



# STRAIGHT TO THE POINT SPARROWS POINT: WHERE SUSTAINABILITY MEETS JOB CREATION

We've been trying something new here at Sparrows Point over the last few years, all because no one knew what to do with some piles of debris and dirt. A 3,100-acre site wasn't being used and all-around outdated infrastructure reminded us that industry came and then it went. We thought hard about the meaningful manufacturing jobs that made up this area and even harder about ways to get them back.

Then we got to wondering: What if we stopped trying to recreate old jobs and instead created new ones? What if we broke out of the confines of previous industries and forged a path for new ones altogether?

That's when we realized that by looking to the future and helping to lead, we could make some truly remarkable things happen. So, we set about building a future for Sparrows Point that would promise quality jobs, accessible to all—and for generations to come. In short, a future where sustainability meets job creation.

To do that, we had to first figure out which way the wind was blowing. Literally. The wind power industry has been redefining electric power all over the world, sparking new sectors of sustainable work in former industrial hubs. And thanks to their

history and horsepower, places like Sparrows Point have been uniquely positioned to meet that shift head-on.

Since our beginning in 2014, we've kept our sights on sustainable energy, and thanks to new local investments, things are taking off with wind power right here at TradePoint Atlantic. But creating a home for future industries won't happen overnight. It will take real and gradual change from the ground up.

That's where dirt comes back in. Remediating the site and the soil has been the only sure way to turn over 3,100 acres of hard-used land into a space for new and improved industries that will last for generations. We recently created a new Green Team to spearhead initiatives that are good for business, good for the environment, and good for the community.

And when new industry is born, so are new jobs. As we put down the soil for a sustainable future, things look very promising for our work force. Businesses have already opened up and many more are well on the way.

- **Mike Mullen**  
*Chairman*

## YOU'RE INVITED! OPEN HOUSE

WEDNESDAY, OCTOBER 25, 2017 6 - 8P.M.

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

We've got some big things in store for 2018 and want you to be the first to hear about them! Join us for our open house and learn about what we've been doing and what we're doing next.

*Directions: The event will take place in our community meeting room at our office. Just past the overhead TradePoint Atlantic sign off of Sparrows Point Boulevard, take the ramp on the right. Follow the event signs leading to our property.*

## BETHLEHEM STAR LIGHTING

WEDNESDAY, NOVEMBER 29, 2017, 5-6 P.M.

TradePoint Atlantic Water Treatment Plant

Riverside Drive and Vogler Way, Baltimore, MD 21219. Follow event signs.



The holiday season will be here before we know it and we couldn't let it go by without our favorite community tradition. Come out to sip on some hot chocolate and watch the lighting of the Star of Bethlehem with friends and neighbors.



# TRADEPOINT ATLANTIC WORKING TO SECURE NEW INDUSTRY: OFF-SHORE WIND

Wind power is reclaiming industrial jobs all over the world. And while many have been vying for a shot at leading the nation in sustainable and renewable energy, Maryland—and indeed Sparrows Point—just took the reins.

The Maryland Public Service Commission recently approved the developers U.S. Wind Inc. and Skipjack Offshore Energy to set sail on an unprecedented Maryland-centric wind project that would result in 62 wind turbines off the coast of Ocean City. For manpower, logistical support and port facilities, they'll be looking to the Baltimore region.

That's where TradePoint Atlantic comes in. As part of the new project, \$40 million will go to port upgrades at TradePoint Atlantic and help us become a builder and mover of big-time wind power equipment. And building tons and tons of wind turbines takes people. Lots of people. Overall, the developers are expected to spur at least 9,700 direct and indirect jobs in the Baltimore area. And hundreds of those have the potential to be industrial and manufacturing jobs right here in Sparrows Point, positioning us to lead the state—and the country—in offshore wind power construction for years to come.

Sparrows Point has always been one of the few places in the world positioned to pave the way for industry. After all, it was here that a local steel mill turned into a global steelmaking force. Now, we just might be onto something new with wind power.



*Small business owners network at TradePoint Atlantic's Minority Business Enterprises event*

## AN INCLUSIVE APPROACH: MINORITY BUSINESS ENTERPRISES

Debra Keller-Greene came out to our recent Minority Business Enterprises (MBE) open house with one thing in mind. "What's important to me is to put people to work," said the Founder and CEO of Keller Professional Services who provides staffing for construction labor. "And if Sparrows Point can facilitate that through employment and minority business opportunities, that's good!"

As we build North America's multi-modal global industrial logistics hub, one thing is certain: we can't do it alone. We need diverse skill sets, innovative minds, and the wherewithal to get things done. That's why we're committed to using the Maryland Department of Transportation (MDOT) certified MBE for a range of contracting services.

On September 7, we held an MBE open house to connect with potential contractors for a dozen different hiring areas at TradePoint Atlantic. Hundreds of people came out to the event and were excited to be a part of the revitalization of Sparrows Point.

"TradePoint Atlantic is really reaching out to help grow small businesses," said Tina Wilson, CEO of T47 International. "Being able to be a potential partner really is a stepping stone."

TradePoint Atlantic has hired an MBE consultant and developed an internal MBE outreach program to bid on TradePoint Atlantic related contracts and projects. If you're interested in learning more about minority business opportunities, please email

[mbsupport@tradepointatlantic.com](mailto:mbsupport@tradepointatlantic.com).





## TRADEPOINT ATLANTIC GOES GREEN!

As always, looking ahead means adopting smart, sustainable efforts that set the stage for a viable future. That's why we're continuing to channel efforts into creating a full sustainability program. Encompassing all of TradePoint Atlantic and its tenants, the program officially makes large-scale recycling and clean-up efforts a staple of our work. Among other things, we'll implement sustainable design standards in our buildings and focus on ways to improve the site, the local transportation, and the overall community. We're also creating partnerships with local environmental watchdogs and supporting Project Clean Stream, Blue Water Baltimore, Team BCPS Clean Green 15 Challenge, and Businesses for the Bay.



Governor Larry Hogan and County Executive Kevin Kamenetz join FedEx Ground representatives at the ribbon-cutting ceremony to celebrate the completed distribution facility.

## FROM DIGGING THE FIRST SHOVEL TO CUTTING THE RIBBON AT FEDEX GROUND

In the beginning of 2016, FedEx Ground—our first-ever major tenant—broke ground at TradePoint Atlantic. In the months between now and then, the small-package delivery unit of FedEx Corp has been hard at work building up a 50-acre site for a state-of-the-art distribution facility. Now, that site is officially complete.

On September 20, we helped FedEx Ground celebrate with a ribbon-cutting ceremony featuring Governor Larry Hogan and County Executive Kevin Kamenetz in honor of the completion of the facility at Sparrows Point.

The new facility is a part of FedEx Ground's plan to better position distribution centers across main thoroughfares in big cities. The Sparrows Point facility connects existing FedEx Ground stations located in White Marsh and Halethorpe, and will support around 275 full-time and part-time jobs with FedEx Ground, as well as 150 contracted service providers.

### 1 SUSTAINABLE DEVELOPMENT

*Read: economic development that won't deplete natural resources.*

### 2 SITE CONDITIONS

*That means cleaning and beautifying the land.*

### 3 TRANSPORTATION

*So that getting around is easier and more efficient for everyone.*

### 4 COMMUNITY

*Doing what's good for you and our neighbors and involving you in the process.*

### 5 UTILITIES

*Our redevelopment project is substantial, but our energy use doesn't have to be.*



## EMPLOYEE SPOTLIGHT: THE GREEN TEAM

With the help of some environmental buffs in our ranks, sustainable development has become a staple of our revitalization efforts from the very beginning. Now, four of our members have officially created an environmental task force to develop, implement and oversee our sustainability goals. A mix of Corporate Affairs and Development folks, they all share a passion and vision for the sustainable development of the property.

### *Meet the Green Team:*

#### **Aaron Tomarchio**

Senior Vice President of Administration and Corporate Affairs

**Amy Lingenfelder**, Executive Assistant

**Lisa Allen**, Marketing Director

**Justin Dunn**, Development Director

**Our goal is simple:** to establish TradePoint Atlantic as a sustainable commercial partner in Sparrows Point and restore economic prosperity for years to come. To do that, we're focusing on five initiatives.



**TRADEPOINT ATLANTIC**

1600 SPARROWS POINT BOULEVARD  
BALTIMORE, MARYLAND 21219

## ENSURING THE VIABILITY OF SPARROWS POINT HARBOR: **DREDGING BY THE NUMBERS**

### WHAT

Like similar Baltimore Harbor projects, dredging removes sediment from the bed of the harbor's estuary that has been carried in by tides, currents, storms and vessels.

### WHY

An accessible marine terminal to deep water ships is vital to the revitalization vision of Sparrows point. From time to time, maintenance dredging is required to maintain safe navigation passage for vessels coming to TradePoint Atlantic.

### HOW

To ensure our project meets state and national standards, TPA will follow all regulatory requirements to gain authorization from the U.S. Army Corps of Engineers, an MDE Tidal Wetlands License and a Maryland State Water Quality Certification.

## MAINTENANCE DREDGING MEANS THE PORT CAN SUPPORT

Dredging removes  
**1.5M**  
CUBIC YARDS  
of sediment annually  
from the Port of Baltimore

**200,000** <sup>cu</sup>yds  
TradePoint Atlantic will dredge  
200,000 cubic yards of dredge  
material per year for five years.

**13,650**  
DIRECT JOBS

**113,950**  
INDIRECT JOBS

**\$2.9B**  
IN SALARIES

**\$2.2B**  
IN REVENUES

*Jobs and revenues numbers reflect the entire Port of Baltimore.*

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Visit our website for updates on the Point.  
**TRADEPOINTATLANTIC.COM**