

## Sparrows Point Terminal Names Joseph M. Greco, Sr. as VP of Commercial & Trade Development

*Joe Greco joins the project to work across multi-modal platforms and market SPT on a domestic & global basis as a site with unparalleled capabilities*

**BALTIMORE, MD (September 23, 2015)** – Sparrows Point Terminal LLC (SPT), one of the largest privately owned water front logistics and manufacturing multimodal sites in North America, has named Joseph M. Greco, Sr. as its VP of Commercial & Trade Development. Joe will join the project to focus on integrating the site with the existing infrastructure of the Port of Baltimore and State of Maryland to grow commerce.



As VP of Commercial & Trade Development, Joe will focus on several opportunities, including maximizing the use of the site's rail and port capabilities with a focus on bulk and break-bulk opportunities; exploring the bio-mass market; growing export commodities by tying trans-load operations with rail and port assets; and expanding distribution centers and cross dock facilities that match-up with the Port's growing container business.

"The opportunity to be part of a project with the potential of Sparrows Point is something that is very rare. I'm more than excited to help transform the current site into a world-class logistics hub that will act as an economic generator for the region, and state," said **Joe Greco, VP of Commercial & Trade Development**. "One of the key advantages of the site is its existing structural components, which are unparalleled, and I look forward towards maximizing these assets with the Sparrows Point Terminal team."

"We're excited to welcome Joe to Sparrows Point, where his experience and background will help us work across multi-modal platforms to identify and attract tenants who will best utilize the site's assets," said **Michael Moore, CEO of Sparrows Point Terminal**. "As we position Sparrows Point in the national and global market, Joe's experience and capabilities will help us in our efforts to build a site for the 21<sup>st</sup> century economy."

Joe joins Sparrows Point Terminal with 20 years of industry experience across the public and private sectors. Most recently, he served as Director Intermodal/Trade Development at the Maryland Port Administration, where he was responsible for maintaining & developing general cargo opportunities while fostering robust support for the Port's customers across their supply chain networks to include ocean carriers, terminals, rail, trucking, economic development, real estate, and federal agency coordination.

### About Sparrows Point Terminal LLC

The 3,100-acre industrial site in Baltimore, Maryland, offers a gateway to markets around the United States and the world, featuring a unique combination of access to deep-water berths, rails and highways. Ground-breaking agreements signed with federal and state environmental regulators in 2014 to remediate the legacy from a century of steel-making enable the redevelopment of the site with the potential to become one of North America's most strategic multi-modal, multi-commodity terminals. For more information visit:

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

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## **Joseph M. Greco, Sr.** **VP of Commercial & Trade Development**



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Prior to joining the Port, Joe was Sr. VP with the Baltimore Steamship Trade Association, representing management's interests during ILA negotiations as well as maintaining the on-going requirements of labor training, payroll, benefits, and safety. He started in the maritime industry with Columbia Coastal Transport, a U.S. flag barge operator, where he rose from position of Port Captain to Regional Sales Manager and controlling operations of the domestic service linking Norfolk, Baltimore, and Philadelphia.

Joe is a graduate from the University of Scranton and lives in Jarrettsville, MD with his wife Sarah and their three children.

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