



ARC ACQUIRE  
REPOSITION  
CAPITALIZE

# Acquire, Reposition, Capitalize.

Transforming opportunity into wealth  
with Southeast industrial real estate.

**NAIUCR Properties**  
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE



# the Situation:

- Decades of low rents have constrained new industrial development, leading to tight supply and aging inventory.
- Tenants in secondary and tertiary markets struggle to find modernized properties.
- Capital costs will force many current owners to consider disposition as they attempt to refinance into a higher rate environment.



# the Opportunity:

- Industrial tenants are hungry and quick to lease nearly any acceptable space.
- We have experience acquiring industrial properties at an attractive basis, and quickly repositioning them for lease.
- As owners retire or are unable to refinance, we anticipate a wave of opportunities for well-capitalized buyers to create flexible deal structures.

# 2022: another year of Prosperity

19  
Industrial

sale and lease  
transactions closed.

86  
Transactions

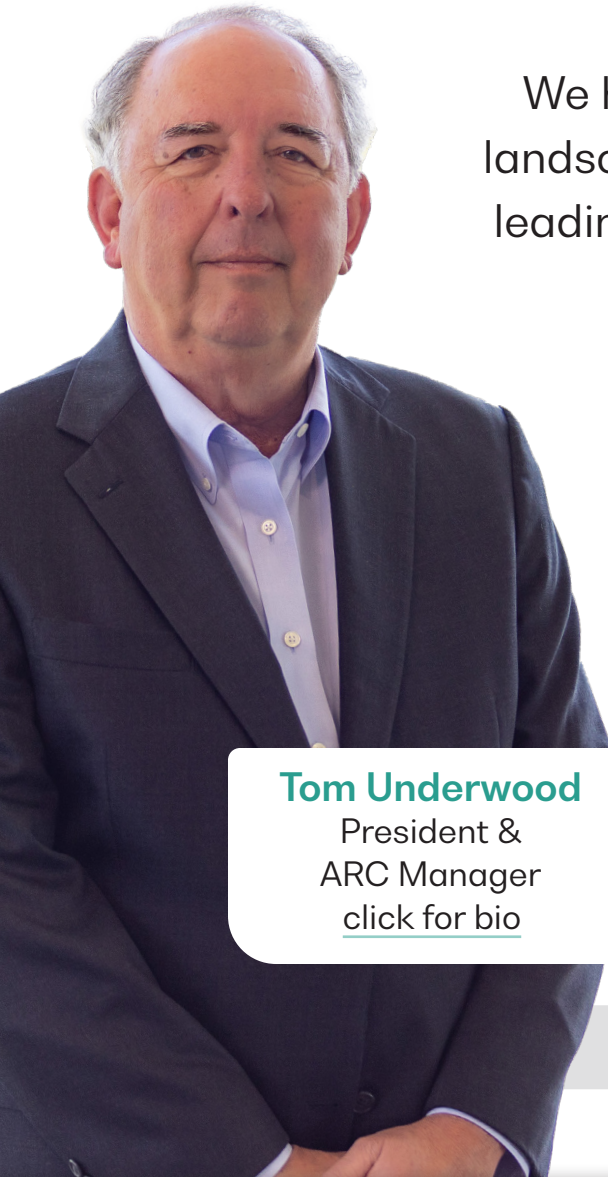
total for office, retail,  
land, and mixed-use.

\$40+  
Million

of gross transaction  
volume in 2022.

# the Dealmakers:

We have been impacting the Mississippi real estate landscape for over 65 years. Our team delivers market-leading services while leveraging more than 5,000 NAI real estate colleagues around the world.



**Tom Underwood**

President &  
ARC Manager  
[click for bio](#)



**Austin Brown**

Business Development  
& ARC Member  
[click for bio](#)



**Megan Tidwell**

Controller, CPA &  
ARC Member  
[click for bio](#)



**Micah McCullough**

Vice President &  
ARC Manager  
[click for bio](#)

More than 1.2 million SF under management

# building Equity:

Syndicated Transactions

Active



**2.3x**  
Equity Multiplier

Old 49 Properties	
Capital Invested	\$250,000
Equity Created	\$569,789

Active



**2.2x**  
Equity Multiplier

PP Vicksburg, LLC	
Capital Invested	\$480,000
Equity Created	\$1,032,531

Active



**1.6x**  
Equity Multiplier

PP Vicksburg II, LLC	
Capital Invested	\$440,000
Equity Created	\$692,683

Sold in 2022\*



**.6x**  
Equity Multiplier

Rankin Assets, LLC	
Capital Invested	\$500,000
Equity Created	\$301,364

\*11% annualized return

# building Equity:

Non-syndicated  
Transactions by Principals

Photo	Address	Building Size	Purchase Price	Market Value	Notes
	116 Jetport Dr. Pearl, MS	15,000 SF	\$650,000	\$950,000	Purchased from retiring business owner vacant, and then leased to a multinational corporation with minimal TI investment (<\$50k) in under 3 months.
	3770 Bullard St. Jackson, MS	22,500 SF	\$925,000	\$1,200,000	Purchased from retiring business owner vacant, and then leased to a national supplier for Home Depot during the due diligence period. High teens cash-on-cash returns.
	493 Livingston Vernon Rd. Flora, MS	133,585 SF	\$1,900,000	\$4,000,000+	Short-term sale-leaseback with box logistics company with rent at 60% discount from market. Strategy is to replace roof (\$400k) during first 5 years of ownership and find a new tenant, or adjust current tenant up to market rent.
	1590 Old Whitfield Rd. Pearl, MS	21,000 SF	\$1,000,000	\$1,500,000	Purchased vacant from retiring owner in Q3 2022. Currently on the market for lease, upon lease execution at market rental rates, the property should be valued at \$1.5MM.

# real Results:

What Our Investors  
Say About Us

Having spent my career in banking, I understand the importance of working with trusted partners. UCR has consistently exhibited the qualities I seek in an investment partner - integrity, transparency, and exceptional financial management.

As a retired banker, I wholeheartedly endorse their team for its professionalism, strategic insights, and dedication to delivering outstanding results.

R. Howard, Retired Bank CEO

UCR has been an invaluable investment partner for me as a retired physician and passive investor. Their expertise, attentiveness, and commitment to excellence have made my investment experience seamless and rewarding. The team's ability to identify lucrative opportunities and provide alternative investment options has allowed me to diversify my portfolio while enjoying consistent returns.

Bill S., MD, Retired ENT

UCR has been an exceptional investment partner for me as a professional investor. Their thoughtful research, thorough due diligence, and strategic approach have consistently delivered attractive results. I appreciate their commitment to providing unique and profitable investment opportunities, which have greatly enhanced my portfolio's diversity and performance.

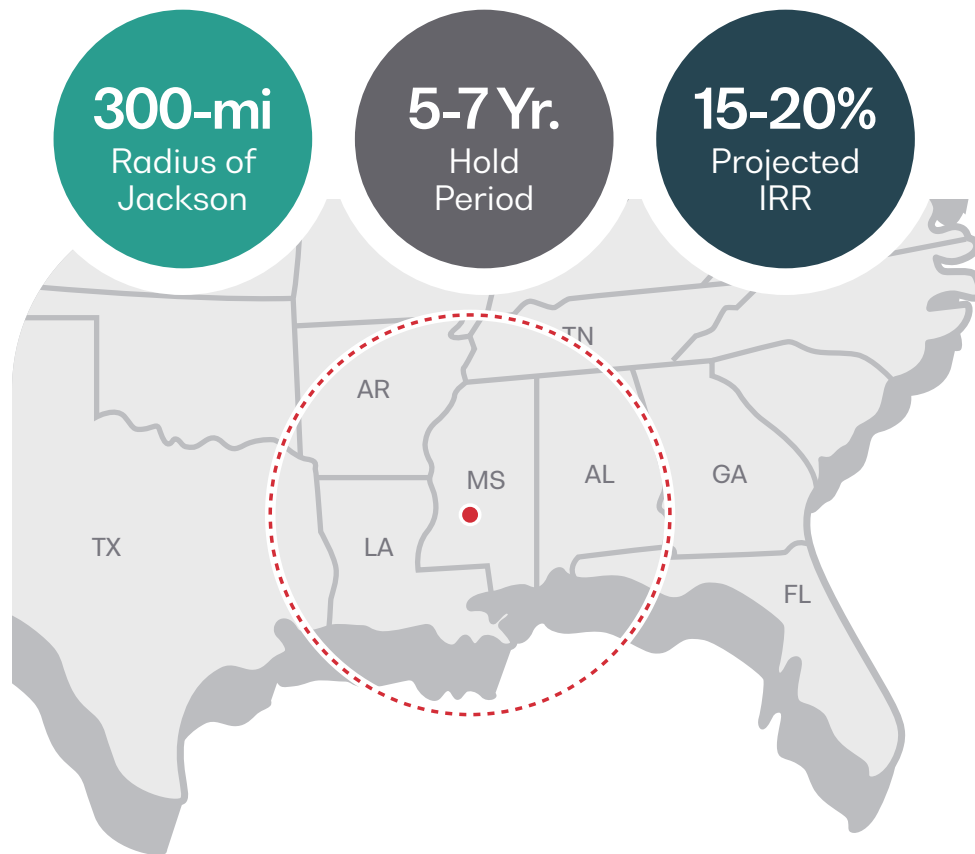
John L., Professional Investor





# investment goals & criteria:

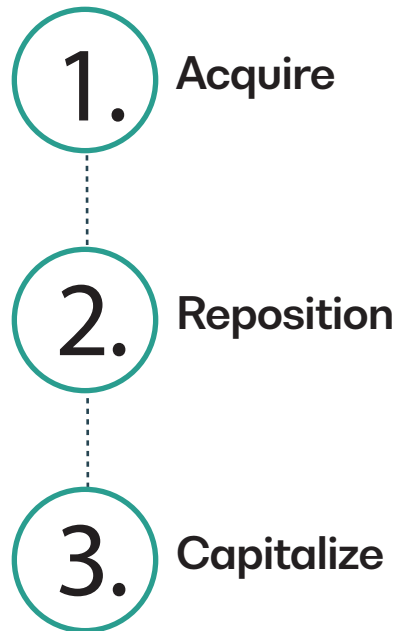
Industrial  
Value-Add  
Real Estate



The fund will focus on acquiring industrial real estate with the ability to **add value by repositioning** assets that are underperforming, underutilized, or in need of renovation.

Our team will leverage their expertise and market knowledge to generate strong risk-adjusted returns while providing a transparent, professional, and results-oriented approach.

# OUR Strategy:



- We will target areas with stable population, tight supply, and positive industrial demand fundamentals.
- As part of our strategy, we will pursue sale-leaseback opportunities with businesses seeking to unlock value from real estate assets without relocating operations.
- We will also target owners who may soon be exiting their business and unable to sell the business itself.

# OUR Advantage:

We are market leaders with nearly \$89,000,000 of real estate brokered in the past two years, making us a Top 100 NAI office.

We know what it takes to generate positive results for clients, and have a proven team in place ready to make deals happen.



Minimal  
competition  
for deal size



Industrial  
market  
expertise



Flexible  
closing  
conditions



Capital stack  
and lending  
relationships

Strong In-place  
Lending Relationships:

**BankPlus**

 **Trustmark**

 **PriorityOne**

 **Citizens  
National Bank**

 **FIRST COMMERCIAL BANK**

**KeeslerFederal**  
CREDIT UNION

# our Momentum:

We have already raised \$1,500,000 and are currently closing on our first investment fund property which has the potential for a 63% increase in value.

The property is currently leased to a national tenant, at a substantially below-market rent, with a provision that allows the lease to be canceled by the landlord.

Our strategy is to notify the tenant that we will market the property for sale to another user unless they negotiate a new, 5-year lease to gradually bring them to market rents.



## Where Local Knowledge Meets Global Collaboration

NAI Global is the largest independent broker organization in the world. NAI Global offices work in unison to provide clients with exceptional solutions to their commercial real estate needs, with over 300 offices strategically located throughout North America and the world.

NAI Global professionals achieve extraordinary results for clients locally and globally through creativity, collaboration and the consistent delivery of exceptional knowledge and service that only market-leading firms can provide.

NAI Global offices provide a full range of corporate real estate services, including brokerage and leasing, property and facilities management, real estate investment and capital market services, due diligence, global supply chain and logistics consulting and related advisory services.



### NAI Global Overview

**Founded:**  
1978

**Offices:**  
300+ Worldwide

**Professionals:**  
5,100

**Annual Transactions:**  
\$20+ Billion

**Management:**  
1.15+ Billion SF

# investing words of Wisdom:

“

To be successful in real estate, you must always and consistently put your clients' best interests first. When you do, your personal needs will be realized beyond your greatest expectations.

– Anthony Hitt



“

Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world.

– Franklin D. Roosevelt



# team

## Biographies:



**Tom Underwood**  
President

601-981-6800  
ext. 302

Thomas “Tom” M. Underwood, a Jackson native, graduated from the University of Alabama in 1973 with a degree in Business Administration. He began his career with the Underwood Companies that same year, beginning in the area of finance working for the company’s savings and loan, Homestead Savings & Loan. From there he moved into the real estate side of the company. In the 1980’s the Underwood Companies began construction, sales and leasing in the commercial real estate arena and Tom was integral in the startup for that side of the company, while still being involved in the companies residential development and home building arena’s. In 1992 he became President

of all divisions of the Underwood Companies. Tom has been involved in countless multi-million dollar commercial sales, leases and developments.

#### Professional Affiliations & Designations:

- Served on the Board of Directors for both the Jackson Homebuilders Association & Jackson Association of REALTORS
- Member of MS Commercial Association of Realtors
- Owner and/or majority partner for approx. 300,000 SF of commercial real estate in MS

# team

## Biographies:



**Micah McCullough**  
CCIM, SIOR  
Vice President, Broker

601-981-6800  
ext. 301

Micah serves as Vice President of NAI UCR Properties and has over 15 years of experience in commercial real estate brokerage and management. He oversees the overall company operations, which includes management of over 1.3 MM SF of Industrial, Retail, and Office Properties with an estimated market value of \$75 MM.

He is extremely active in the company's brokerage division having completed in excess of 250 sale and lease transactions totaling more than \$300MM throughout Mississippi, as well as Louisiana, Texas and Missouri. Personally, he has orchestrated seven commercial real estate investment syndications and developments with an aggregate value of over \$30MM.

Professional Affiliations & Designations:

- REALTOR of the Year in 2012
- Ole Miss Real Estate Alumni Advisory Board of Directors from 2013 to the Present
- Certified Commercial Investment Member (CCIM Institute)
- Building Owners & Managers Association (BOMA)
- Society of Industrial & Office REALTORS (SIOR)
- 1 of 5 individuals in the state of MS who holds both CCIM and SIOR designation; the youngest of his counterparts by 30+ years
- "Top 40 Under 40" Award by the MS Business Journal, 2019



# team Biographies:



**Austin Brown**  
Business Development

601-981-6800  
ext. 308

Austin, his wife Lauren, and their three daughters reside in Madison, MS. As a life long resident of the Jackson-Metro, Austin is passionate about using his knowledge and relationships to cultivate development and growth opportunities for our area's local economy. Austin's passion is "connecting good people". Austin currently serves as chairman for the Red Door Golf Classic and on the board for the Canopy Golf Classic. "My giftedness is connecting people. It's how God designed me to advance his kingdom. That might be for business, to benefit an organization, or simply a fellow parent with a great babysitter. I love connecting others for mutually beneficial relationships and transactions."

Austin serves in a business development and commercial advisory role with UCR Properties. Austin's focus is investment sales, aiding clients primarily in office and industrial transactions. He also leads business development efforts for ARC and serves on the management team for the fund. Austin currently manages a land investment fund that deployed over \$40MM for over 100 investors in 2022.

Prior to joining the UCR Team in 2022, Austin served as Vice President and Director of Business Development for companies in the construction, marketing, and media industries.

# team

## Biographies:



**Megan Tidwell**

CPA  
Controller

601-981-6800  
ext. 308

Megan started her career in the Navy as a Data Processor working with mainframes and then desktop computers. Once she left the Navy, she focused on raising her two sons and worked part time in information technology, tax preparation, and as a staff accountant. Megan finished her undergraduate with SNHU, and she received an MBA from Auburn University of Montgomery. After relocating to the Jackson Metro Area, she worked several accounting positions from Senior Property Accountant, Process Improvement, Revenue Manager, and now as a Controller. Megan has managed financial reporting on different types of

industries from Commercial Real Estate, Food Service, and Construction Industry and has served on company conversion teams on company acquisitions. Megan enjoys process improvement and experimenting with new ways of improving a process.

Professional Affiliations & Designations:

- Member of American Institute of Certified Public Accountants (AICPA)
- The Mississippi Society of Certified Public Accountants (MSCPA), member on the Industry Committee

# offering disclosure:

Any analysis included in this investment summary is based on estimates and assumptions of ARC Investment Fund, LLC. ARC Investment Fund, LLC uses a specific set of assumptions for analysis, but is not representing that any of the assumptions will materialize. There is a certain degree of inherent risk associated with commercial real estate investing, and you are advised to seek advice from your accountant, attorney and or other advisors, and to view this information as hypothetical.

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# invest today for a thriving tomorrow.

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