanta as the tech giant turns the city into its East Coast hub.

It could exceed the size of similar Microsoft centers in Boston, Charlotte and Fargo N.D., where it maintains workforces around 2,500. It could rival northern California, its largest job center outside of its Redmond, Wash., headquarters.

With its Feb. 11 announcement, Microsoft officially launched the most significant investment and expansion of any company in Atlanta in recent memory, one that could ripple through the local economy for years.

**Why it matters:** "You're going to see a number of top-tier computer science, data science and software development jobs," Microsoft President Brad Smith told Atlanta Business Chronicle when it made the announcement. "We will also be putting more product development work in Atlanta. And, that is always great news for a local economy because those are high-paying jobs."

**Foundation for growth:** For decades Atlanta has been a leading voice on civil rights and home to a prestigious collection of Historically Black Colleges and Universities. Georgia Tech, the HBCUs and other schools have provided Atlanta with a young, diverse tech workforce, and the startup community has steadily grown.

**'Significant wins':** "We are at a unique moment," said Ryan Wilson, CEO and co-founder of The Gathering Spot, which is part of Atlanta's startup scene. "When I moved back to Atlanta in 2015, this ecosystem was strong, but nowhere near where it is now. We will see over the next year to 24 months some significant wins from companies that were born here."

**Stretching to the suburbs:** Microsoft is nearly finished constructing the space for its bolstered cloud computing division in Midtown's Atlantic Station. It will build its campus in Grove Park on Atlanta's Westside. It will also develop three data centers, two in Fulton County and another in Douglas County. Fulton has offered property tax incentives to support construction of its two projects each initially valued at \$420 million.

**'Collective fate':** "The growth on the Westside is a great thing but we have to be mindful of making sure folks who have been in these neighborhoods for a long time can participate in that growth. This is not a Westside community issue. This is about our collective fate in Atlanta. What sort of city do we want to have? How do we make sure everyone who has been living in the city can grow along with the companies coming to town?" said Ryan Wilson of The Gathering Spot.

**'Community approach':** Microsoft said it will commit about 25 acres of the new Grove Park campus to affordable housing, though the depth of that affordability could take months to come into clearer focus. The plans complement the city of Atlanta's goal to create or preserve 20,000 affordable homes by 2026. Microsoft executives have met with local officials and nonprofits to brainstorm a master plan for the future Grove Park campus. Michael Ford, vice president of global real estate and security, said the company is taking a community-first approach.

## » WINNER







**Convergence of  
strengths:**

"The 'why now' is the culmination of years of momentum," Alex Gonzalez, chief innovation officer with the Metro Atlanta Chamber, told Atlanta Business Chronicle. "The unicorns being born, the innovation community being built over years, the diversity our university system creates but also attracts, the culture we have in Atlanta — we are seeing it all converge."

MICROSOFT



»WINNER



MAILCHIMP

»MAILCHIMP

The marketing company will move its headquarters into a new \$300 million dual-tower project along the city's popular Atlanta Beltline Eastside Trail. Mailchimp ran out of space to expand at its current home, Ponce City Market, the massive former Sears, Roebuck & Co. warehouse that is also on the Eastside Trail and was converted into offices, stores and apartments. The company signed a lease for just over 300,000 square feet in the north tower of 760 Ralph McGill. The tower is part of the new \$1 billion 760 Ralph McGill development.

**Why it Matters:** The Beltline is one of the country's largest urban redevelopments, eventually connecting and sparking revitalization across 45 intown neighborhoods and 6,500 acres of abandoned rail corridor. Mailchimp validates that Atlanta is outgrowing its reputation as a poster child for sprawl. More than 30% of Mailchimp employees use the Beltline to get to work.

**What's Next:** Mailchimp will occupy the entire north tower and space within the project's three-story pedestrian bridge. Construction will be finished in late 2022.

**The Basics:** Founders Ben Chestnut and Dan Kurzius and Director of Real Estate Bill McClain led the new project. Mailchimp will occupy the entire northern office building as well as the three bridge floors above the Beltline stair connection. The developer is New City LLC, founded by Jim Irwin. MailChimp will move into the project in the fourth quarter of 2022.

"That is hundreds, and possibly almost 1,000, cars that don't have to be on the street because workers are using the Beltline to get back and forth. We love that story. Mailchimp's expansion is a great example of what the Beltline can bring to the city."

**CLYDE HIGGS,**  
Atlanta BeltLine Inc.  
president and CEO

»FINALISTS



BOSTON CONSULTING GROUP

»BOSTON CONSULTING GROUP

The global management and consulting firm said it will add more than 300 jobs to its offices in an iconic downtown Atlanta tower. Boston Consulting Group will expand its Atlanta Business Services Center by nearly 60,000 square feet. It calls the business center "Nexus," and it overlooks downtown from the 33-story 100 Peachtree, once known as The Equitable Building. The expansion will involve an \$18 million investment and create 331 jobs, more than doubling the company's presence in the city.

**Why it matters:** Boston Consulting Group is a global giant in the industry. When it selected 100 Peachtree, it validated downtown Atlanta as a place where a company can recruit and retain a large, diverse workforce.

**The basics:** Once the expansion is complete, Boston Consulting Group will occupy roughly 96,000 square feet in the building. Brokers in the transaction included Rick Nash, a principal with Avison Young, along with Brooke Dewey, a managing director with Jones Lang LaSalle, and David Horne, executive vice president with JLL. Real estate firm Zelller is landlord of 100 Peachtree.



DELUXE CORP.

»DELUXE CORP.

The financial services giant chose Sandy Springs as the site of its new financial technology and customer innovation center. Deluxe Corp., a Minnesota-based company, said it will move into the 20-story Glenridge Highlands Two office building at 5565 Glenridge Connector. The tower is just inside the Perimeter along Ga. 400.

**Why it matters:** The relocation will bring 709 corporate jobs to metro Atlanta. And, the new \$10 million center boosts Atlanta's reputation as a technology hub. The amount of space that tech companies are leasing across Atlanta is near the top of U.S. markets.

**The basics:** Deluxe Corp. (NYSE: DLX) will lease 172,000 square feet of office space. Colliers International-Atlanta represented the company in lease negotiations. Colliers' Pete Shelton led the assignment.





# HONORED TO BE RECOGNIZED

by the Atlanta Business Chronicle for our expansion of  
our Atlanta Business Center 'Nexus' at 100 Peachtree.

Thank you to our partners





»WINNER



BYRON E. SMALL/ABC

»NORFOLK SOUTHERN HEADQUARTERS

Norfolk Southern executive Annie Adams says her company values grit and innovation.

Both qualities have helped Norfolk Southern, with roots stretching back to the 1820s, maintain its vital link in the nation's logistics network. And both qualities will be on display in its new Atlanta headquarters, said Adams, the company's chief transformation officer.

The spiral staircase that links multiple floors, including the round-the-clock operating center where its trains are dispatched, is an important symbol. It reflects the primary functions Norfolk Southern has provided to the U.S. economy, dating back to the industrial revolution — movement and connection.

"One of the things we are trying to convey in the building is progress," Adams said. "There is a real heft to what we do."

**Why it matters:** Construction on the 750,000-square-foot project had been underway about a year when coronavirus started to spread across the United States, forcing companies to work from home. But, U.S. employees will return to the office, and new safety features will greet them — from touch-free environments to modernized filtration systems. Norfolk Southern offers a high-profile example. "Our new headquarters is going to be a model

"You've heard that the future of the workplace is over and the commercial office building is dead. Every single client we deal with has a dramatically different opinion than that."

**JON PICKARD,**  
principal with  
architecture firm  
Pickard Chilton

workplace in the post-pandemic world," Adams said.

**What's new:** The headquarters is designed to prioritize employee health and well-being. The outdoor spaces will be "unparalleled in an urban setting," Adams said. There is a food hall, a fitness and day-care center and technology that lets employees in the office collaborate "seamlessly," with others working remotely, she said.

**Modernizing:** The headquarters mirrors the company's own "digital transformation," Adams said. Mobile technology is an emphasis. For example, the company has an app that allows employees to reserve a parking space or meeting room at the headquarters, or call an elevator — or order lunch.

**The Basics:** Cousins Properties Inc. worked with Norfolk Southern to find a site for the headquarters and develop the \$575 million project. Norfolk Southern picked a site at 650 Peachtree just south of the heart of Midtown's Technology Square. Pickard Chilton designed the headquarters. Cushman & Wakefield brokered the sale of the land for the campus.

»FINALIST



BYRON E. SMALL/ABC

»GEORGIA TECH, CADDELL BUILDING

Among the city's glossy office towers are relics of a different era.

Those buildings might remind you of a fortress or an institution. They were not supposed to connect with street life. They were meant to escape from it.

Georgia Tech, home to one of the South's top architecture schools, is modernizing buildings from that era to reflect today's emphasis on connection. A prime example is the renovation and adaptive reuse of the John & Joyce Caddell Building on the Tech campus.

**Why it matters:** Tech wanted to use the property — once a concrete and steel garage built in the 1950s — as the new home for its School of Building Construction. Instead of razing it and starting over, Tech and architects Brian Bell and David Yocum renovated it to LEED Platinum standards, the highest rating of sustainability a project can achieve. The Caddell Building is a model other developers and their design teams can follow. "The reuse of an existing building is usually the smartest choice an owner with a new project can make," Bell said.

**What stands out:** This is the South. Its summers are sunny and hot. Knowing the climate, the architects redesigned the old garage with a new canopy that shaded the building and reduced the energy needed to keep it cool. But, its windows allowed an abundance of sunlight to come through, and "the openness of the glass" allowed students to look in, see the classes and feel connected to learning happening inside, Bell said.

**Quotable:** "Georgia Tech wants people to have an awareness of the important connection between the campus and its buildings," Bell said.

**The Basics:** Brian Bell and David Yocum are architects with an Atlanta firm called BLDGS. They designed the Caddell Building on Georgia Tech's campus.





---

THE ARTHUR M. BLANK  
FAMILY FOUNDATION

is proud to congratulate

**Arthur M. Blank**

on receiving the  
2021 Best in Real Estate

**Visionary Award**

---

[blankfoundation.org](http://blankfoundation.org)



»CHAMBLEE

People want cities to evoke a sense of place. That truism has guided the revitalization of Chamblee over the past decade. It's the reason this city built on MARTA's Gold line just north of Atlanta's wealthy Buckhead neighborhood sets a growth model others may decide to follow. One reason other cities may get behind it: with many vacant properties redeveloped into new offices, apartments, stores and restaurants, "our tax base has doubled, if not tripled," said Rob Smith, chairperson of Chamblee's Downtown Development Authority.

**Why it matters:** Cities, regardless of their size, enter a post-Covid economy facing heavy fiscal headwinds. Those planning how they can use their strengths to lure investment and development will position themselves to rebound with the economic recovery. Chamblee is built on a grid system. It has access to transit. It also knows its sites can attract developers and capital sources who value location but can't stomach paying \$5 million to \$10 million an acre — the cost for prime development sites farther south on the MARTA line in Buckhead and Midtown.

**'Grabbed attention':** The remaking of Chamblee focused on playing to those strengths without sacrificing its history as an industrial town on the railroad. Following that formula made Chamblee a destination for major real estate investors, such as Los Angeles-based CBRE Global Investors. A few years ago, it paid over \$80 million for an apartment project originally called

"Some communities a bit further out have great character, transportation access, interesting amenities. As we come out of the pandemic, those areas are going to do great."

**RANDY HOLMES**, a principal with Seven Oaks



CHAMBLEE TOWN CENTER

the Olmsted Chamblee, now called The Oliver. It validated demand for apartments and rents that the global investors found enticing.

"It got the attention of the development and investment community," Smith said of The Olmstead. "It was a catalyst for the growth."

**Other wins:** Chamblee has landed projects such as "Trackside," a 76,000-square-foot office development along the MARTA line, and a Whole Foods-anchored shopping center. It sold for an impressive price of about

\$630 per square foot.

**What's next:** Seven Oaks Co., a real estate firm selected just over two years ago as the city's master developer, is focused on the old Peachtree corridor along the railway.

The area is home to industrial buildings filled with an eclectic mix of businesses, said Randy Holmes, a principal with Seven Oaks. It wants to add a new office building and adaptive-reuse project on the Peachtree corridor. The area will also feature a "rail trail" that can connect to a regional multi-use pathway including PATH400 and the Atlanta Beltline.

»A master plan for Chamblee calls for a new development that still respects the city's industrial roots.

»FINALISTS



JASON GETZ/GETZ IMAGES

»PEACHTREE CORNERS

Few things provide a better economic jolt to a suburban city than landing a corporate headquarters.

Just ask Anne Kaiser, vice president of community and economic development with Georgia Power, who has worked on many of those announcements. Peachtree Corners, a city in Gwinnett County just north of the Atlanta Perimeter, looks to capitalize on the opportunity to persuade more companies to relocate.

"We've been watching the migration out of large metro areas, and the South is a beneficiary," Kaiser told Atlanta Business Chronicle.

And more show interest in suburban campuses, she said. It's why she is bullish about Peachtree Corners.

**Why it matters:** Rethinking development has paid off for Peachtree Corners, an idyllic 1980s suburban community now following principals of smart growth to transform into a more interesting edge city. Companies are taking notice.



JONESBORO

»JONESBORO

Now heading into its fifth year of a sweeping revitalization, Jonesboro continues to improve on its plan.

The latest changes recognize growing demand for affordable senior housing — an opportunity for the downtown, planners say. In fact, Jonesboro could absorb up to 230 units of senior affordable housing over the next five years, offsetting a shortage of in Clayton County.

**Why it matters:** Blueprint Jonesboro, the official name of the effort, offers Jonesboro a chance to develop a vibrant, walkable downtown. While based on a 2017 Livable City Initiative, the roots of the plan stretch back to 2003. Top priorities also include revitalizing Main Street and meeting affordable housing demand.

**What's next:** The city is creating an "active senior" district at Main Street and North Avenue. Another effort is focused on better connections between city hall, the fire department, and the post office, police department and city council chambers.





As we prepare to move into our new headquarters building, Norfolk Southern is excited about the possibilities that lie ahead as a partner in Atlanta’s thriving business community. With its diverse and tech-savvy talent pool, Atlanta is the ideal location as we continue our transformation into the digital railroad of the future — a company that aims for leadership in innovation, technology and sustainable operations. Thanks to all of our hard-working employees, customers, shareholders, and the communities we serve — you all had a hand in making this possible.



[norfolksouthern.com](https://www.norfolksouthern.com)

Copyright © 2021 Norfolk Southern Corp. All rights reserved.



# »DAVID T. HOWARD MIDDLE SCHOOL

One day someone tucked schematic drawings for a new auditorium at Atlanta's David T. Howard School in a drawer. And that is where the drawings stayed — for 90 years.

Martin Luther King Jr. walked the school's halls before he marched to Selma, Ala. So did Walt Frazier before he scored 36 points in game seven against the Lakers and Vernon Jordan before he became a presidential adviser.

Forty years after the school closed in 1976, those forgotten blueprints were a source for its rebirth.

"A lot of history has gone on in that building," said Jere Smith, director of capital improvements Atlanta Public Schools, who tracked down the drawings and pulled them out of that drawer.

**Why it matters:** The revitalization over the past few years didn't include those original plans for an auditorium, but architects used them to create a main office. It now serves as a true "front door" for the school and welcomes the city's surrounding Old Fourth Ward neighborhood to embrace it.

**Preserving history:** Atlanta Public Schools worked with alumni during

**THE BASICS:** The school can house students again. Stevens & Wilkinson and Lord Aeck Sargent restored the building. Parrish Construction Group was the contractor. Faculty, the neighborhood, board members and community leaders attended sessions to talk about the qualities they wanted in the project. Bill Polk, one of the architects, said "We had an intense design process because everybody knew how important it was to get it right."



DAVID T. HOWARD MIDDLE SCHOOL

the design. "That was something the community wanted," Smith said. The school will have a museum celebrating all that history.

**'A building for the 21st Century':** The old building was about 100,000 square feet. Cracks had emerged in

the structure. Some bricks had fallen away. The project reinforced the historic building and added another 100,000 square feet. There was no modern air conditioning and no elevator. Now the 4-story school has both, along with science, tech and art labs.

# Visit the New Town Center

## A FUN SHOPPING, DINING & ENTERTAINMENT DESTINATION

**STROLL**  
the shops, enjoy the array of restaurants from casual to roof-top dining

**RELAX**  
pamper yourself at salons, spas

**DISCOVER**  
the two-acre Town Green featuring two open-air pavilions, performance stage, large screen TVs, café tables and children's play area

**ON THE TOWN GREEN**  
relax – take in an outdoor concert – dine under the stars

**ENJOY**  
upscale dine-in theater

We are proud to be a finalist in the **Best in Atlanta Real Estate Awards**

[Peachtreecornersga.gov](http://Peachtreecornersga.gov) | [Facebook.com/peachtreecornersga/](https://Facebook.com/peachtreecornersga/)

**CITY OF Peachtree CORNERS**  
Innovative & Remarkable

Peachtree Corners Town Center  
5200 Town Center Boulevard



## »FINALISTS



KIPP WOODSON PARK ACADEMY

### »KIPP WOODSON PARK ACADEMY

Woodson Park Academy replaces an aging elementary school in Grove Park, a Black working class neighborhood at the center of one of the city's largest-ever corporate expansions.

The school is next to the planned 90-acre Microsoft Corp. campus. KIPP, a public charter school, will run Woodson Park's curriculum. It's the first time the nonprofit — which educates more than 5,100 K-12 students across metro Atlanta — has ever contracted with a public school.

**Why it matters:** The holistic revitalization of Grove Park is centered around education. The first step is the new academy. The public-private partnerships involved in transforming the school could serve as a blueprint for furthering equity within the Atlanta Public School system.

**The project:** The campus includes a new 115,000-square-foot school and a YMCA Early Learning Center. It also features a community health facility. Operated by Whiteford Inc., it aims to provide vaccinations and mental and behavioral clinics.



ATLANTA DAIRIES

### »ATLANTA DAIRIES

On the heels of the Great Recession, Atlanta Dairies helped set the standard for an adaptive-reuse boom across the city.

The mixed-use project features entertainment, retail, restaurant and office tenants. Last year, it continued momentum despite the pandemic with the opening of Three Taverns Imaginarium, the newest location for Decatur-based Three Taverns Brewery. It joined Wonderkid, the throwback diner, and King of Pops ice cream stand that began service in December 2019. Dairies Coffehouse and Cold Brew Bar opened in May that year.

**Why it matters:** Atlanta Dairies draws investment to Reynoldstown. Consider Pacific Life Insurance Co., which earlier this year paid approximately \$85 million for the 312-unit apartment project called Alta Dairies, the first phase of multifamily units at Atlanta Dairies. The adaptive-reuse project offers confidence to institutional investors in the ongoing revitalization of Memorial Drive in Reynoldstown, one of several Beltline neighborhoods seeing a surge in new development.

## LIFE-SAVING EMERGENCYCARE

A decade of planning. Hundreds of design details. Thousands of hours spent listening to our community's needs and desires for expert emergency care.

That and more went into the creation of the new Wellstar Kennestone Emergency Department. Since it opened amid a global pandemic, our ED has become one of the largest and busiest in the nation.

Every single feature built into the Level II Trauma Center comes with cutting-edge technology to treat even the most critical emergencies with lightning speed. From the separate ambulance bay for trauma cases to an entire unit dedicated to pediatric care, the Wellstar Kennestone Emergency Department was designed with you in mind.

We are honored to be a finalist for *Atlanta Business Chronicle's 2021 Best in Atlanta Real Estate Awards*. But our real triumph is not building an impressive facility — but rather, saving and caring for the people within it.

 **Wellstar**  
More than healthcare.  
**PEOPLECARE**

**Wellstar Kennestone  
Emergency Department**  
115 Cherry Street NE | Marietta, GA 30060  
(770) 793-5700  
[wellstar.org/KennestoneED](https://www.wellstar.org/KennestoneED)



» ZINUS USA INC.

Zinus USA Inc. rejuvenated an empty warehouse with a \$108 million investment, turning the property into a manufacturing plant with hundreds of jobs.

The South Korean-based online mattress and furniture company picked Henry County for its first U.S. manufacturing operation. Zinus chose a former Toys R Us property, where it can expand to 4 million square feet. Its initial workforce of 350 may one day exceed 800.

**Why it matters:** Henry County is known as metro Atlanta hub for supply-chain operations. The former Toys R Us that Zinus bought reflects that reputation. Zinus revives the vacant building, where many Henry County residents once worked. F.J. Finn, executive director of the Henry County Development Authority, said some former Toys R Us warehouse employees want to work for Zinus.

**What's next:** Ha Bong Sung, president of Zinus USA, said operations will start this month. The plant's long-range goals include exporting mattresses to Europe and Australia.

**THE BASICS**  
**Jones Lang LaSalle oversaw the renovation and marketing of the former Toys R Us building for the owner, LRC. JLL also helped Zinus find and buy the building. The process took just over a year, according to Stephen Bridges, a managing director with JLL.**



**A strong partnership:** South Korea was Gov. Brian Kemp's first economic development mission. The country has a long and productive history with Georgia, said Yoonie Kim, director of Korean Investment, Georgia

Department Economic Development. More than 100 Korean companies have operations across the state, many in the automotive industry. Zinus offered Georgia a new type of manufacturer to pursue, Kim said.

ZINUS USA INC.



[www.DevelopFultonCounty.com](http://www.DevelopFultonCounty.com)

FULTON COUNTY, GA  
SET YOUR SITES ON US

Before You Invest,  
Come Speak to the Best

 **Experience Matters,**  
Founded in 1974

 **\$2.5B** in Bond  
Issuances Annually

 Ability to Work  
**Countywide**

**You'll Be In Good Company**





## »FINALISTS



KEN'S FOODS

### »KEN'S FOODS

Ken's Foods invested \$103 million into expanding its Henry County manufacturing and distribution center, adding 70 jobs.

The company, known for its dressings, sauces, and marinades, has been a fixture in the county for 25 years.

**Why it matters:** The expansion reflected rapid growth during the Covid economy within the state's food processing and distribution sectors. Ken's Foods will relocate its

support facility to a 343,625-square-foot building. New positions include jobs in food processing, manufacturing and distribution, along with management.

**The basics:** Project Manager Emily Poole represented the Georgia Department of Economic Development's Global Commerce division in the project. Henry County Development Authority and Georgia Power were also involved in the expansion. The new support facility will relocate to Midland Industrial Park.



ANHEUSER-BUSCH

### »ANHEUSER-BUSCH

Anheuser-Busch poured \$150 million into its Cartersville plant, giving a jolt to the local economy amid the pandemic.

The investment nearly doubled an expansion announced by the company earlier in 2020.

**Why it matters:** Anheuser Busch is latest example of big projects

in Bartow County. Others include Chick-fil-A Inc., which started construction on its first distribution center; Toyo Tire's expansion; and Amazon working on a new logistics development at the Lakepoint Sports complex.

**The basics:** The Cartersville brewery employs more than 500 people and contributes more than \$400 million annually to Georgia's economy, Anheuser Busch said. It opened in 1993 and brews at least 20 Anheuser-Busch beer brands.

## CONGRATULATIONS TO OUR 2020 TOP PRODUCERS

RECOGNIZED BY THE ATLANTA REALTORS® ASSOCIATION



CHASE MIZELL  
No. 1 Individual, Volume Sold - RECORD  
No. 5 Individual, Units Sold



THE BOYD TEAM  
No. 1 Team, Volume Sold  
No. 3 Team, Units Sold



BETSY AKERS  
No. 4 Individual  
Volume Sold



LOWE BAUMANN GROUP  
No. 3 Team, Volume Sold



THE BAYNE GROUP  
No. 4 Team, Volume Sold



ALLEN SNOW  
No. 10 Individual, Volume Sold



CHRISSIE KALLIO GROUP  
No. 8 Team, Units Sold



ELLEN HILL  
No. 2 Individual, Volume Sold  
Cobb Association of REALTORS®



PEGGY HIBBERT  
No. 2 Top Producer  
DeKalb Association of REALTORS®

## Platinum, Silver, Crystal & Phoenix Awards

PRESENTED TO THOSE WHO HAVE QUALIFIED AS A TOP PRODUCER  
WITH THE ATLANTA REALTORS® FOR 35, 25, 20 AND 10 YEARS



BURMA WELLER  
Platinum Phoenix (35)



JUD WHITLOCK  
Silver Phoenix (25)



TREY MILLER  
Crystal Phoenix (20)



KAREN REYNOLDS  
Crystal Phoenix (20)



CAROLE SHORT  
Crystal Phoenix (20)



WENDY ZOLLER  
Crystal Phoenix (20)



PAM ABERNATHY  
Double Phoenix (20)  
Northeast Atlanta Metro  
Assoc. of REALTORS®



CAREN ACHESON  
Phoenix (10)



SHIRA COHEN  
Phoenix (10)



CLAY HENDERSON  
Phoenix (10)



ADRIAN SCHMIDT  
Phoenix (10)

Atlanta Fine  
Homes

Sotheby's  
INTERNATIONAL REALTY

atlantafinehomes.com | sothebysrealty.com | 404.237.5000

Atlanta Fine Homes, LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.  
Each franchise is independently owned and operated.



»AMAZON

Amazon was the biggest driver of new industrial real estate projects, positioning Atlanta as the country's top development opportunity.

Amazon's total fulfillment center network expanded to at least 13 million square feet across metro Atlanta, almost doubling its size from the end of 2019.

**Why it matters:** Spurred by Amazon, Atlanta ranks first nationally for opportunities to develop industrial real estate projects, such as e-commerce centers, according to CBRE.

**Big leases:** Amazon was responsible for at least three huge leases in 2020: A 1.3 million square-foot facility on Campbellton Road in south Atlanta, a 1.1 million-square-foot space in Buford and a 1-million square-foot facility in Pendergrass.

**Delivery stations:** In one of its largest land acquisitions, Amazon purchased a 20-acre property in Doraville just north of I-285 on the Gwinnett-DeKalb county line. It paid \$23 million for the site. It could occupy more than 120,000 square feet of space for a new delivery station on the site. Amazon expanded multiple delivery stations in 2020, creating hundreds of full-time and part-time jobs.

**The basics:** KBC Advisors is working with Amazon on its Atlanta expansion. CBRE's David Nixon and Tony Cerniglia brokered the sale of the Doraville site.

»WINNER



AMAZON





**PROUD TO CALL  
ATLANTA HOME  
SINCE 1958**

cousins.com





SWIFT  
GRANT PARK / BOULEVARD HEIGHTS



4FORTY4  
OLD FOURTH WARD



PAINTBOX  
KIRKWOOD

**EMPIRE**

CELEBRATING OVER 27 YEARS OF  
BUILDING INSPIRING PLACES TO LIVE  
EMPIREATLHOMES.COM



## »FINALISTS



HOME DEPOT INC.

### »HOME DEPOT INC.

Home Depot began developing three distribution centers in Georgia, a sign of growing demand for its flexible delivery and pick-up options.

The expansion was expected to add about 1,000 jobs.

**Why it matters:** Home Depot has created more than 5,000 new jobs in Georgia over the last five years by opening offices and distribution centers to support technology, e-commerce, marketing and customer service.

**Putting plans in motion:** In 2017, the company announced a \$1.2 billion investment to expand its distribution network with about 150 new supply chain facilities nationwide. Its goal was to expand same-day and next-day delivery options to 90% of the U.S. population.

**The basics:** The largest of the new projects is a 657,600-square-foot distribution center in Locust Grove. A new "flatbed delivery center" in Stonecrest and order fulfillment operation in East Point are also supposed to open this year.



BYRON E. SMALL/ ABC

### »WALMART INC.

Walmart completed one of the year's largest leases with a new distribution center in Jefferson.

The new project at Valentine 85 Logistics Center involved leasing just over 1 million square feet and added to the 156 distribution centers Walmart operates throughout the U.S.

**Why it matters:** Walmart is accelerating its digital transformation, a process that will bolster its distribution network. As

more customers shop digitally, the company said it will expand its e-commerce fulfillment operations. It launched Walmart+, a new membership program featuring perks such as unlimited free shipping on eligible items.

**The basics:** Walmart leased space at 117 Valentine Industrial Parkway in Jefferson, a development owned by Hillwood Properties. Nathan Anderson and Darren Butler with NAI Brannen Goddard represented Hillwood Properties in the lease with Walmart.



Best In Atlanta  
REAL ESTATE AWARDS

The Henry County Development Authority, along with the entire Henry County community, would like to offer our sincere congratulations to three of our established industries on being nominated for the Atlanta Business Chronicle's 2021 Best in Atlanta Real Estate Awards!



HenryCOUNTY  
DEVELOPMENT AUTHORITY

[www.choosehenry.com](http://www.choosehenry.com) | 770.288.8000 | [info@choosehenry.com](mailto:info@choosehenry.com)



» ATLANTA  
NEIGHBORHOOD  
DEVELOPMENT  
PARTNERSHIP INC.

Atlanta Neighborhood Development Partnership Inc. launched a sweeping effort to temper the Atlanta affordable housing shortage.

The \$438 million plan, the largest yet for an Atlanta nonprofit, aims to produce thousands of affordable housing units over the next five years. The work could revitalize many Atlanta neighborhoods.

**Why it matters:** Atlanta's shortage of affordable housing is a crisis, with rents increasing 48% since 2010, far outpacing wage growth, according to Atlanta Regional Commission. An estimated 340,400 metro Atlanta households pay over 30% of their income for housing. "Atlanta is known for having a great disparity between those at the lower end of the income spectrum who have a hard time finding housing they can afford and those at the higher end that have many choices," said Tayani Suma, senior vice president of real estate with Atlanta Neighborhood

**THE BASICS:** ANDP is partnering with groups such as Prestwick Development Co. and Laurel Street Residential. Last year, Atlanta Regional Commission gave ANDP and Laurel Street a "Developments of Excellence" award for Creekside at Adamsville Place, a \$27 million, 147-unit affordable housing project.

» WINNER



ATLANTA NEIGHBORHOOD DEVELOPMENT PARTNERSHIP INC.

Development Partnership.

**How it works:** ANDP will develop and preserve at least 2,000 units by 2025, including 1,250 apartments and 750 single-family homes. At least two-thirds of the apartments will be set aside for Atlanta neighborhoods, where the city is concerned about displacement. "There are a number of players that come together to create healthy, vibrant neighborhoods,"

Suma said. "I view the mission of affordable housing development as one important piece of that puzzle."

**Ambitious fundraising goal:** Much of the \$438 million for the plan will come from Low Income Housing Tax Credits, U.S. banks and other capital sources. The most challenging piece may be the \$18 million needed in charitable donations, one of the largest amounts ever sought by ANDP.



Phipps Plaza Re-development  
Integrated Design & Construction



**THINK.  
DESIGN.  
BUILD.**

WWW.BECKGROUP.COM



T. DALLAS SMITH & COMPANY  
COMMERCIAL REAL ESTATE BROKERS

**IT'S A JUNGLE  
OUT THERE**

DON'T NAVIGATE IT WITHOUT US.

The search for office space, industrial space or land doesn't have to be overwhelming.

At T. Dallas Smith & Company, we take pride in being your exclusive tenant-rep brokers. Our team has over 150 years of expertise in commercial real estate and collectively has completed more than \$15 billion in transactions nationwide. We walk with you through every aspect from site selection to signed agreement and all usually at no cost to you.

Make us your first choice and we'll make sure we are your only choice.

OFFICE | INDUSTRIAL | LAND



WWW.TDALLASSMITH.COM





101 MARIETTA STREET NW  
SUITE 2350  
ATLANTA, GA 30303



404.525.8212 (OFFICE)



## »FINALISTS



EMPIRE COMMUNITIES

### »EMPIRE COMMUNITIES

Two years after buying the majority stake in Edward Andrews Homes, Empire Communities keeps growing its Atlanta portfolio of prime development sites and new projects.

Several developments are along and near the Atlanta Beltline, where EA Homes was already busy prior to the acquisition. Empire continued that momentum. In 2020, it began working with city officials and surrounding neighborhoods on a 34-acre property — one of the largest on the Beltline Southside Trail. It was also at the beginning stages of an effort to convert a mid-20th Century steel plant on

the Eastside Trail into condos and townhomes.

**Why it matters:** Paul Corley, a regional president with Empire, says most of its projects aim to be as attainable as possible. That means prices for some of its intown housing units can start at \$300,000, which is right at the median value of owner-occupied units within the city. Even in Buckhead, Empire can start units in the \$400,000s. “Our whole thing is attainability,” Corley told Atlanta Business Chronicle.

**The basics:** Empire Communities bought its stake in Edward Andrews Homes in 2019. It was the first time Empire Communities entered the Atlanta market and Edward Andrews Homes was in important strategic piece of its expansion.



SAINT JOSEPH'S HEALTH SYSTEM

### »SAINT JOSEPH'S HEALTH SYSTEM

Saint Joseph Health System wants more affordable housing and healthcare options the Old Fourth Ward.

It took the first important steps last year to reach those goals and continued that momentum in 2021. The healthcare system has partnered with Penrose, LLC to develop 270 affordable units. The first phase includes 170 units for families. Phase two includes 100 units for seniors. Mercy Care's Decatur Street's medical

services kicked-off the project with an expansion last October.

**Why it matters:** The Old Fourth Ward is a historic Atlanta neighborhood known as the birthplace of civil rights leader Martin Luther King Jr., but its location along the Beltline has also led to an influx of new investment and development. Rapid development in the Old Fourth Ward is also affecting the adjacent Sweet Auburn neighborhood, where rising rents and property values threaten to displace longtime residents. The new Saint Joseph's project, known as McAuley Park, wants to address those challenges.

Atlanta Fine Homes

Sotheby's  
INTERNATIONAL REALTY

Atlanta Fine Homes Sotheby's International Realty  
is proud to announce

# ANNE SCHWALL

as **SENIOR VICE PRESIDENT**  
OF DEVELOPER SERVICES



**Anne Schwall — c. 404.569.6161 • [anneschwall@atlantafinehomes.com](mailto:anneschwall@atlantafinehomes.com)**

Connect with Anne to learn more about all her team offers to leading developer clients.

**OFFICE 404.237.5000 • [ATLANTAFINEHOMES.COM](http://ATLANTAFINEHOMES.COM) • [SOTHEBYSREALTY.COM](http://SOTHEBYSREALTY.COM)**

Atlanta Fine Homes, LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.  
Each franchise is independently owned and operated.

# TTC

## MOORE COLSON

CPAs and Advisors

# 40<sup>th</sup>

## ANNIVERSARY

Thinking Forward.  
Giving Back.

### The **Best in Real Estate** demand the **Best CPA** and **Advisory Firm**.

Real Estate  
Tax Consulting

Real Estate  
Audits

Deal Structuring/  
Consulting

Financial  
Reporting

Tax  
Compliance

Partner with a **Best of the Best** ranked CPA and advisory firm with 40 years of experience serving the real estate industry.

[MooreColson.com/Real-Estate](http://MooreColson.com/Real-Estate)





# »WELLSTAR KENNESTONE HOSPITAL

WellStar Kennestone Hospital opened a \$126 million emergency department, doubling its previous capacity.

WellStar broke ground on the project in 2018, but the process started several years before and grew to involve hospital and community leaders. Those planning sessions led to a defining feature of the project, a bridge over Church Street that serves as a “gateway” to downtown Marietta, said Mary Chatman, a Wellstar executive vice president.

“That came with many hours of conversation with our leaders and our neighbors,” she said. “We learned to trust each other. We took that feedback.”

Today, she said, “We have the best emergency department and best staff in the country.”

**Why it matters:** The expansion was completed during a global health crisis. The upgrades allow the emergency department to handle 220,000 visits per year, making it one of the largest and busiest in the United States.

## PRIORITY ON KIDS:

The pediatric ER is also separated from the rest of the department. “These are not little adults,” Reddy said “They are children, and they have different medications, different practices, different skillsets for the nurses who take care of them.” Being split off from the rest of the department is an advantage for pediatric patients and their families.

## »WINNER



WELLSTAR KENNESTONE HOSPITAL

**Location, location:** It was built along Church Street just outside downtown Marietta. The area sees about 41,000 vehicles per day. Locating the project in the path of that many cars gives it important visibility for anyone coming off Interstate 75, said Richard Kulic, the project manager.

**A better design:** Vik Reddy, chief medical officer at WellStar Kennestone and WellStar Windy Hill, said older emergency rooms sometimes have a serpentine layout with long, winding corridors that leave patients and families feeling lost. The Wellstar expansion avoids that mistake. Instead, it features pods of critical

caregivers surrounded by patients’ rooms. That way patients always know how to quickly find medical staff.

**Prepared, just in case:** The emergency department was designed to allow for flexibility. “We have gone through a pandemic,” Reddy said. “This space allows us to adjust, whether it’s another pandemic or a natural or manmade disaster. We can accommodate whatever case should arise.”

**The basics:** John Huddy was the project’s architect. Brasfield & Gorrie was the general contractor.



“It’s increased our visibility a ton and added to our credibility as well. BJLT has allowed us to amplify our message to reach a broader audience.”

**Jon Schram**

The Purple Guys  
President

The Business Journals Leadership Trust is an invitation-only community that brings together the brightest minds in business across the nation.

Learn about The Leadership Trust and find out if you qualify at: [trust.bizjournals.com/learn-more](https://trust.bizjournals.com/learn-more)



# GRAYDON

BUCKHEAD

## Classic Buckhead Living. On A Whole New Level.

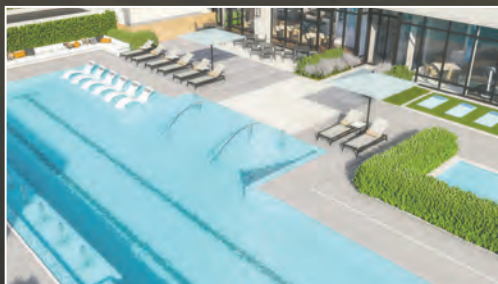
In every room, everywhere you look, all of Buckhead's canopy and Atlanta's skyline stretches out before you. Stunning views are just the beginning at this boutique collection of 45 luxurious residences with floor-to-ceiling windows, expansive terraces and sophisticated interiors designed to maximize those incredible views. Here, residents enjoy maintenance-free, resort-style living along with the peace of mind that comes with a lock-and-leave lifestyle. **This is Buckhead's most sought-after new address. This is classic living, redefined. This is Graydon Buckhead.**



Construction Completion Early 2022 | Schedule Your Private Sales Presentation

404.301.5302 | TheGraydon.com | Priced from \$1.7 Million

No. 18 at The Shops Buckhead Atlanta | 3017 Bolling Way NE, Suite 122 | Atlanta, GA 30305



Broker Participation is welcomed and encouraged. ORAL REPRESENTATIONS CANNOT BE RELIED UPON AS CORRECTLY STATING REPRESENTATIONS OF THE SELLER. This project has been filed in the state of Georgia and no other state. This is not an offer to sell or solicitation of offers to buy the condominium units in states where such offer or solicitation cannot be made. Prices and availability are subject to change at any time without notice. Picture is an artist's rendering and may not represent the final building.

**KOLTER**

**@ANSLEY**  
DEVELOPER SERVICES



BOOK OF **LISTS**

# Our printed edition is only the beginning.

You could be reaching more  
contacts and closing more leads.

If you're reading this, you've already had  
a taste of what the **Digital Book of Lists**  
can do for your business.

## BOTH DIGITAL SOLUTIONS INCLUDE:



Actionable Contact Information



Timely Local Company Data



Information Format That Saves Time



More Opportunities For Growth

### MOST POWERFUL

#### UNLIMITED DATA SOLUTION

Unlimited downloads (Easily sortable CSV)

Constantly updated. Lists are available  
immediately when published.

More contacts & company information  
than print

Industry targeted data

Yearly access

#### DIGITAL DOWNLOAD

One-time download

Easily sortable CSV

More contacts & company information  
than print

End of year snapshot (previous calendar year)

Find your solution at [bookoflists.com](https://bookoflists.com)





»FINALISTS



EMORY HEALTHCARE

»EMORY  
HEALTHCARE

Emory Healthcare injected life back into Atlanta's Northlake Mall. The Atlanta healthcare giant said it will consolidate just over 2,000 administrative employees into Northlake's former Sears building. Emory will lease at least 224,000 square feet at Northlake, with an option for more space.

**Why it matters:** The repurposing of Northlake Mall is a convergence of several economic and real estate trends. The U.S. has an overabundance of retail space. Retailers are under pressure from the pandemic and consumers are buying more products online. Some landlords also struggle to provide the type of creative spaces innovative retailers need to thrive.

Malls are a high-profile example of those forces. More mall owners are turning to the academic and healthcare sectors to fill the vacancies.

**The backstory:** The deal with Emory came just over three years after Dallas-based real estate company ATR Corinth Partners bought Northlake mall, which was developed in 1971 at Interstate 285 and Lavista Road in DeKalb County. In 2017, ATR Corinth also purchased the Sears building, one of the project's anchors. Mall giant Simon Property Group had owned Northlake up until 2014.

**The basics:** Nelson Worldwide was the project's architect. Darden & Co. provided project management. Humphries & Co. was general contractor. Cushman & Wakefield was the broker.



ANDP: Closing the Gap

Availability of affordable housing in metro Atlanta is at historic lows. Rising rents make it challenging for low- and moderate-income families to save for a down payment on a home purchase. Black and white families' homeownership gap is the same as it was in 1968, a leading contributor to the 10 to 1 wealth gap.

Our plan to build and preserve 2,000 affordable homes by 2025 will help decrease the availability gap, the affordability gap, the homeownership gap, and ultimately, the wealth gap. We're honored to have our Closing the Gap plan nominated Atlanta Business Chronicle's Residential Deal of the Year!

Learn more about our work at [www.andpi.org](http://www.andpi.org).



RIDDLE PROPERTY GROUP

»RIDDLE  
PROPERTY GROUP

Riddle Property Group is proposing a project that could bring much-needed healthcare services to southwest Atlanta.

Riddle and partner Chestnut Funds would transform an 11-acre property across from Greenbriar Mall with 30,000 square feet of medical office space. It would also feature new housing, commercial space and amenities.

**Why it matters:** The development would provide medical services and

jobs to an area the federal government cites as lacking adequate healthcare resources. The city has also targeted southwest Atlanta for more investment and redevelopment. Greenbriar Transit Center is a proposed multi-modal transit hub connecting local bus service to high-capacity transit on Campbellton Road.

**The basics:** The Vecino Group and Invest Atlanta are working with Riddle and Chestnut Funds. In 2020, Invest Atlanta approved \$250,000 in predevelopment financing to support the project. Its total cost is estimated at \$42 million. Construction on the 6-acre medical office and retail space is slated to begin this year.



Best in Atlanta Real Estate Finalist – Healthcare Deal of the Year

Riddle Property Group and partners are investing in Southwest with an 11-acre, mixed-use medical office site immediately across from Greenbriar Mall. Briarwood Medical Office will provide high-quality space for medical service providers and new jobs and services to the community. Thank you to all who are bringing this transformative development to life for Atlanta.

