

Industrial Sale Leaseback | 2001 US-61, Lake City, MN 55041

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# VALLEY CRAFT

## Executive Summary

TaTonka Real Estate Advisors is pleased to offer the sale-leaseback of Valley Craft’s 176,337 square foot industrial building located on an 8.06-acre site. Valley Craft will execute a new 10-year NNN lease at closing.

- PRICE: NEGOTIABLE
- NEW 10-YEAR LEASE SIGNED BY BALLYMORE CORPORATION (PARENT COMPANY) ON CLOSING
- YEAR 1 NOI: \$793,517
- 2.25% ANNUAL INCREASES
- NNN LEASE
- MARKET RENT: \$4.50 PSF
- 176,337 SF
- SIGNIFICANT CAPITAL INVESTMENTS INTO THE FACILITY AND MACHINERY



**INDUSTRY LEADER** | Valley Craft Industries is a world-class manufacturer of material handling, storage, and safety solutions, proudly producing professional-grade equipment built for the demands of industrial, commercial, and institutional environments since 1953.

**BALLYMORE MIDWEST HQ** | Valley Craft is part of Ballymore Safety Products, a leading national safety and material handling company. This facility serves as Ballymore's Midwest headquarters, underscoring its strategic operational importance within the organization.

**DIVERSE PRODUCT LINE** | Products include hand trucks, industrial carts, drum handling equipment, lifts & stackers, storage cabinets, workbenches, work stations, dump systems, and quad-steer trailers - purpose-built for high-demand workplace environments.

**COMMITTED TO QUALITY** | Valley Craft's core values are Professional Grade Quality, Built to Last, and Made in the U.S.A. Products are engineered for rugged, long-term performance, with a relentless focus on customer satisfaction and continuous improvement.

**EXPERIENCED WORKFORCE** | Staffed by a committed and loyal team in Lake City, MN, with a third of Valley Craft's associates tenured at the company for more than 25 years — representing deep institutional knowledge and a stable, skilled labor force.

**STRATEGIC LOCATION** | Located at 2001 South Highway 61 with vista views of Lake Pepin in Lake City, Minnesota, the facility benefits from excellent highway access for efficient inbound materials and outbound distribution to customers across the U.S.

# BALLYMORE CORPORATION

## Company Overview

Ballymore Corporation (Executing Party), founded in 1945, is a leading manufacturer of highly engineered safety products, including rolling safety ladders, work platforms, ergonomic lift equipment, material and drum handling solutions, mobile racking, and safety storage products. Ballymore is owned by **One Equity Partners (OEP)**, which acquired the company in 2024 and considers Ballymore a platform company for long-term growth. 2026 sales are estimated at \$290 million.

- 2026 Estimated Sales: \$290M
- Full company financials will be available to qualified buyers
- Diverse customer base includes Home Depot, Lowe's, ULINE, Amazon, and many others

**STRATEGIC DIVERSIFICATION** | Ballymore has meaningfully reduced customer concentration risk, with the top two customer product sales reduced from **55% to 30%** of revenue. The customer base has broadened significantly.

**EXPANSION OF DOMESTIC MANUFACTURING** | In response to tariffs and shifting global supply dynamics, Ballymore has strategically expanded its U.S. manufacturing footprint from **285,000 sq ft to over 600,000 sq ft**, with approximately **70% of manufacturing now domestic**. China sourcing has been reduced from 60% to approximately 30%.

**SERVICE REVENUE GROWTH** | Following the 2024 acquisition of DOC Services (the largest servicer of Ballymore equipment), service revenue has grown from **0% to 30%** of total revenue, providing recurring revenue and cross-selling opportunities across the platform.

**ACQUISITION HISTORY** | Ballymore's platform has been built through strategic acquisitions: **Tri-Arc Manufacturing (2021)**, **Lift Products Inc. (2023)**, **DOC Services Inc. (2024)**, **Valley Craft Industries (2025)**, and **Equipto (2025)**.

**VALLEY CRAFT RELEVANCE** | Valley Craft Industries, founded in 1953, was acquired by Ballymore in 2025 and operates as a manufacturer of material handling, drum handling, and storage solutions, contributing to the broader Ballymore platform as one of its seven operating divisions. Ballymore acquired Valley Craft to increase US manufacturing capabilities and is making significant machinery investments, has added 24 employees in the last year, and has launched several new product lines. Ballymore acquired Valley Craft to increase its US manufacturing capabilities and is making significant machinery investments in the facility.



# PROPERTY DESCRIPTION

ADDRESS	2001 US-61	CONSTRUCTION	Concrete, steel, and metal
CITY, STATE	Lake City, MN 55041	ROOF	2025 for 3 of 4 building phases
TOTAL SF	176,337 SF	MFG/WAREHOUSE CLEAR HEIGHT	23'-33'
INDUSTRIAL SF	161,337 SF	DOCK DOORS	11
OFFICE SF	15,000 SF	OVERHEAD DOORS	4
MEZZANINE	Exists, not included in SF	ZONING	LI - Light Industrial
LAND AREA	8.06 Acres	A/C SPACE	Office only
YEAR BUILT   RENOVATED	1965, 1981, 1984, 1994, 1997	PARCEL NUMBER(S)	22.00164.06 & 22.01742.00
UTILITIES	All available	SPRINKLER PROTECTION	Primary Bldg - 100%
PARKING	115 Stalls	POWER	3-Phase, 6,000 amps

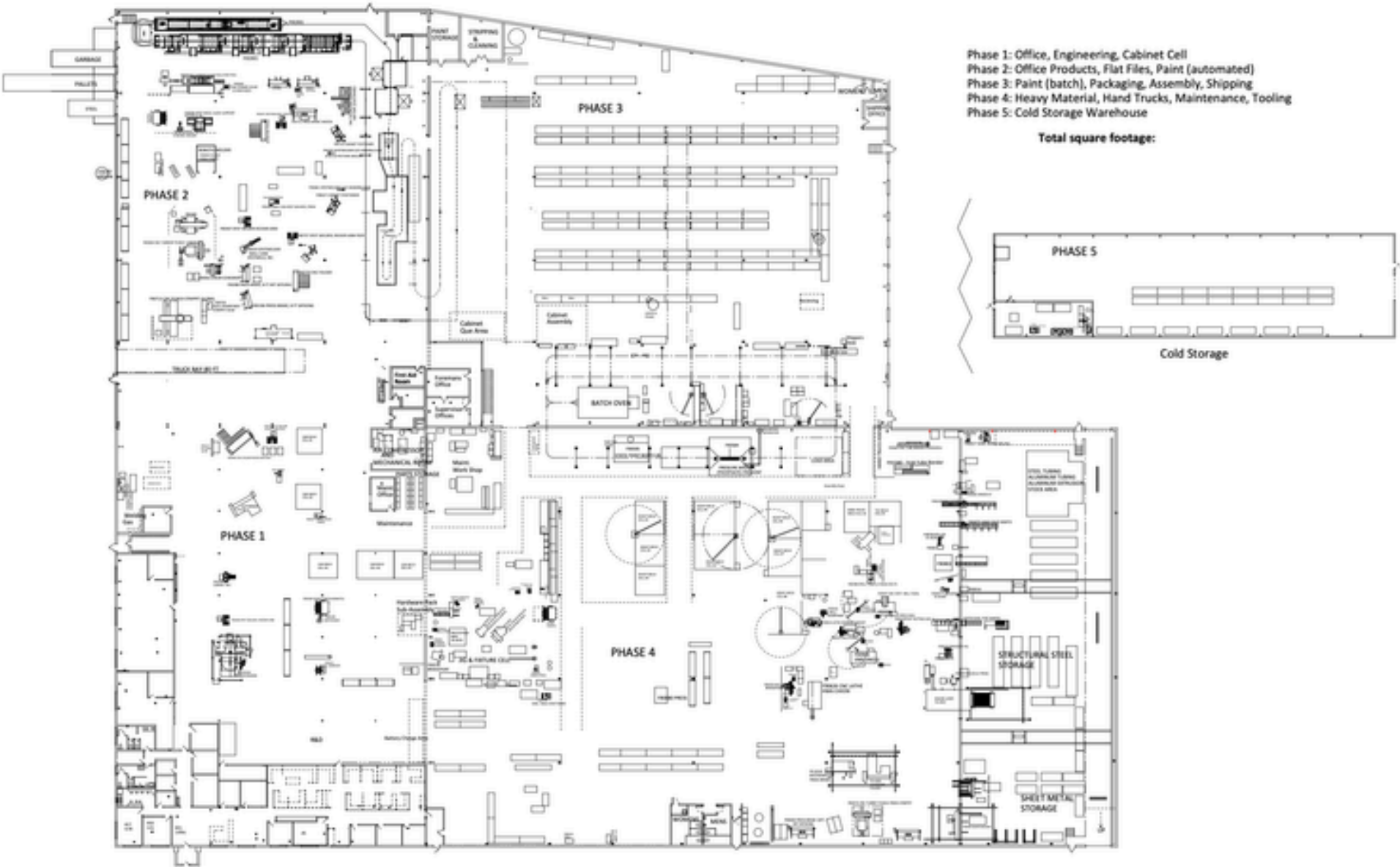
# INTERIOR PHOTOS



# EXTERIOR PHOTOS



# FLOOR PLAN



- Phase 1: Office, Engineering, Cabinet Cell
- Phase 2: Office Products, Flat Files, Paint (automated)
- Phase 3: Paint (batch), Packaging, Assembly, Shipping
- Phase 4: Heavy Material, Hand Trucks, Maintenance, Tooling
- Phase 5: Cold Storage Warehouse

- 33,337 sqft
- 27,100 sqft
- 39,700 sqft
- 66,600 sqft
- 9,600 sqft

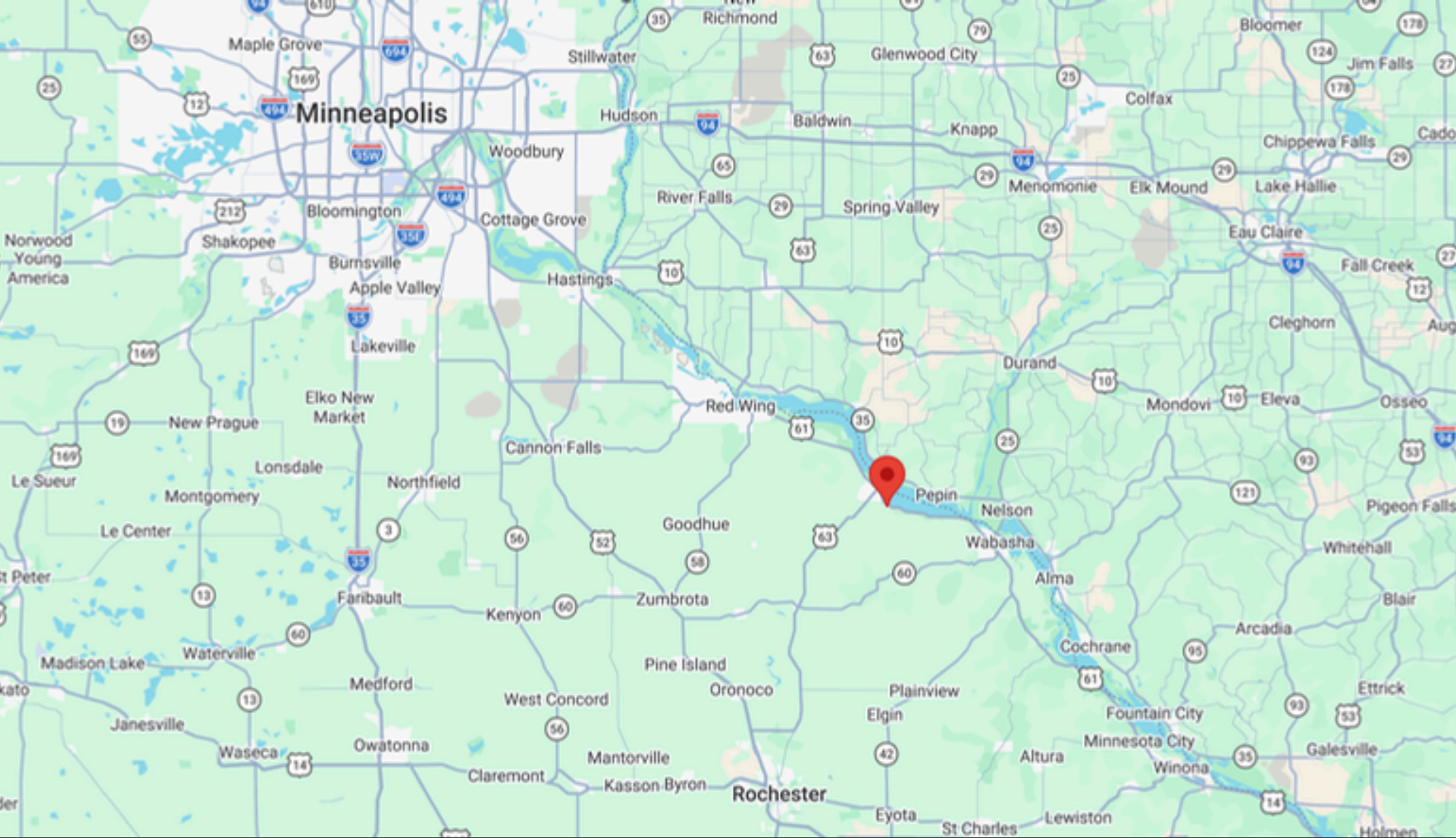
**Total square footage:**

**176,337 sqft**

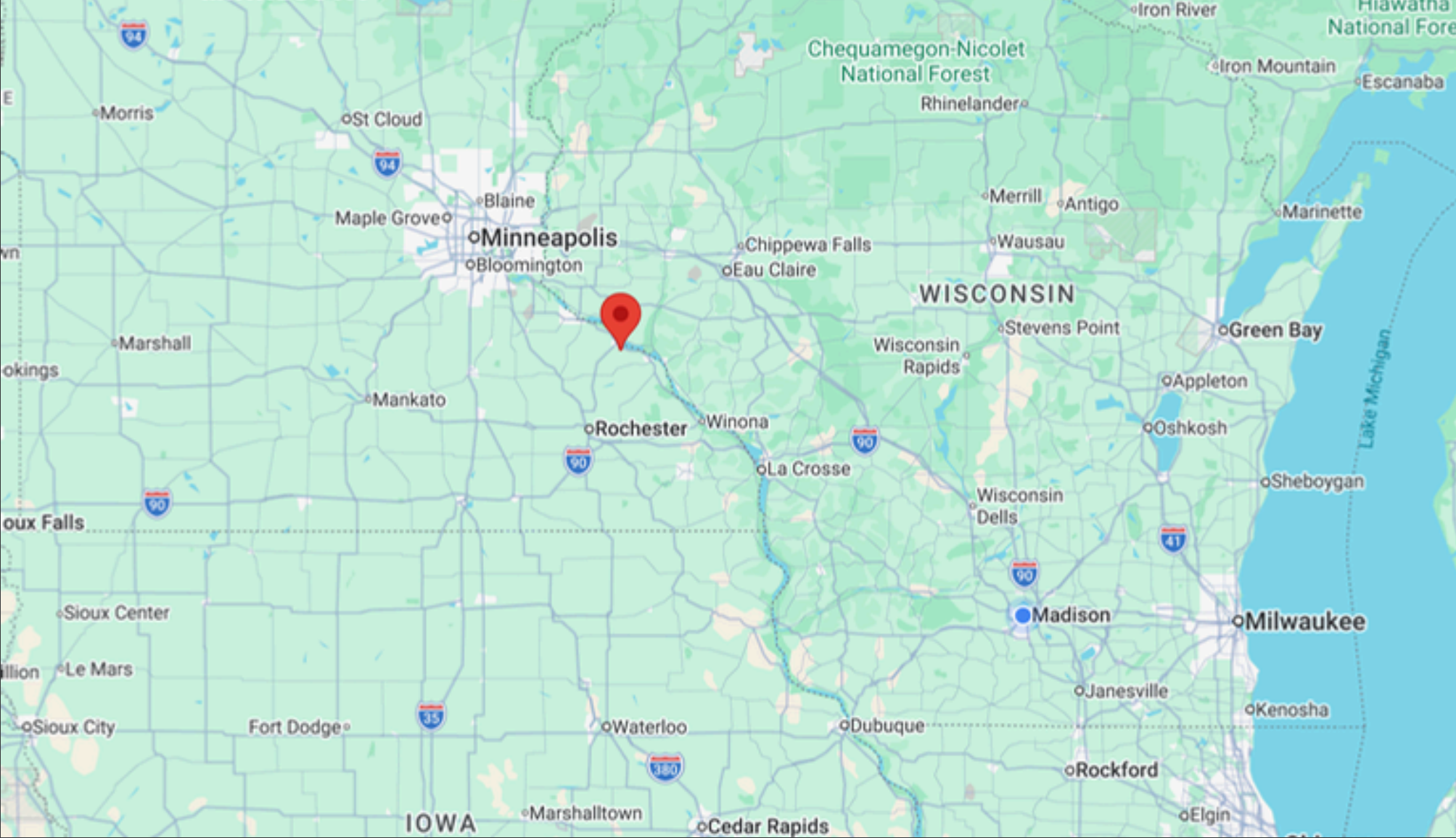
# PARCEL BOUNDARY



# LOCAL MAP



# REGIONAL MAP



# DISCLAIMER

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