

SPRING 2019



TRADEPOINT ATLANTIC
STRAIGHT TO THE POINT
BUILDING FOR OUR FUTURE

I had an epiphany last year. Tradepoint Atlantic had just been featured in the first-ever episode of *Baltimore Forward*, Economic Alliance of Greater Baltimore's look at growth in the region, and we were getting ready to welcome a few new tenants to the site. As my team and I met with visitors, Baltimore's industrial legacy often came up. From there, conversations would glide indistinguishably from past steelmaking to modern logistics and distribution; nostalgia for the past would unconsciously turn into excitement for the future.

I started to realize that nothing quite like this has ever been done before. With four decades of experience in industrial redevelopment, I've met plenty of people ready to start over and build something new. What's different about Sparrows Point is that we're not starting over. We're merging a region's past and its future. We're building opportunities and spaces that are true and authentic to our community and will carry us further. Most impressive of all, we're doing it together.

Community leaders, nearby neighbors, business owners, developers, and environmentalists are stepping up to shape and support our vision. That work has helped us secure many new projects, like the recently announced Home Depot warehouse and a \$30 million investment from Perdue Agribusiness to open a receiving and storage facility. We also announced that the leading floor retailer Floor & Decor will develop a 1.5 million square foot distribution center at

Tradepoint Atlantic. Meanwhile, we're making impressive progress on ongoing projects like the new Royal Farms opening in late summer.

As always, new development goes hand-in-hand with environmental clean-up and historical preservation. We're restoring our waterways to healthy levels by dredging the port turning basin, nearby channel and the finger pier. At the same time, we're venturing into a partnership with the Baltimore Museum of Industry to create a long-term exhibit honoring Sparrows Point and 125-years of steelmaking at Bethlehem Steel.

I'm endlessly impressed by the creative problem-solving and optimism that this community brings to our region's redevelopment. Each day, it becomes more apparent that what we're building at Sparrows Point is nothing short of a modern day success story. This year will be a big year for Tradepoint Atlantic. We have 337 acres under development and 3.4 million square feet of new buildings under construction. This is a massive undertaking which means thousands of construction jobs, in addition to the 500+ jobs that will be added once the new facilities and tenants are up and running. Now, my favorite part of the job isn't just imagining future possibilities — it's turning them into a reality.

Mike Mullen
Chairman



YOU'RE INVITED! OPEN HOUSE

WEDNESDAY, APRIL 17, 6:00 P.M. TO 8:00 P.M.

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

Learn about our newest tenants, ongoing projects, and what's next with clean-up efforts! To find us, turn right on Tradepoint Ave. after the overhead Tradepoint Atlantic sign on Sparrows Point Blvd. and follow event signs.



Investing in Our History with The Baltimore Museum of Industry

Old metal signs with funny sayings, antique steelmaking tools and machinery, and plenty of heartfelt stories — these are the types of things to be featured at the Baltimore Museum of Industry (BMI) under a new partnership between Tradepoint Atlantic and BMI.

Announced on January 21, the partnership will honor and preserve Bethlehem Steel’s industrial heritage through substantial, multi-year investments by Tradepoint Atlantic.

We’re embarking upon a community engagement and preservation initiative that will culminate in the creation of a long-term exhibit at the BMI. The exhibition will be dedicated to Sparrows Point and its 125-year history of steelmaking at Bethlehem Steel — a main driver for Baltimore’s industrial transformation. The BMI has been a long-time curator of our region’s industrial roots and we couldn’t be prouder to work together in honoring our shared history.

Over the next few months, we’ll also work with Sparrows Point neighbors (like you!) to help find cultural resources for the exhibit. Have an artifact to share? Email Jane Woltereck at jwoltereck@thebmi.org. Keep a look out for the exhibit’s opening in 2021.



Putting TPA on the Map

Installed in March, a new sign sits at the corner of Bethlehem Boulevard and Wharf Road. The 35-foot-tall sign is a marker for growth in the logistics industry and a bustling community!



Royal Farms to Open Later this Year

The Baltimore-based Royal Farms is well on its way to completion. Water, sewer, gas, electric and other underground utilities are already in the works. The interior roadways, lighting and landscaping will kick-off in the spring, just in time for Royal Farms to officially open for business later this year. Royal Farms will be the first retail tenant at Tradepoint Atlantic and will be placed within our forthcoming flagship retail space, The Shoppes at Tradepoint Atlantic. It will include its token convenience store as well as a gas station and car wash. We can smell the fried chicken already!



Floor & Decor brings More Jobs, More Growth



We weren't kidding when we said Sparrows Point has unmatched access to retail markets along the East Coast. That was made even more evident with the recent announcement of our new tenant — Floor & Decor. The Atlanta-based hard-surface flooring company is opening a 1.5 million square-foot distribution center at Tradepoint Atlantic, spurring 150 full-time jobs by the end of 2023, and it will be one of the Port of Baltimore's newest customers!

"It's a big win for Maryland and the Baltimore region that a growing national company like Floor & Decor is choosing to open a new facility and bring 75 new jobs to Tradepoint Atlantic," said Governor Larry Hogan. "Attracting this exciting project to Maryland underscores our commitment to keeping our state open for business and working hard to create new job opportunities for Marylanders."

Since 2000, Floor & Decor has been successful by offering the industry's broadest in-stock selection of top-quality hard surface flooring at everyday low prices. We like their style — and their expansion choices, too!

Which Came First, the Chicken or the Egg?

As the age-old question would have it, an endeavor can go one of two ways. Either you start fully prepared to meet current needs, or you plant the seeds and wait for growth. For organic poultry supplier Perdue Agribusiness, sometimes you can do both. At the end of 2018, they announced a \$30 million investment to open an organic grain receiving and storage facility at Tradepoint Atlantic. The facility will help meet current demands for organic feed for Perdue Foods and other companies in the region, while also opening the door for future growth in the organic chicken industry. What's more, it will support more than 25 new jobs in our community.

Perdue is the leading producer of USDA certified organic chicken, working directly with local farmers in the United States, Europe, South America, and Asia. Unlike many other poultry suppliers, Perdue invests in higher animal welfare systems and has been recognized by global animal advocacy organizations for pushing for better animal treatment across the industry. We are excited and honored to welcome such a responsible and heavy-hitting company like Perdue!



Powering Business through BGE Substation

With 3,300 acres of land and already over half a dozen tenants, it's no surprise that we need some extra oomph to power all the new activity! BGE has determined that to supply electricity to all the new businesses coming to Tradepoint Atlantic, they'll need to build a new substation on site. Dubbed the Fitzell substation, the new structure will replace two smaller, outdated ones, the Finishing Mill and Steel Side substations.

BGE will remove portions of current transmission lines and lattice towers, including a portion of the transmission line that runs between the Finishing Mill and Steel Side substations, as well as three steel towers from a portion of the transmission line immediately to the west/south-west of the Finishing Mill substation. When all is said and done, BGE will erect a new

transmission line that will allow the new Fitzell substation to be supplied from the Riverside substation.

The project is crucial to providing safe and efficient electricity to new facilities and businesses. The vast majority of the work will take place on the Tradepoint Atlantic site and BGE won't need to obtain any new property through eminent domain. For these reasons, BGE has requested that the Maryland Public Service Commission waive the requirement to obtain a certificate of public convenience and necessity for the transmission, which we support. Construction began last July and will take about 12 to 18 months to complete. The site will officially be powered by the new substation in the second half of 2020.

SUSTAINABILITY BY THE NUMBERS

In 2018, we lead initiatives to make our site safe, healthy and sustainable.
We think you'll agree: the numbers speak for themselves...

 **10%** reduction in energy consumption and costs

 **2.3** billion gallons of water treated by the Water Treatment Plant

 **5,700** feet of Tin Mill Canal excavated, cleaned & capped

1 NEW BUS ROUTE

LocalLink 63 — In 2018 we helped usher in a new MTA bus line that would bring people from across the area to good paying jobs at TradePoint Atlantic. Data shows that the new route is highly utilized, conveniently placed, and on time!



94% increase in monthly ridership
58% of trips requiring zero transfers

FIND US ONLINE

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

Visit our website for updates on the Point.

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

