

PRESS RELEASE

The Transformative Atlanta Development ‘The Works’ Explained at Arnall Golden Gregory Real Estate Breakfast Briefing

ATLANTA – Attendees at Arnall Golden Gregory’s Real Estate Breakfast Briefing on Nov. 1, 2018 heard all about The Works, an 80-acre adaptive-reuse development that will anchor the transformation of Atlanta’s Upper Westside, where Vinings/Smyrna, South Buckhead and West Midtown converge.

Malloy Peterson, senior vice president with Selig Development Company, explained different aspects of The Works. The first phase of the development, The Makers Building, is anchored by Ballard Designs.

AGG Real Estate Partner Abe Schear, who introduced Peterson to the 75 audience members, said he was honored that Steve Selig, president and chairman of the board of Selig, and Cathy Selig, senior vice president and co-owner, were in attendance.

“There are very few companies that are more important to the city than Selig,” Schear said. “The history of the company is remarkable. Mayor Keisha Lance Bottoms was quite right when she noted last week at Selig’s 100th birthday celebration that this is a great Atlanta company and a key component to the success of the city.”

Peterson said The Works when completed is projected to have 600,000 square feet of office space, 500,000 square feet of retail, 500 residential units, 200 hotel rooms, 13 acres of green space and an entertainment area.

The old low-rise brick buildings will remain and be rehabbed, so the overall project will have a contemporary industrial look. “The feel will be preserved,” said Chris Ahrenkiel, Selig’s executive vice president of commercial leasing and office development.

Peterson reflected that the plans were the inspiration of Scott Selig, the former executive vice president of Selig Enterprises and president of Selig Development who died in October 2017. “He wanted this to be a very special place. He wanted it to be a community. He was very clear about his vision,” she said.

The Works is part of a wave commercial development on Atlanta’s Westside that began in 2002, was interrupted by “The Great Recession” and which picked up steam again several years ago.

Schear said retail is alive and well but no longer the department store variety. Successful developers are focusing on innovative design and uses of space. “There’s nothing wrong with the industry if you’re willing to be creative,” he said.

ABOUT ARNALL GOLDEN GREGORY LLP

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