



SPRING 2018



TRADEPOINT ATLANTIC

# STRAIGHT TO THE POINT GROWTH AND GRIT IN 2018

As our Director of Security JD Gerhart likes to say, this is a town with grit. In our time at TradePoint Atlantic, we have met families who have lived in the area for decades, couples freshly settled in, and young adults eager to start their careers here. Every day, we see people who hold steadfast to what they believe in, even in the face of uncertainty. In truth, grit is what this community is all about.

Past years may have cast doubt on the future of new business here, but this community took a chance on TradePoint Atlantic and what's underway here today. This spring, we've got plenty of good news to share about how all that resolve is paying off.

As last year came to a close, we announced that the world-class online retailer Amazon will open a fulfillment center at TradePoint Atlantic and create 1,500 new jobs. We're also welcoming our first ever retail tenant, Royal Farms. Meanwhile, construction is underway for Logistics Center IV and the Port Logistics Centers 1 and 2—state-of-the-art buildings primed for future tenants. Overall, we've reached 3.8 million square feet of new development and about 1.2 million square feet of our existing buildings have been leased.

Increased business at TradePoint Atlantic means economic growth for the entire region. So far, we've created about 800 new jobs currently onsite, and as Under Armour, Amazon and a few other tenants begin their hiring, we expect to reach approximately 3,500 new jobs by this time next year—and there are only more to come. The effects are reverberating throughout the region. In 2017, Baltimore County had the lowest unemployment rate in nine years, and our work right here at TradePoint Atlantic was recognized as a key contributor to that transformation.

While much has been accomplished, there is still a great deal yet to be done. We need to rebuild decades old infrastructure such as roads, water, and sewer lines that were left to deteriorate by prior owners. Without this critical infrastructure in place, we cannot effectively compete with projects in neighboring states to attract world-class tenants and bring back jobs to Sparrows Point. We hope to have a conversation with our community partners later this Spring on how critical this is to the continued success of this generational project.

Behind the scenes, the TradePoint Atlantic team has grown into a focused and talented force to help make all this happen. Our team is full of experienced professionals who take great pride not only in our company, but in Baltimore. In this edition of Straight to the Point, you'll meet some of them and see how we're working together to build a world-class logistics park.

**Mike Mullen**  
Chairman

## YOU'RE INVITED! OPEN HOUSE

WEDNESDAY, APRIL 18, 6:00 P.M. TO 8:00 P.M.

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

News, updates, and community conversations  
to come at our bi-annual open house!

*To find us, take the ramp on the right after the overhead TradePoint Atlantic sign on Sparrows Point Blvd. and follow event signs.*



## Our first retail tenant: Royal Farms

Royal Farms might not say Baltimore quite like the Orioles or crab cakes, but it's still a much-loved staple of the city. In 1959, the convenience store opened its first site in Baltimore. Over 50 years later, it's expanded to a handful of states, but it's kept its headquarters right here.

At the end of 2017, we announced that Royal Farms will be our first retail tenant at The Shoppes at Tradepoint Atlantic, an exciting retail space that will take up 70 acres of Tradepoint Atlantic. The Royal Farms development includes retail gas and diesel fueling, a convenience store, car wash, and of course, fried chicken.

The announcement of Royal Farms opens a new chapter in our book. A few years ago, we started planning for retail space at Tradepoint Atlantic with a goal of providing shopping options to future employees and a bustling community for local residents. With several distribution centers already employing around 800 people and more coming soon, it's time for our retail component to take shape.

Set to open at the end of the year, the new Royal Farms will fuel our new employers opening up for business and help propel us toward a state-of-the-art logistics park.

We hope to welcome more household brands to The Shoppes in the years ahead.

## Amazon brings 1,500 new jobs to Tradepoint Atlantic

What Amazon brought to global markets was revolutionary. An online retailer spanning continents, Amazon has uncovered a way to bring just about anything right home to your doorstep—and for little cost. It's secret? Leveraging local infrastructure. Fulfillment centers are the brains behind that operation, and Sparrows Point is about to become home to one of them.

In November 2017, we announced that Amazon will open an 855,000 square-foot fulfillment center right here at Tradepoint Atlantic and bring 1,500 new jobs to Baltimore County. Powered by smart data and technology, fulfillment centers are where packages are ordered, stored, and shipped. Since its inception in 1994, Amazon's impressively fast distribution centers have operated in regions with good roads, nearby airports, and rail and sea accessibility. Not surprisingly, Tradepoint Atlantic fits that mold perfectly.

"Amazon's decision to locate its state-of-the-art fulfillment center at Tradepoint Atlantic serves as further validation of the unique logistical advantages we offer," said Eric Gilbert, Chief Development Officer for Tradepoint Atlantic.

The new positions will pay competitive salaries and include benefits. Employees will also have the chance to enroll in educational and training programs, with 95% of tuition and related costs paid for by Amazon. Next time you ask yourself where your Amazon package came from and how it arrived so fast, the answer might be closer than you think!

## Cleaning up Tin Mill Canal

Our waterways are part of what makes the Baltimore region so unique and beautiful. The man-made Tin Mill Canal on the Bethlehem Steel site was created a few decades ago to allow storm water to pass into Bear Creek. But over the years, some of that waste was detrimental to the area.

At the beginning of 2018, we started a Maintenance Cleanup Plan to remove harmful materials. So far, we've dug up and capped a 600 square-foot section of the canal to prevent contaminants from spreading, and we'll continue digging

until the entire 7,500 square-foot canal has been excavated. By the end of the project in January 2019, we'll have removed any sediment with high levels of oil and grease, created a barrier to protect water quality moving forward, and placed manicured rock and gravel around the shoreline to improve the overall look of the area. When you see those excavators hard at work, and the piles of dark sediment along Bethlehem Blvd., that's all part of the work to clean up our community's waterways!

## Update on movement of remains

Once a scenic orchard, Sparrows Point has transformed over 125 years into one of the largest steelmaking plants in the world. The early settlers of Sparrows Point could never have imagined the industrial powerhouse their small farm would become. As we work to transform Sparrows Point, we are looking to ensure the site is fully utilized so it can once again reach its job-creating potential. To do so, we are planning to relocate the remains of three members of the Trotten Family and Thomas Long, who are all currently located in the middle

of the site. Later this spring, under the guidance of a skilled funeral director, we will respectfully move any remains of the four family members to a proper resting place, the Sacred Heart of Jesus Cemetery in Dundalk, Maryland. We will be erecting new headstones noting the family's historic ties to Sparrows Point, and will conduct a proper Christian re-burial. The Trotten family will not be forgotten, they will be at peace, and their legacy will live on.



## A new bus route connects people to jobs

For decades, streetcars shuttled people to and from good paying jobs on the Sparrows Point peninsula. Although trolleys have been outdated for some time now, jobs are finally coming back to the region. But jobs mean nothing if people can't get to them. When we set out to revitalize Tradepoint Atlantic, we aimed for better transportation to ensure our nearby neighbors could get to work.

Thanks to the Maryland Transit Administration, for the first time in 25 years a bus line to Sparrows Point has been established. LocalLink 63 is now making daily trips from Tradepoint Atlantic to Johns Hopkins Bayview and downtown Baltimore, connecting residents from Dundalk and Baltimore

city along the way. The new bus stops at FedEx Ground and the new Under Armour e-Commerce Distribution House, and select trips will go all the way to the Inner Harbor.

On February 11, we participated in a ribbon-cutting ceremony hosted by the Maryland Department of Transportation Maryland Transit Administration (MDOT MTA) and attended by MDOT MTA Administrator Kevin Quinn.

With this bus route, the new jobs we're creating will be accessible to our local and regional neighbors. We're excited to have LocalLink 63 connect our community to jobs, and to keep those jobs coming by adding another perk of doing business at Tradepoint Atlantic—better public transportation!



### Employee Spotlight: **JD Gerhart, Director of Security**

*Director of Security JD Gerhart may have been a Sergeant in the United States Marine Corps, but it's really his home town that made him who he is today.*

#### **What was it like growing up in Baltimore County?**

I had a great childhood growing up in Dundalk and East Baltimore. This is a blue-collar town with grit. It taught me some early life lessons that have helped shape me ever since. I am happy to be back. I love Baltimore, I love being from the Baltimore region, and I love the direction it's headed.

#### **How has your experience led you to your current position?**

After my time in the United States Marine Corps and the Army, I began working overseas as a security contractor and adviser. I worked on projects throughout the Middle East and East Africa for the Department of Defense, Department of State and on some anti-piracy contracts for the shipping industry. Now, I am the Director of Security and Facility Security Officer for our Marine Terminal, where I manage the systems to keep Tradepoint Atlantic and our employees safe and secure.

#### **What do you find most important in your work?**

Whether out in the field with Marines or undertaking new challenges in my current position, I've always been big on teamwork. Tradepoint is succeeding at accomplishing something that very few have attempted and it's because of our team and the support we offer each other. We are all a part of the Tradepoint Atlantic team that is reshaping the landscape for industrial sites such as ours. I look forward to what the future holds for both Tradepoint Atlantic and our local community.

## PROGRESS AT TRADEPOINT BY THE NUMBERS

We're almost four years into our work here at TradePoint Atlantic and there's plenty to show for it. From hundreds of new jobs created to impressively fast environmental clean-up, TradePoint Atlantic's progress is unparalleled. Here's a look at some of the numbers...

# NUMBER OF JOBS CREATED: 800

Percentage of site remediated: **50%**

Pounds of asbestos removed: **~121.5M**

SF of buildings demolished: **17M**

SF of new buildings completed: **3.8M**

SF of buildings currently under construction: **2.3M**

Tons of cargo handled through our port in 2017:  
**~2.1MT of Dry Bulk**

No. of projects built/certified to LEED/CS rating: **1**

Public transportation: **1 new bus route**

Number of jobs by April 2019: **3,500**

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[TRADEPOINTATLANTIC.COM](https://www.tradepointatlantic.com)

