



TRADEPOINT ATLANTIC

## STRAIGHT TO THE POINT

# OUR FUTURE UNFOLDS: LOOKING AHEAD IN 2017

When a cargo ship enters a port, its approach is marked by slow, steady progression. But when the boat hits shore, the traction is almost immediate. Locks are fastened and the crew sets about the hefty task of unloading, and what once seemed like a slow and gradual process becomes an impressive display of skill and speediness.

In the busy beginnings of 2017, it's the port that comes to mind. Much like the cargo ship, the path of American industry has seemed incremental. Over the years, we've seen a gradual transition towards technological innovation and global routes. The lead-up to where we are today may have been a long time coming, but it has unloaded upon us in the blink of an eye.

From breaking ground to pushing previous projects to new levels, the future of TradePoint Atlantic is unfolding before us. In 2017, the curtains will begin to open on new tenants FedEx Ground and Under Armour. The Under Armour e-commerce distribution and warehouse facility will expand the homegrown yet globally renowned apparel company and plant more jobs right here in our own backyard, while the FedEx Ground distribution center will place the Baltimore region along the well-trodden path of global logistics routes.

But our sights don't stop there. The development team is hard at work mapping out the conceptual planning of retail space at TradePoint Atlantic. With a goal to finalize the initial layout

this year, we'll be positioned to uncover traffic routes and develop bike and pedestrian paths to connect the industrial and retail sites. While the opening of the retail space is still a ways off, we're formally setting the plan in motion and will eventually breathe new life into the area.

In many ways, the Port of Baltimore, which houses our 3,100-some acres, has informed and reflected our own standing at TradePoint Atlantic. Amidst all the hustle-and-bustle, it was recently named the most efficient port in the county. We too have uncovered some good fortune with a recent impact study that laid bare our potential to create 9,500 permanent direct jobs and 21,000 construction phase jobs.

The history of American industry is our history. Likewise, the bright future lying ahead for our sector—and our region—is our future. Years spent reinventing ourselves for a changing landscape in trade and manufacturing are finally giving way to an era of progress and productivity. Now, we look forward to many great things in store for TradePoint Atlantic and our community.

**Mike Mullen**  
Chairman and Interim CEO

## YOU'RE INVITED! OPEN HOUSE

WEDNESDAY, APRIL 12, 2017 6:00 P.M. TO 8:00 P.M.

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

Help us welcome the spring season by joining our open house this April. We've got plenty of news to share so don't miss it!

*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.*

## DUNDALK RENAISSANCE HOUSING FAIR

SATURDAY, APRIL 22, 2017 9:00 A.M. TO 2:30 P.M.

Dundalk High School, 1901 Delvale Ave., Dundalk, MD 21222

TradePoint Atlantic supports strong and vibrant communities. We hope you'll join us for the annual housing fair and learn more from real estate and lending professionals about buying, renting, or renovating in Dundalk. Visit [www.dundalkusa.org](http://www.dundalkusa.org) to learn more.





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**\$2.9 BILLION  
IN REGIONAL  
ECONOMIC  
IMPACT**

## TAX REVENUE

**MARYLAND: \$73 MILLION**

**BALTIMORE COUNTY: \$26 MILLION**

\*Annually



## Thousands of jobs and billions of dollars added to economy, says economic impact study

As last year came to a close, Sage Policy Group, Inc. was taking a deep dive into Tradeport Atlantic's economic forecast. With various projects launching and still more in the works, it was the perfect time to better understand where we stand and where we're going from here. What we uncovered was pretty impressive.

According to the study, the completed development of Tradeport Atlantic will boost the local economy by generating 17,000 jobs and churning out \$2.9 billion in regional economic impact. \$1.8 billion of that economic activity and 9,500 of those jobs are through direct activity on the site, with the rest coming through local growth offshoots.

"Our study indicates that at full build-out, Tradeport Atlantic will emerge as a transformational source of jobs, income, and business sales," said Anirban Basu, Chairman and CEO of Sage Policy Group, Inc. "The magnitude of estimated impact is not surprising given that this 3,100-acre redevelopment project is unlike any other opportunity on the East Coast of the United States in terms of scale, location, and competitive advantage."

What's more, Maryland and Baltimore County stand to gain substantially as tax revenue channels into state and local coffers. The state of Maryland will enjoy \$73 million annually while Baltimore County can expect around \$26 million each year.

Governor Larry Hogan, who awarded Tradeport Atlantic with the Economic Impact Award from the Chesapeake Gateway Chamber of Commerce, touted the study as further proof of the development's impact for the city and state at large. "As the results of this study clearly demonstrate, it will significantly contribute to the growth of private sector jobs and provide hardworking Marylanders with the opportunities they need and deserve," he said.



One of Tradeport Rail's branded locomotives — Photo credit: Tradeport Rail.

## Full steam ahead at Tradeport Rail

The transportation sector is constantly in flux, but one thing never changes: the need for rail. We've been crisscrossing the Sparrows Point site with improved rails for months – with over 2,000 railcars in storage and 35,000 feet of track revitalized and 3,800 newly created track. Now we're positioned we're positioned to serve our short-line railroad as well as connect to some of the country's leading rail systems. Already, Atlantic Forest Products has moved over 230 railcars of lumber.

Since the fall, we've hired six new employees. Tactical Car Cleaning, added as a vendor for railcar cleaning, has begun hiring local talent to work onsite. The Andersons Rail Group has also come on site for railcar repair and is expected to begin hiring soon.

## Auto capabilities hit the road



Image of our current RORO facility — Photo credit: Anthony Cleveland, Host Terminals, LLC

Our automobile logistics capabilities are taking off more quickly than we could have imagined. To keep up with the booming market demands, we've been revamping marine infrastructure to accommodate ocean-going vessels that carry cars and expanded our storage yard from 20 to 130 acres. Our future plans for car logistics at Tradeport Atlantic include new and used vehicles that will move in and out of the facility by ship, train, and truck. With the Port of Baltimore acting as a world-renowned premier car port, we're expecting to stay busy, and as a continually changing process, our development around automobile logistics will unfold in various stages for years to come.



## 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.



## Under Armour and FedEx near the finish line

Both Under Armour and FedEx Ground are ever closer to opening for business and are destined to create hundreds of jobs and ample economic activity along the way.

### WATCHING THE CLOCK

#### FedEx Ground

**Jan. 2016**  
Ground breaking

**July 2017**  
Open for business!

#### Under Armour

**Fall 2016**  
Ground breaking

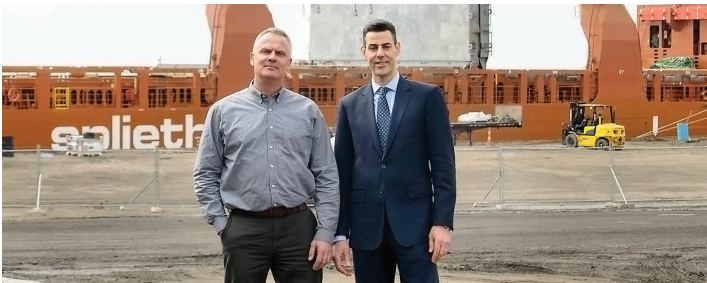
**Fall 2017**  
Construction complete

**Spring 2018**  
Open for business!

### GEARING UP FOR BIG-TIME JOB GROWTH

Under Armour will create upwards of **1,200 new jobs**

FedEx is expected to account for **200 new hires**



*Tradepoint Marine: Niels Veenema (left) and Joe Greco (right) — Photo credit: Amy Lingenfelder*

#### Employee Spotlight:

#### Tradepoint Marine Team

As an active member of the nation's most efficient harbor, the Port of Baltimore, Tradepoint Atlantic takes great pride in our marine activities. Thanks to our savvy marine team, we're taking full advantage of our deep water access to a 2,200' East/West berth and 1,150' finger pier.

Leading the strategy behind our port capabilities and working conjointly with Tradepoint Rail leadership

is **Joe Greco**, Vice President of Marine/Commercial. Joe focuses on growing import and export commodities by tying rail and port assets, as well as expanding distribution centers and cross-dock facilities. With over 20 years of industry experience across the public and private sector, Joe has a rich background. From serving as Director of Intermodal/Trade Development at the Maryland Port Administration, to serving as Senior Vice President with the Baltimore Steamship Trade Association, Joe does it all — and we're grateful!

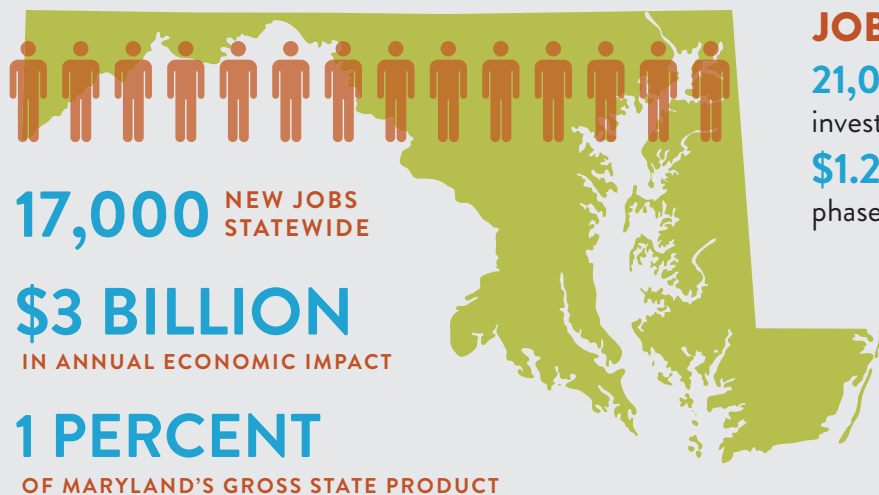
Joining him is **Niels Veenema**, Director of Marine Operations. Thanks to his work coordinating the day-to-day marine activities, Niels ensures efficient movement of ships, barges and cargo through Tradepoint's deep water port. In addition, Niels will be part of a team tasked with designing a state of the art, multi-commodity facility. Niels grew up in the Netherlands where he graduated from the Maritime Academy and sailed as a Deck Officer and Captain for various organizations.

But this is just the tip of the iceberg — our marine work is growing rapidly and there's plenty to share. Check out the latest on our new Tradepoint Marine website at [tradepointmarine.com](http://tradepointmarine.com).



## ECONOMIC IMPACT BY THE NUMBERS

TradePoint Atlantic has a plan for Sparrows Point: bring back thousands of jobs to the area and generate billions of dollars in economic activity. Thanks to Sage Policy Group who examined how much TradePoint Atlantic's development will contribute to the economy, we have a better idea of what the future holds.



### JOB GROWTH — HERE & NOW

**21,000+** jobs supported by construction-phase investment statewide

**\$1.2 billion+** total income from construction-phase jobs

### JOB GROWTH FOR GENERATIONS TO COME

**9,500** permanent, direct jobs

Nearly **17,000** indirect jobs in the Baltimore region

**\$1.1 billion** in associated worker income

### FIND US ONLINE

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Visit our new website for updates on the Point.

**TRADEPOINTATLANTIC.COM**

