



# TRADEPOINT ATLANTIC

## STRAIGHT TO THE POINT

### BUILDING COMMUNITY WITH THE SPARROWS POINT REVITALIZATION PROJECT

Community is a word we throw around a lot. But what makes a community? Is it development and bustling businesses? New industry? Without question, strong economies give rise to vibrant communities. Yet we know that the bricks and mortar aren't what make a place feel like home. It's strong connections that foster a sense of community.

At Tradepoint Atlantic, we're working on doing our part to build up the local economy. Most recently, our first-ever retail tenant Royal Farms made headway and is set to open in 2019. If you've lost count (and we wouldn't blame you!), Royal Farms is among over half a dozen businesses opening at Sparrows Point, including Under Armour, FedEx, Harley Davidson, and Amazon. And our brand of development revolves around one very important staple—sustainability. In our last newsletter, we announced the beginning of our project to clean up environmental residue within the Tin Mill Canal. This fall, I'm happy to report that the Tin Mill project is nearing completion. But that's just the beginning of it. All in all, we'll be funding over \$50 million in environmental clean-up at Sparrows Point.

But no matter how much horsepower we kick in, in order to build a community, we need, well, the whole community.

To connect people to jobs, new industry and other economic opportunities, we first have to connect people to each other. That might sound simple enough, but developing public infrastructure to link 3,300 acres of land is a big lift. The only way to make it happen is through the Sparrows Point Revitalization and Infrastructure Fund, a public-private partnership that would pay for things like roads, sewers, and water lines.

Business owners, local unions and community leaders have stepped up to support the revitalization project because it will create the public infrastructure on which so much else will be built. Now, we need your support. Have a read through this newsletter to get more details on the fund—and how it will give us a once-in-a-generation chance to restore Sparrows Point.

Thank you for continuing with us on this exciting journey. Together, we are rebuilding not just an old steel mill, but a community.

**Mike Mullen**  
Chairman

#### YOU'RE INVITED! OPEN HOUSE

THURSDAY, OCTOBER 18, 6:00 P.M. TO 8:00 P.M.

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

Join us for the latest goings-on, including the revitalization fund, clean-up efforts and new businesses opening up.

To find us, turn right on Tin Mill Rd. after the overhead Tradepoint Atlantic sign on Sparrows Point Blvd. and follow event signs.

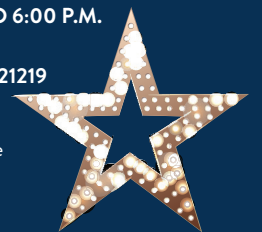
#### BETHLEHEM STAR LIGHTING

WEDNESDAY, NOVEMBER 28, 5:00 P.M. TO 6:00 P.M.

Tradepoint Atlantic Water Treatment Plant  
Riverside Drive and Vogler Way, Baltimore, MD 21219

Follow event signs.

The holiday season wouldn't be complete without the lighting of the Star of Bethlehem. Join us for hot chocolate, tradition and friendship.





## The Tin Mill Canal Clean up

It's official: The Tin Mill Canal is being excavated and cleaned! This watershed (pun intended) moment is thanks to a partnership with the Maryland Department of the Environment and the Environmental Protection Agency. Together, we implemented a Maintenance Cleanup Plan to remove the process sediment from the 7,500-foot canal. The Tin Mill Canal has been a staple of the area for years, but decades of steelmaking have polluted the water and the canal became an eye sore to the community. Lt. Governor Boyd Rutherford, MDE Secretary Ben Grumbles, USEPA Deputy Regional Administrator Cecil Rodrigues and County Executive Don Mohler, Councilman Todd Crandell, and representatives from our District 6 legislative delegation as well as many of our community partners were on hand at an event to acknowledge the partnerships at work and the progress being made.

With excavation ongoing, we are removing sediment containing high levels of oil and grease and putting in a clean liner and cap. To top it off, rock and gravel will be placed around the shoreline of the canal to create a serene view for the community to enjoy. In coming years, the Tin Mill Canal will become the main feature of our retail development, The Shoppes at TradePoint Atlantic.

But the Tin Mill Canal is just the beginning! When we're done, Sparrows Point will be cleaner and greener than ever before in its storied 125-year history.



## Safety first: TradePoint Rail Wins Jake Award

The safety of our community comes second to none. Whether it's the employees who operate our 100 miles of railroad, or the consumers who benefit from connecting markets, our goal is to make everyone feel safe and secure.

We are honored to receive recognition for our rail safety with the 2017 Jake Safety Award from the American Short Line and Regional Railroad Association (ASLRRA). The Jake Award is presented annually to North American short line (Class III) railroads that have no reported injuries. With the Jake Award, our short-line railroads are now ranked among the safest in the United States.

To be fair, we didn't need national recognition (although it doesn't hurt!) to know that our 19-member rail team is amazing. Each day, they exemplify hard work, dedication and a commitment to safety. After all, operating the largest privately-owned rail yard on the East coast that connects to two Class I railroads, CSX and Norfolk Southern, with absolutely ZERO injuries, shows some skill!

We will aim to receive a Jake Award each and every year!

### Employee Spotlight: Silvio Restivo, General Manager, TradePoint Rail

**TradePoint Rail has been injury free since its founding in 2016. How?**

Safety is a part of our culture. It's one of the agency's core values. And that starts at the top. Leadership is just as essential to making sure employees are on board with safety standards and practices as the practices and standards themselves.

#### What's your role?

Our employees are responsible for some impressively complex



systems. My job is to make that risk as minimal as possible so that no one gets hurt. The last thing I want to see is someone with an injury. I care about my team's physical health, and also their mental health—if they don't feel 100% safe and supported that can be stressful.

#### What are some other benefits to high safety standards?

Safe teams are efficient. If you're working with people who are comfortable with the equipment, the process, and, of course, each other, they are going to perform better. Operating and financial results are a upshots of being safe.

#### How do you avoid accidents?

If one of my employees is having trouble with something, they are the first to tell me about it, and together we solve it. We believe in transparency and accountability, and that empowers people. No one is perfect, but we learn from our mistakes and will always do better the next time.



# REVITALIZE SPARROWS POINT

Sparrows Point is leaps and bounds ahead of where it used to be. In just four short years, we've attracted international companies like Amazon, FedEx, and Under Armour, who will open a distribution center here in 2019. Already, businesses on the property are employing over 1,500 people (soon to increase to 3,000), land remediation is underway, and we've attracted new bus routes to the area.

Our vision doesn't stop there. When fully developed, we'll have created over 20,000 direct jobs and countless indirect ones, developed bustling retail and green space, and invested \$50 million into environmental clean-up.

But much of Tradepoint Atlantic doesn't have public water or sewer systems. In many areas, roads are nonexistent or severely rundown. While we've been plugging away to make the area viable for over half a dozen businesses, many others are on standby, awaiting infrastructure improvements before putting shovel to ground.

That's why we launched the Sparrows Point Revitalization and

Infrastructure Fund, a public-private partnership that would secure funds for public roads, sewer lines, and water lines.

Think about it this way: most communities already have roads, power grids and sewers. At Sparrows Point, none of that exists. Through this Fund, we would be investing in the very basic transportation and water infrastructure needed for the Sparrows Point community to thrive. Otherwise, the area is too outdated to attract the private investment we need to turn around our community.

Right now, we're at a fork in the road. If the Sparrows Point Revitalization and Infrastructure Fund moves forward, we will continue restoring Sparrows Point at a record pace through economic growth and increased job opportunities. If not, our work will face a setback. Companies want to come to Tradepoint Atlantic now—but they need reliable public infrastructure.

We have so much left to do. The Fund is a sure way we'll get there.

## Sun shines on local business



If you've ever seen the swaths of high-tech solar panels among Baltimore cityscapes, chances are it's the handy work of Power Factor. The 5-year-old local solar contractor from Essex/Middle River has been making a name for itself bringing sustainable energy sources to companies all over the region. And as of this summer, they've landed an exciting new project: Power Factor will be installing solar panels on Amazon's fulfillment center right here at Tradepoint Atlantic.

We often talk about all the direct jobs we'll be creating. Power Factor's contract with Amazon is a reminder that there are a whole range of other businesses who are made stronger thanks to what's underway at Tradepoint Atlantic. The economic impact is rippling throughout the community, profiting local companies and prompting them to bring on more employees. Way to go Power Factor, we hope you return for many more installations on the millions of square feet yet to be built!

## Amazon is hiring!

Amazon's fulfillment center has 1,500 jobs to fill—and they're casting their net right here in our community! Baltimore County's Job Connector Program and Amazon partnered to hold eight hiring events, and two of those events were hosted at Tradepoint Atlantic. We were delighted to welcome ambitious job seekers from the area interested in working on site.

Also participating in the job fair was Dundalk Renaissance Corporation, who educated Amazon new hires about live near your work programs, as well as home ownership opportunities in the Dundalk area. CCBC's Transportation, Distribution and Logistics Institute was also on hand to promote career training and advancement opportunities in the fields of transportation, maritime, distribution and logistics.

We look forward to continuing to connect people with jobs at Tradepoint Atlantic, and will work with every tenant to promote job opportunities within the community! Stay tuned to our website and social media pages!

To learn more about live near your work and career opportunities mentioned, visit Dundalk Renaissance Corporation at [www.dundalkusa.org](http://www.dundalkusa.org) and CCBC's Transportation Distribution Maritime and Logistics Institute at [www.ccbcmd.edu](http://www.ccbcmd.edu).

## REVITALIZATION AND INFRASTRUCTURE FUND BY THE NUMBERS

We have a once-in-a-generation opportunity to restore Sparrows Point as a major economic engine for Maryland. But to get there, we need the **Sparrows Point Revitalization & Infrastructure Fund** to pay for public infrastructure improvements. To learn more, visit: [revitalizesparrowspoint.com](http://revitalizesparrowspoint.com)



# 7

**PUBLIC ROADS**

including storm drain  
systems connecting nearly  
5 miles of public roadway



**4 miles of public  
sewers lines**



**6 miles of public  
water lines**

### FIND US ONLINE

 [FACEBOOK.COM/ TRADEPOINTATL](https://www.facebook.com/TRADEPOINTATL)

 [@TRADEPOINTATL](https://twitter.com/TRADEPOINTATL)

 [@TRADEPOINTATL](https://www.instagram.com/TRADEPOINTATL)

Visit our website for  
updates on the Point.

**TRADEPOINTATLANTIC.COM**

