

# WE ARE EPM PARTNERS

Presentation Deck



**“Our firm’s goal is to create real value in property and places.”**

**—Eli Zami, Co Founder and President, EPM Partners**

**25+**  
Properties

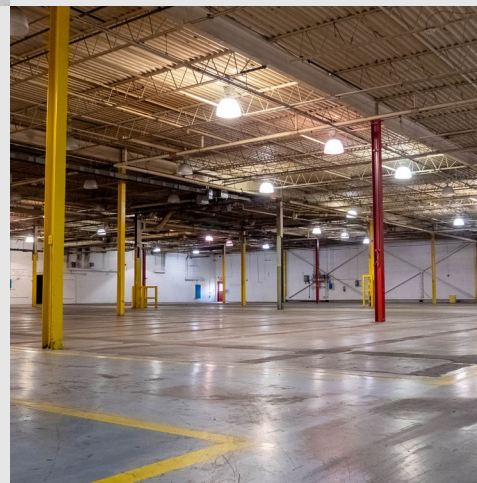


## Properties

EPM Partners acquire and manage industrial real estate throughout the United States with a prime focus on warehousing, distribution and generic manufacturing.

## Leasable Space

Strategically locating functional properties in close proximity to large metros allows for cultivating high employment with long term steadfast employees. These locations have significant infrastructure advantages such as expansion potential, rail capabilities and flexible zoning requirements.



**8m+**  
Sq. ft.

**10+**  
States



## Target Markets

We have built and continue to secure relationships, primarily in the southeast, with corporations, brokers, lenders, economic developers on local and state levels as well as site selectors.

# Our Mission

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Revitalizing industrial real estate while providing value and employment opportunities to local economies.





## Strategy & Focus

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We are continuously challenging ourselves to explore secondary and tertiary markets that are often overlooked by others. Our focus is on investing in opportunities where our creative strategy will have the highest effect.

Our strategy is to enhance property value, primarily for single tenant occupancy. We structure creative solutions and customize tenant's lease terms which create flexibility and allows them to develop growth over time. We encourage this mutually beneficial open relationship between the landlord and the tenant. The success of the organization is directly correlated to our investment parameters, knowledge of various markets along with personal involvement of management in all projects.





## Expertise

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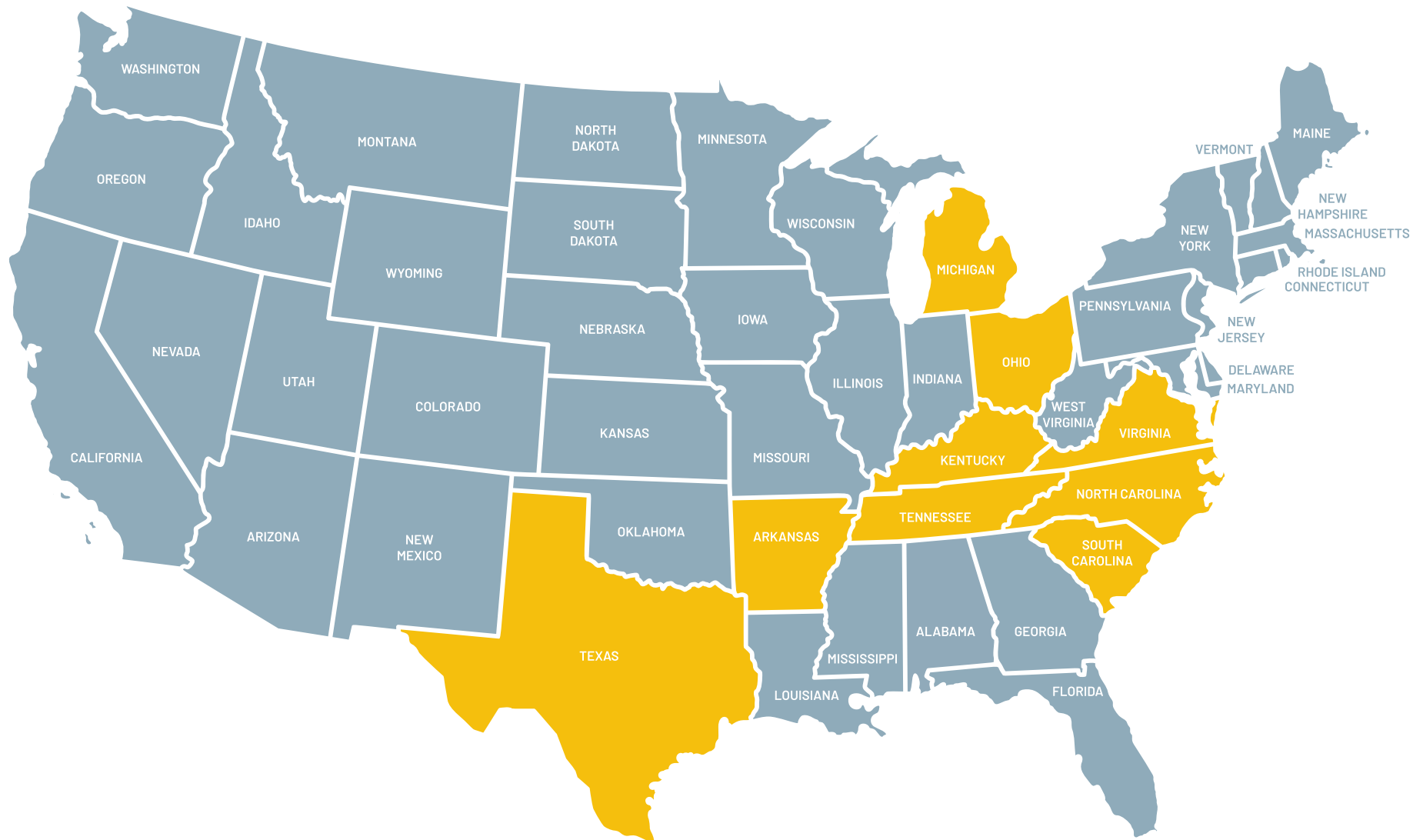
Our 15+ years of experience as small market experts creates strong deal flow. It allows us to keep carry costs down while simultaneously enriching value in those markets.

### Key Attributes:

- Strategic capital investing
- Improve properties to bring to market
- Asset repositioning/rehabilitation to enhance property value
- Market comprehension & non traditional knowledge of sub markets
- Aggressive leasing approach

**15+**  
Years

# Locations in the United States



**10+**  
States

**25+**  
Properties

**8m+**  
Sq. ft.

**840+**  
Acres

**\$100m+**  
Enterprise Value



“Building strong relationships is the key to our success.”

## Relationships

We have built strong relationships with local banks and have earned the trust of state and local officials to ensure creative incentive packages for our tenants.

### Strong relationships with:

- Economic developers on local & state levels
- Community and local banks
- Corporations
- Brokers
- Site selectors



# Who We Are

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The company is a private, self-administered and self-managed, real estate firm that was formed to primarily engage in the business of acquiring, owning, developing and managing industrial properties throughout the United States.

Starting in the wholesale apparel business Eli and Ken became acquainted with the industrial real estate business based on their own needs and circumstances for commercial warehousing at the time. They purchased the first industrial warehouse to store products for their own apparel business. Quickly realizing and understanding the need for functional warehousing Eli and Ken began to acquire additional properties as investments. As wholesale distributors themselves Eli and Ken flawlessly transitioned into savvy investors with their direct knowledge and understanding of a users needs. They put what they knew to work.

**Eli and Ken know how to put themselves in the right situations to create valuable opportunities.**



# Case Study

## Pilot Mountain, NC

General Manufacturing | 100,000 sq. ft.



**Square Feet:** 100,000

**Ground:** 20 Acres

**Date of Construction:** 1984 and 1994

# Preparing A Problematic Building For Market

## Challenge

In June 2019, EPM Partners purchased a 100,000 square-foot building in Pilot Mountain, NC that had been largely unused for the previous three years. Upon review, the building interior was cluttered and dirty but otherwise in good condition. More critically, the property had an unresolved environmental issue and was assessed in excess of fair market value. Perhaps most challenging, the sale of the building was contingent upon a crossing agreement being established with the local short line railroad, which was not done previously with the existing owner.

## Solution

EPM Partners is known for going above and beyond what a typical firm would do for a transaction and this building was no exception. The full team came together to first tackle the building's issues. The team began with a long process of quantifying the minor environmental issue with the previous owner and worked with the North Carolina environmental regulatory agencies to resolve the matter. Next, we oversaw an extensive clean-up of the building's interior to get it market ready. The team also re-negotiated the property assessment value with the County based on our knowledge and available comparable sales. Then the team negotiated with the Town of Pilot Mountain to enter into a right-of-way agreement with the railroad that eliminated an arbitrary cancellation provision as well as any owner maintenance fees.

## Result

EPM Partners worked to bring a clean, problem-free building to market at a 30 percent assessment reduction. The team worked with their network of brokers and located a credit-worthy tenant, managed the preparation of lease documents and obtained pricing for all required tenant improvements. The result SPX Corp signed a five-year lease, making a win-win for all.

# Testimonials

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## Eastman Chemical Company

“Eastman Chemical Company recently leased a warehouse from EPM Partners in Virginia. Eli Zami was very responsive to our questions and receptive to making the deal work for both sides. He was also very flexible to our requests to accommodate our business needs and actually looked for ways to save us money with our fit-out. Overall, I rate our experience with Eli and his staff a 10 out of 10!”

—**Bill Wetherholt**

Manager, Capital Planning and Real Estate Worldwide Engineering & Construction

## Walmart

“In December 2019, Walmart and Structurlam announced plans to open a Mass Timber production facility in Conway, Arkansas. From the initial negotiations through the contract and due diligence period, Eli and his team were true professionals and showed flexibility when a few unforeseen delays arose in the timing of the project. Whether working through details on the contract or coordinating on small issues like continued electric service, Eli and his group acted like partners through the transaction.”

—**Joe Albright**

Senior Director - Corporate Real Estate

## Peapack-Gladstone Bank

“I first met Eli Zami and Kenny Cohen in the Spring of 2014 when I was the Chief Credit Officer of BNB Hana Bank. I was extremely impressed with their knowledge of their business interests as well as their character, integrity and transparency. I have maintained frequent contact with Eli and witnessed his consistently attractive investment returns, his comprehensive investment process and his strong execution. Eli is extremely thorough, evaluates all risks and opportunities on individual investments as well as across his investment portfolio before making his decision. He remains a close and trusted relationship for me and someone I hold in the highest personal and professional regard.”

—**Patrick R. Brocker**

Senior Managing Director

# Testimonials

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## Meridian Capital Group LLC.

“I have known Eli Zami and Kenny Cohen for over 16 years, I started investing with them approximately 5 years ago after observing them acquire and slowly build an impressive portfolio of industrial properties across several states. Before they invest their own money as well as their partners, they exercise a heavily methodical approach with a thorough knowledge of each local market that they invest in. That knowledge comes from exhausting due diligence, they spend the time to make sure what they are buying is right and limit the downside. They are the ultimate value investor, looking for deep value and then leveraging their reputation with leasing and sales brokers to either stabilize or sell the properties. I find them to be very honest, this is why I have invested with them and will continue to invest with them.”

—Aaron Birnbaum

Executive Vice President & Senior Partner

## Arkansas Economic Development Commission

“Firms all over the world are taking notice of Arkansas and the clear advantages of investing in the state. Eli Zami and EPM Partners from New York City have recently planted several flags in the commercial real estate market in Central Arkansas. From the Nucor and Kimberly-Clark buildings in Conway, to the Port of Little Rock’s repurposed building that helped locate HMS Manufacturing, Eli and his team see the value and now have a significant stake in our success. These three buildings were no longer in use, and sat empty. Eli and his group have breathed new life into these spaces and created new opportunities and new jobs, that’s the kind of economic development we need.”

—Michael Preston

Secretary of Commerce & Executive Director



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