



TRADEPOINT ATLANTIC

STRAIGHT TO THE POINT

A CITY OF INDUSTRY, A RESURGENCE OF BUSINESS

If you look at a map of the so-called “Steel Belt,” you can trace the former manufacturing cities that made up the bulk of our country’s heavy-industrial centers.

Baltimore City and surrounding communities like Sparrows Point were tucked neatly within this grid, where industry and commerce were more than just ways of making a living; they were ways of life.

Over the years, much of what defined Maryland’s economy changed and many sectors underwent a transformation. Today, we at Tradepoint Atlantic are embracing that transformation to help bring back industrial capabilities to the region. From local company growth to job creation, the resurgence of business in the area is taking off. We’re not just a part of that trend. We’re helping lead it.

At Tradepoint Atlantic, we’re rebuilding the shipping and logistics industry from the ground up. By working with internationally renowned companies and local and state officials, we’ve achieved long-term, local commitments that will result in good jobs for years to come. As this year draws to an end, development has taken off, and we are fully underway with some of the most exciting projects in the Mid-Atlantic.

The global package delivery service FedEx Ground has already begun construction on a 300,000 square-foot distribution facility. Hitting closer to home, another internationally-acclaimed business that will locate a distribution center at Sparrows Point will be Under Armour. Together, these new product delivery hubs will account for hundreds of new jobs and bolster business opportunities right here in our community.

Further diversifying output and activities at Tradepoint Atlantic, Pasha Automotive Services announced plans to begin automobile processing operations on our site. To make way for this new feat and more, we have invested \$5 million on infrastructure upgrades like berth improvements and roadway improvements for the site.

While moving fast to map out a new course for Sparrows Point, we have never lost sight of improving our long-term capacity and resources and are ever committed to taking thoughtful steps towards wholesale infrastructure improvements and site remediation. We are making enormous strides in site clean-up and waste disposal and will only be ramping up our efforts in the days, months, and years ahead.

When I first came to Sparrows Point and the Baltimore region a little over a year ago, I could easily see that this was a community on the cusp of revitalization, a city getting ever closer to fulfilling its potential. With decades upon decades of hard work and determination forged in steel, it’s no surprise that our industries and businesses are some of the most resilient in the world.

While we’re all sometimes thrown unforeseen challenges, it’s not those challenges that define a community. It’s what we do in the face of those challenges that matters. Today, I can comfortably say, we’re doing quite a lot.

Michael Moore
CEO, Tradepoint Atlantic

YOU’RE INVITED! OPEN HOUSE

THURSDAY, NOVEMBER 3, 2016, 6:00 P.M. TO 8:00 P.M.

Tradepoint Atlantic Offices, 1600 Sparrows Point Blvd, Baltimore, MD 21219

It has been a busy year for Tradepoint Atlantic, from exciting new tenants to our environmental clean-up, and we want to share our new updates with you! We hope you can join us for our last Community Open House of 2016.

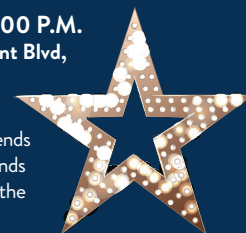
Directions: The event will take place in our Offices. Please enter through the side gate on Sparrows Point Blvd, located just before our offices as you approach the site from Bethlehem Boulevard.

BETHLEHEM STAR LIGHTING

NOVEMBER 30, 2016, 5:00 P.M. TO 6:00 P.M.

Tradepoint Atlantic Offices, 1600 Sparrows Point Blvd, Baltimore, MD 21219

For over three decades, the Star of Bethlehem has invited Sparrows Point residents, neighbors, and friends to celebrate the former mill and the community bonds it has helped create. We look forward to upholding the tradition with you this year.





The new 1.3 million square-foot Under Armour e-commerce distribution center will open in summer of 2018, employing around 1,000 local workers.

Under Armour Comes to Sparrows Point

If you're from the area, chances are you know the story of Under Armour. From a self-made man to a self-made brand, the story of the Baltimore-based apparel company has become a hometown favorite.

Long before Under Armour's crisscross logo became a symbol of business in Baltimore, it was the Star of the Bethlehem Steel mill that signaled the lynchpin of Maryland's workforce. In the years between, we've witnessed an evolution of industry, with traditional operations giving way to innovation, entrepreneurialism, and international stature.

As we continue to unearth new opportunities that stem back to the roots of our community, it couldn't be more fitting to see these two local success stories sharing some common ground at Tradepoint Atlantic.

On August 30, 2016, Tradepoint Atlantic and Under Armour announced that the sports clothing company will open a 1.3 million square-foot e-commerce distribution and warehouse facility on the Sparrows Point site. Taking advantage of the site's prime location and shipping and logistics capabilities, the global brand will make Sparrows Point the home of its fourth distribution facility in the United States and the second in the Baltimore region.

Propelling a new vision of Sparrows Point as a global logistics hub, the announcement is yet another sign of a visionary future for the former steel mill that will bring jobs back to our neighbors. Thanks to collaboration with state and local officials, it will employ around 1,000 local workers and help grow Under Armour's product delivery.

Maryland Governor Larry Hogan, Maryland Secretary of Commerce Mike Gill, Baltimore County Executive Kevin Kamenetz, and Tradepoint Development Executive Vice President Eric Gilbert all came together to announce the news.

"As a pivotal new tenant at Tradepoint Atlantic, Under Armour will play a big part in the site's resurgence to a center of economic activity and trade. We applaud Kevin Plank and his team for the visionary decision to open their latest distribution house — and create 1,000 jobs over the coming years — right here in Maryland," said Governor Larry Hogan. Under Armour's Sparrows Point distribution house is expected to be complete in the summer of 2018.

Harley-Davidson's New Journey

Harley-Davidson of Baltimore is now inviting riders to discover their journey at its expanded Riding Academy at Tradepoint Atlantic. The long-term lease signed earlier this year provides several acres for a training center.

Harley-Davidson of Baltimore's Riding Academy training center first opened in 2001 and has trained over 7,200 students. This expanded location will be supported with riding coaches and staff from the dealership.

As the first Harley-Davidson dealership in Maryland in 1923, Harley-Davidson of Baltimore shares Tradepoint Atlantic's pride in and appreciation of its local heritage.

FedEx Moves Ahead at Full-Speed

We started this year out unveiling the first major tenant, FedEx Ground. With FedEx being one of the most frequently-used package delivery providers in the world, we were pretty excited. For the past several years, FedEx has been on a mission to unlock a network expansion plan with the introduction of new distribution centers in well-connected cities across the country. Thanks to this new distribution center at Tradepoint Atlantic, Sparrows Point is now put on the map for the company's Mid-Atlantic activities.

As the first announcement following our rebranding, it was more than just a gesture. When Tradepoint Atlantic and FedEx Ground announced the deal, it signaled the first actualization of our efforts to become the leading logistics, manufacturing, and transportation hub on the Eastern Seaboard.

Construction began in April of this year and already the development has brought scores of construction jobs. When it reaches final completion in August 2017, it will account for 150 combined full- and part-time employees.

Since FedEx Ground officially announced Tradepoint Atlantic would become a new home for one of its major distribution facilities, we've gone on to welcome several other companies as long-term tenants. We're also in the process of finalizing a plan to construct a 1-million square-foot Class A distribution facility with a proposed construction start date in Fall 2016. The momentum is only growing, and we look forward to announcing more tenants in the near future!



The FedEx distribution center construction site at Tradepoint Atlantic. It will be completed in August 2017, bringing 150 new full- and part-time jobs.



An aerial view of the 21-acre Pasha Automotive Services processing hub for imported vehicles.

Ships, Trains, and Automobiles!

TradePoint Atlantic is pleased to welcome Pasha Automotive Services to its growing roster of tenants. The subsidiary of The Pasha Group, a family-owned global logistics and transportation company, signed a lease to launch automobile processing operations at the site in June.

The extensive roll-on/roll-off operation for imported vehicles, brings significant opportunities for economic development and new jobs to the Sparrows Point community, amplified by the Port of Baltimore's position as the largest vehicle transporter among U.S. ports for the fifth consecutive year.

Pasha chose TradePoint Atlantic as the ideal location for its operations given its unmatched proximity to CSX and Norfolk Southern railways, the Atlantic, and major highways, as well as its unlimited growth potential. TradePoint Atlantic has invested \$5 million on infrastructure upgrades to the initial 21 acres of land leased to Pasha, with potential expansion of up to 150 acres. The investment includes berth improvements, security upgrades, and additional roadway infrastructure for the site.



Left to right: Eric Gilbert, John Martin, Amy Lingenfelder, Justin Dunn & Mike Vogler

Employee Spotlight: TradePoint Development Team

Transforming the former Bethlehem Steel mill into a state-of-the-art global transportation and logistics hub is no small task. Whether it is mapping out master site plans from a bird's-eye view or the nitty-gritty details of operations, our development team does it all.

Executive Vice President of TradePoint Development **Eric J. Gilbert** has over 20 years of industry experience in large-scale and intermodal development. He was most recently Senior VP of Infrastructure & Logistics for CenterPoint Properties.

Our Marketing Center is Now Open

Stacked high like building blocks made from steel and glass, our new marketing center doesn't just make for a new meeting space. It makes a statement. Designed by Gensler and built by SG Blocks, the Marketing Center is constructed from seven repurposed shipping containers as a reflection on the site's focus on logistics, trade, and sustainability.

Thanks to this new Marketing Center, TradePoint Atlantic is positioned better than ever to present its unique vision and continue to attract top-tier tenants. The financial and professional services firm JLL serves as the exclusive broker for TradePoint Atlantic.

Specializing in commercial real estate services, JLL will utilize the Marketing Center's advanced technology to provide visitors with an interactive experience of the opportunities that the site has to offer. The center includes an interactive presentation lobby and two conference rooms.



The interior of the newly built TradePoint Atlantic Marketing Center was designed by Gensler and built by SG Blocks. It is constructed from seven repurposed shipping containers.

Director of Engineering and Planning **Justin Dunn** joined the TradePoint Development team after working on the project as a consultant with an engineering firm. A LEED Accredited Professional, he shares TradePoint Atlantic's commitment to sustainable practices.

Development Director **John M. Martin III** brings extensive experience in construction and civil engineering, land surveying, and land development to TradePoint Development. John formerly served as Vice President and Senior Construction Consultant for O'Connell and Lawrence, Inc. He is a licensed Professional Engineer and licensed Professional Land Surveyor in the State of Maryland.

Michael Vogler, SVP of Site Operations, is responsible for the site-wide infrastructure and building maintenance, including power distribution and electrical issues, the water treatment facility, distribution of potable and industrial water piping systems, land-fill operation, and internal property maintenance.

Business Development Assistant **Amy Lingenfelder** provides support to senior management executives and the entire Development Team. She holds a BS from Towson University in Organismic Biology & Ecology and a Certificate in Sale & Marketing Management from the Community College of Baltimore County.

RECYCLING & DISPOSAL BY THE NUMBERS

Over the last two years, we have made incredible progress on cleaning up the Sparrows Point environment. In the process, we have recycled and properly disposed of impressive amounts of material. Check out the awesome stats below!

245,000 GALLONS
OF OIL

1,589,000 TONS OF STEEL, COPPER
AND AGGREGATE

23,000 LBS PAPER
PRODUCTS

157,000 LBS OF BATTERIES

273,000 LBS ELECTRONIC
WASTE

5,735 TONS DISPOSED
ASBESTOS

78,300 LBS LIGHT TUBES
AND BALLASTS

157,000 GALLONS DISPOSED
PCB OIL

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