



TRADEPOINT ATLANTIC



# CONTENT



History and organizational background



Property overview



Land



Rail



Marine



Vision for the future



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# HISTORY



# HISTORY SUMMARY

- Steel making began in 1898 - massive expansion from 1916 through 1929 including several furnaces, mills and the creation of the short line railroad
- WWII jumpstarted another expansion period
  - By 1953, “the Point” was the world’s largest iron producer
  - By 1958, it was the largest steel making facility in the US, as well as having the largest tin mill in the world
- Fundamental changes started occurring in the early 1960s, including a rise in imported foreign steel, increases in aluminum use and plastic starting to replace steel in consumer goods
- Sparrows Point continued to make investments to keep The Point competitive including the “L” Blast furnace in 1974 - a continuous caster in 1985 and new cold mill in 1999 but efforts weren’t enough to keep the mill competitive
- Bethlehem Steel filed for bankruptcy in 2001 and steel making operations ceased in June of 2012
- In 2014, Sparrows Point Terminal (SPT), now known as Tradepoint Atlantic, purchased the 3,100 acre site





# TRADEPOINT ATLANTIC OWNERSHIP STRUCTURE



TradePoint Atlantic is privately held LLC owned by  
Redwood Capital Investments and Hilco Global.



Redwood Capital Investments, LLC is the private investment company for the founders of Allegis Group, the largest temporary staffing company in the United States.

The Redwood portfolio of operating companies includes: TradePoint Atlantic, Erickson Living, Thompson Gas, Tarpon Towers, Redwood Rail and Beltway Capital.



Hilco Global is an independent financial services company and the world's premier authority on asset valuation, monetization and advisory solutions.

Hilco Global's real estate acquisitions team has acquired over 40 million square feet of industrial and office properties, including RG Steel – Sparrows Point, RG Steel – Warren, GM Mansfield, GM Pontiac, GM Wyoming, Cooper Tire – Albany, Sony Electronics – Dothan, and Siemens – Elgin.



# TRADEPOINT ATLANTIC EXECUTIVE TEAM



Michael Moore  
CEO

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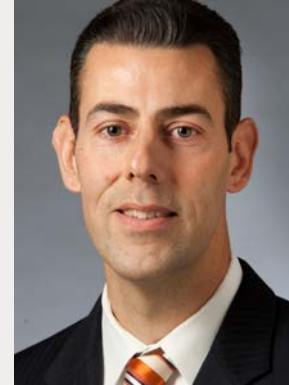
With more than thirty years of global multi-modal, multi-commodity transportation, and logistics experience, Michael is an accomplished executive with a proven track record of building and growing multi-billion dollar organizations. Under his leadership, the exceptional team at TradePoint Atlantic is implementing a Master Plan that will transform the site into a world-class transportation, manufacturing, and logistics hub.



Eric Gilbert  
Executive Vice President  
of Development

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As EVP of Development, Eric ensures that TradePoint Atlantic is fully realized as a globally recognized logistics site, working with all aspects of the logistics chain to leverage the strengths of the site, including its deep-water marine assets, and dual Class I railroad connectivity. Eric will ensure that the natural gateway to the region's transportation network is fully maximized, and is responsible for directing the transformation of the site into world-class global multi-modal transportation and logistics hub.



Joe Greco  
Vice President of  
Commercial & Trade  
Development

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As VP of Commercial & Trade Development, Joe has developed a strategy to fully utilize the site's rail and port capabilities. He will work directly with bulk and break-bulk opportunities, and develop the bio-mass market. His focus on growing export commodities by tying trans-load operations with rail and port assets; and expanding distribution centers and cross dock facilities that match-up with the Port's growing container business will drive success to the asset.



Kerry Doyle  
Vice President of  
Finance

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As VP of Finance, Kerry works to make certain that the Master Plan is designed to meet financial expectations, that capital is efficiently deployed, and key projects are fully funded. Additionally, he has a tight focus on cost and underwriting successful milestones that are planned for the future. Kerry works to ensure that the success and growth of the project are fully realized.



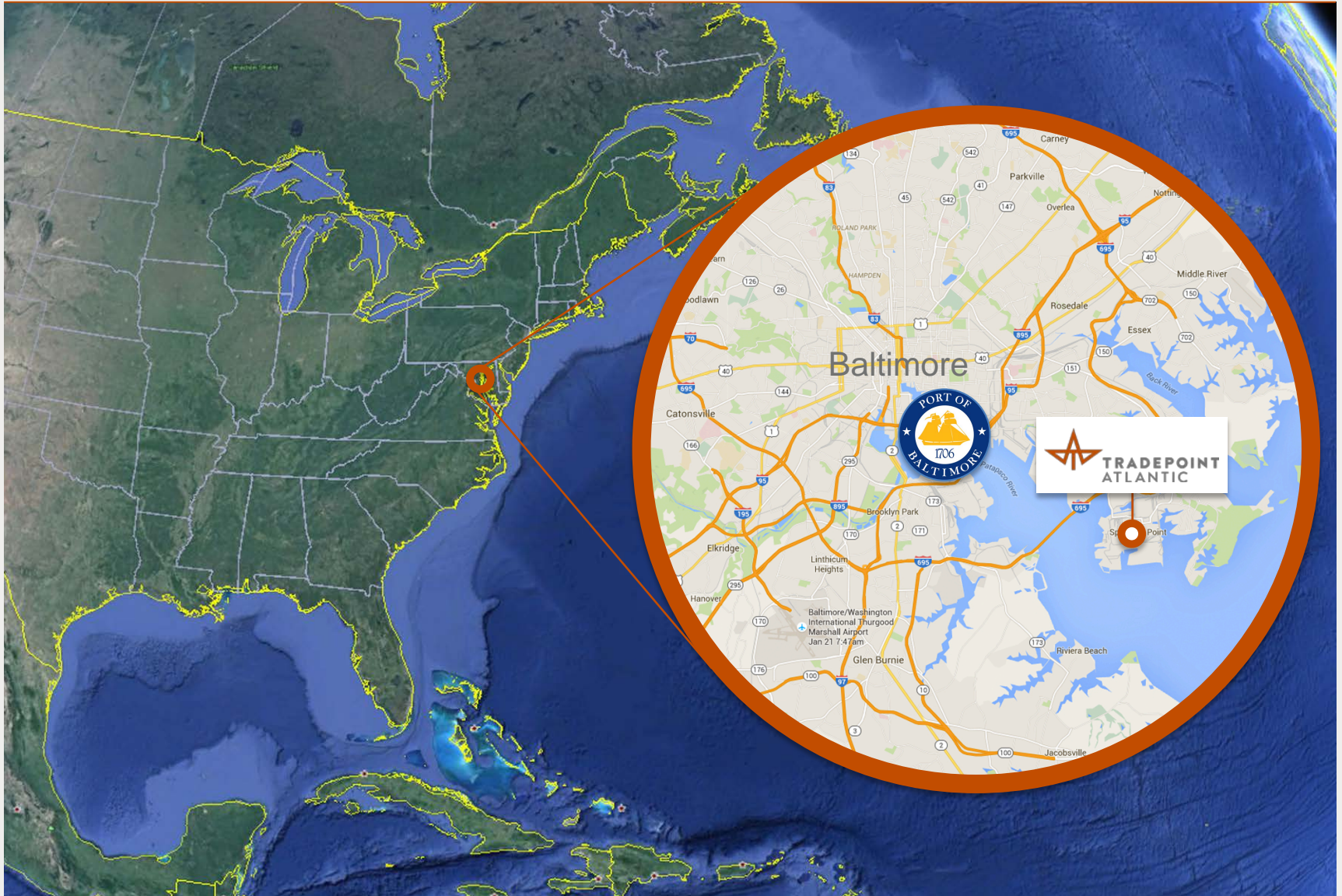


# OVERVIEW



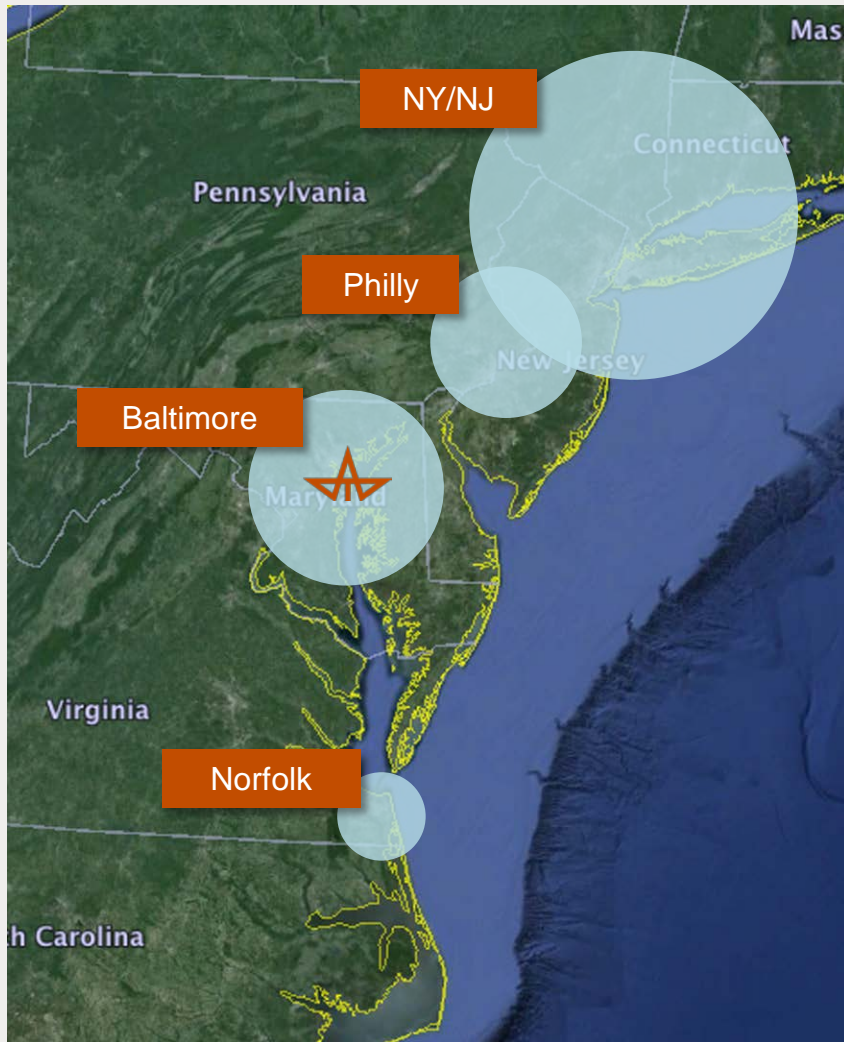


# GEOGRAPHY





# PROXIMITY TO MARKET IS KEY



## Largest Combined Metro Areas (2013)

Location	GDP
1. New York NY, Newark NJ, Bridgeport, CT	\$1.471 Trillion
2. Los Angeles CA, Long Beach CA, Riverside CA	\$827 Billion
3. Washington DC, Baltimore MD, Northern VA	\$633 Billion
4. Chicago IL, Naperville IL, Michigan City IN	\$590 Billion
5. San Jose CA, San Francisco CA, Oakland CA	\$585 Billion
6. Houston TX, Baytown TX, Huntsville TX	\$517 Billion
7. Dallas TX, Fort Worth TX	\$448 Billion
8. Boston MA, Worcester MA, Manchester NH	\$431 Billion
9. Philadelphia PA, Camden NJ, Vineland NJ	\$383 Billion
10. Atlanta GA, Sandy Springs GA, Gainesville GA	\$315 Billion
Norfolk VA*	\$89 Billion

\*Source: U.S. Bureau of Economic Analysis



# TOP PORTS: AMERICAS

## Journal of Commerce 2014 Port Productivity Rankings

Top global ports, based on average 2014 container moves per ship, per hour on all vessel sizes

Port	Country	2014 Berth Productivity	2013 Berth Productivity
Balboa	Panama	99	91
Baltimore	United States	84	75
Lazaro Cardenas	Mexico	82	82
Pointe-a-Pitre	Guadeloupe	80	26
Los Angeles	United States	76	87
Prince Rupert	Canada	74	72
Long Beach	United States	74	88
Mobile	United States	70	42
Charleston	United States	68	71
Savannah	United States	66	72



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LAND





# LOGISTICS CAMPUS





# DISTRIBUTION, WAREHOUSE, MANUFACTURING AREA



- Over 700 acres designated
- Up to 10 million s.f. in 10-year absorption period
- Multiple building types and footprints
- Each site will incorporate truck trailer parking and direct highway access with the ability to connect to Class I rail
- Ability to deliver build to suit or raw land for development



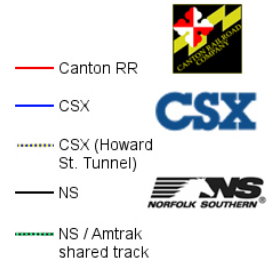
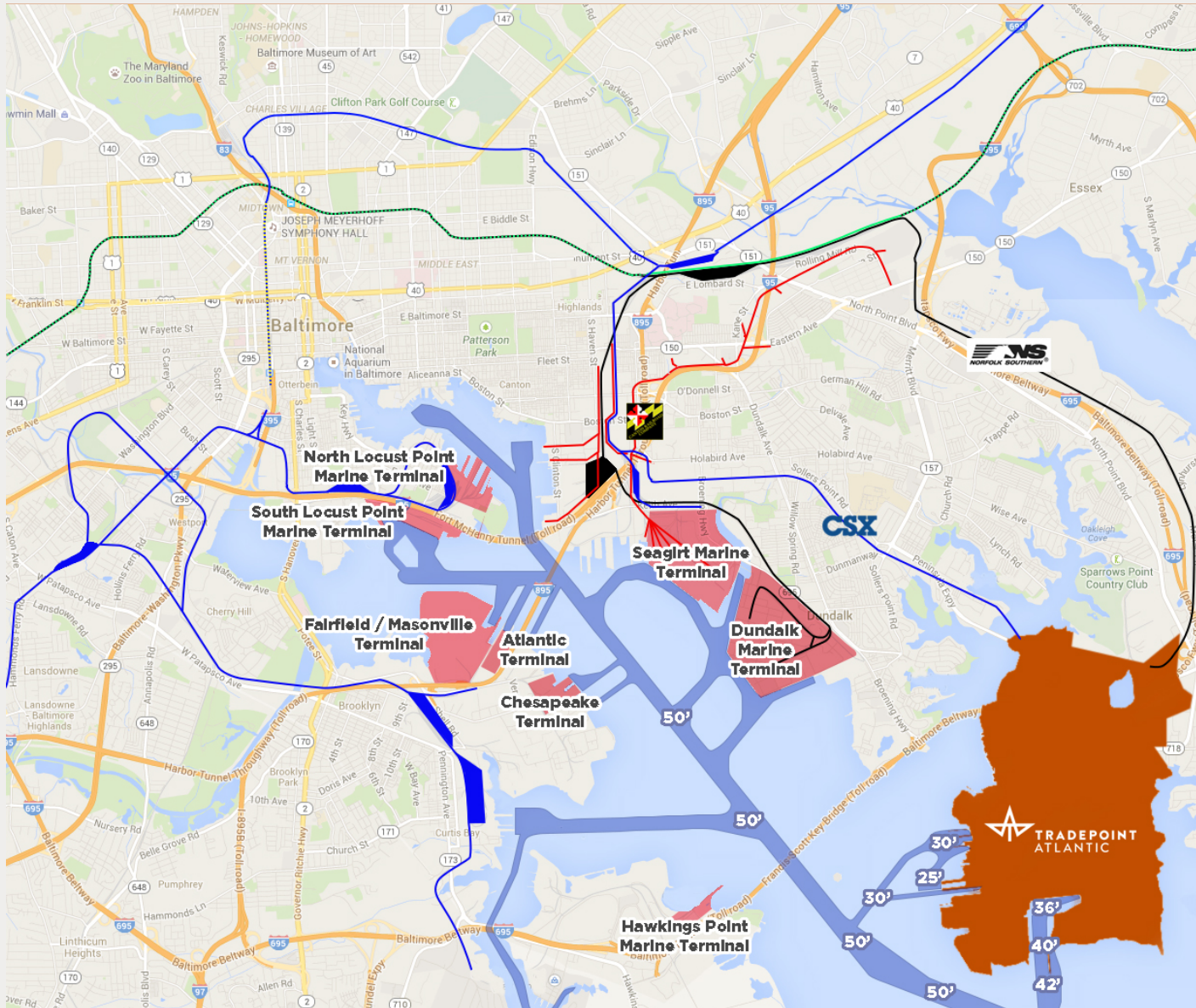


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RAIL



# BALTIMORE RAIL NETWORK



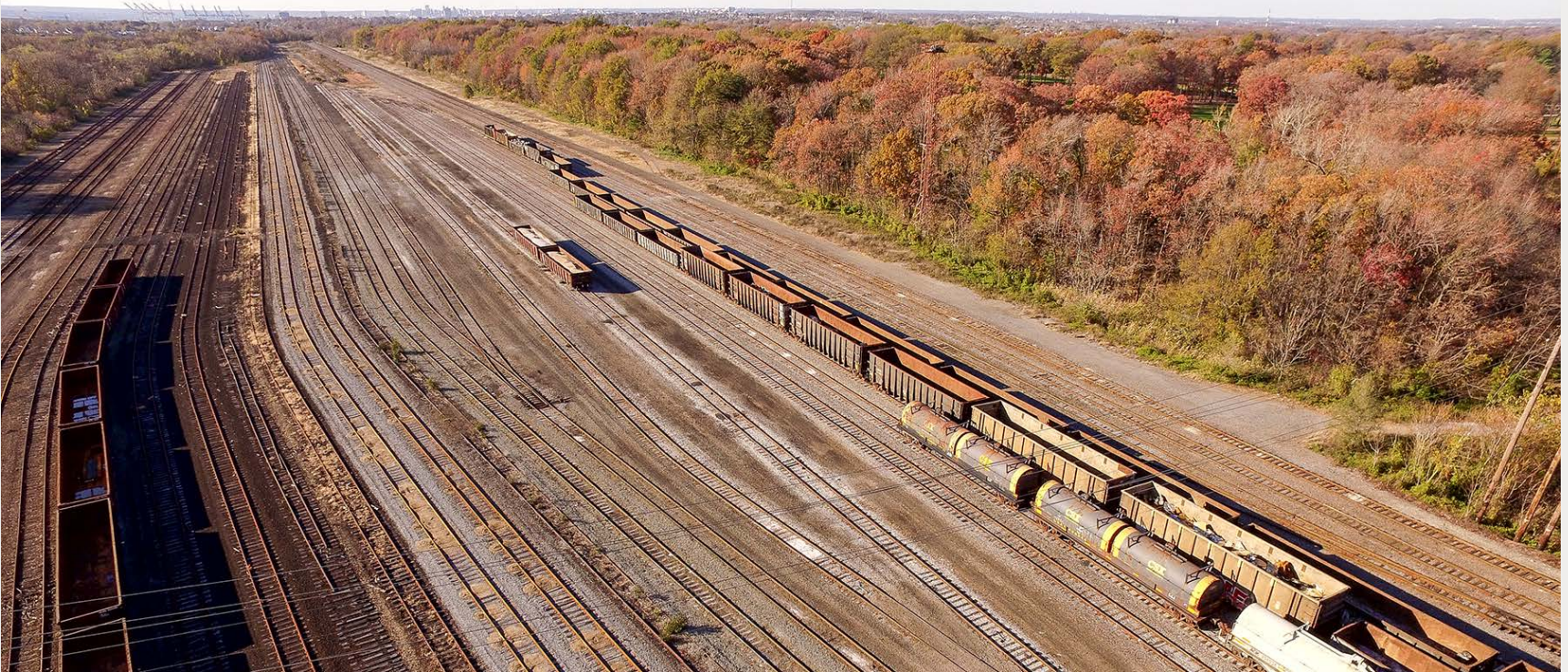








# NORTH INTERMODAL YARD



- Provides access to CSX and Norfolk Southern
- Over 1,200 car spots
- Interchange with short-line occurs in this yard
- Largest rail yard on the East Coast with expansion capabilities



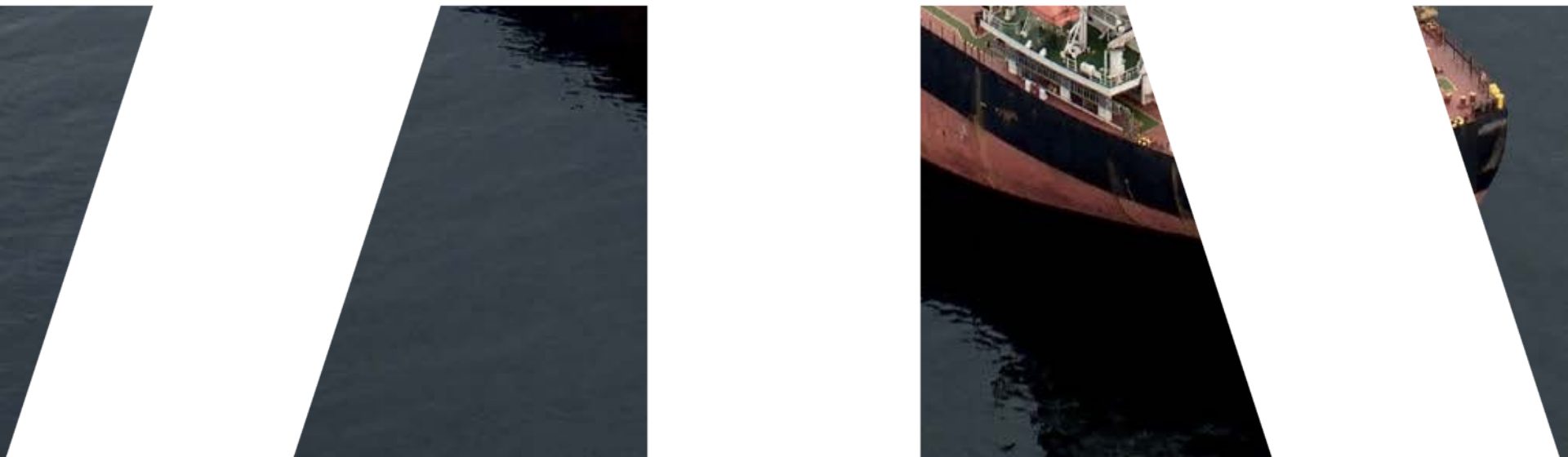
# SHORT-LINE VALUE ADDED SERVICES

- Car storage
- Car repair
- Car / tank cleaning
- Sorting and assembling





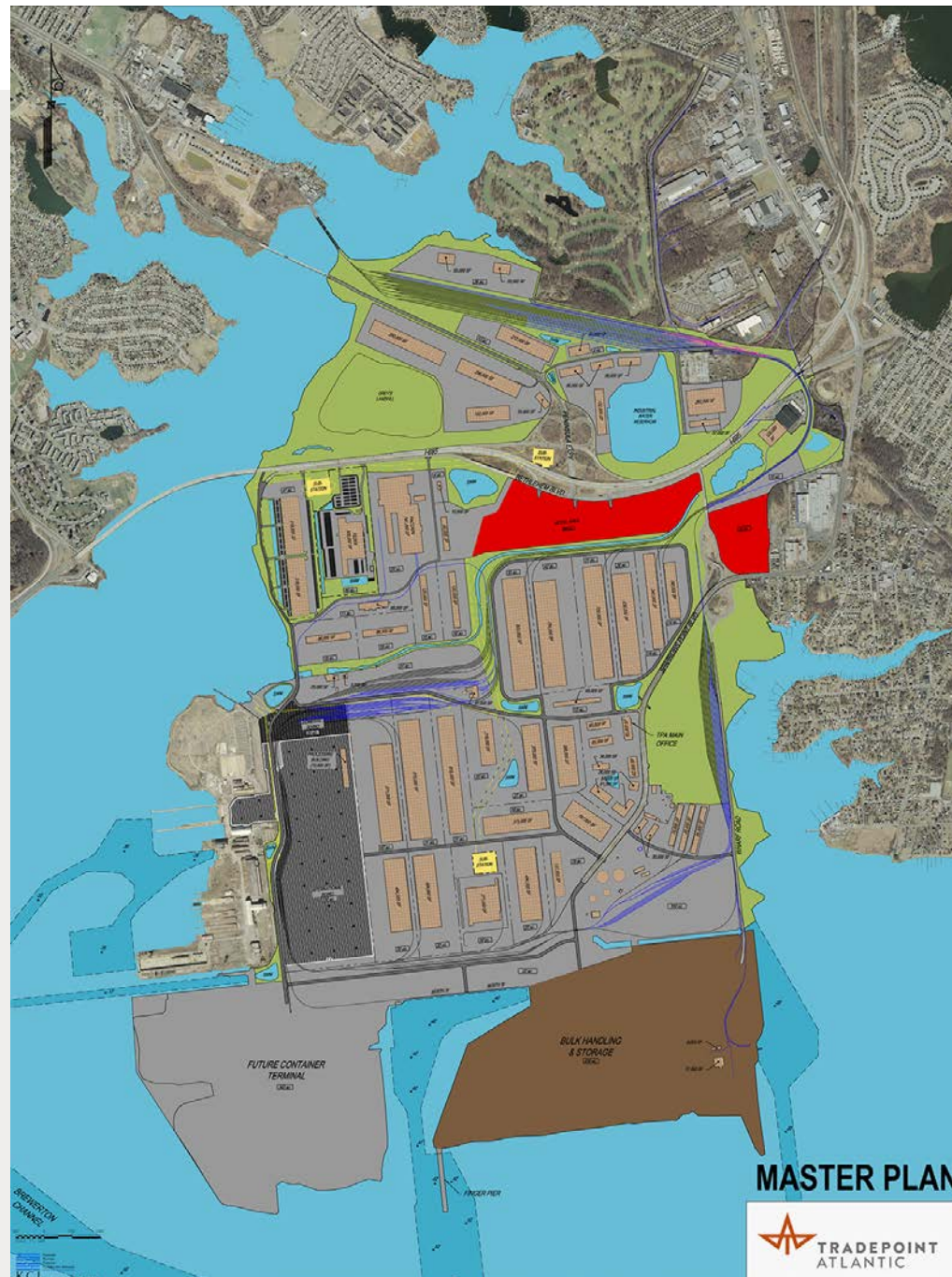
# MARINE







# MASTER PLAN





# EAST-WEST BERTH, TURNING BASIN AND FINGER PIER



## East-West Berth

- Protected turning basin
- Access to 50' channel
- 2,200 feet in length
- Currently 36' of water
- Will be dredged to 40'

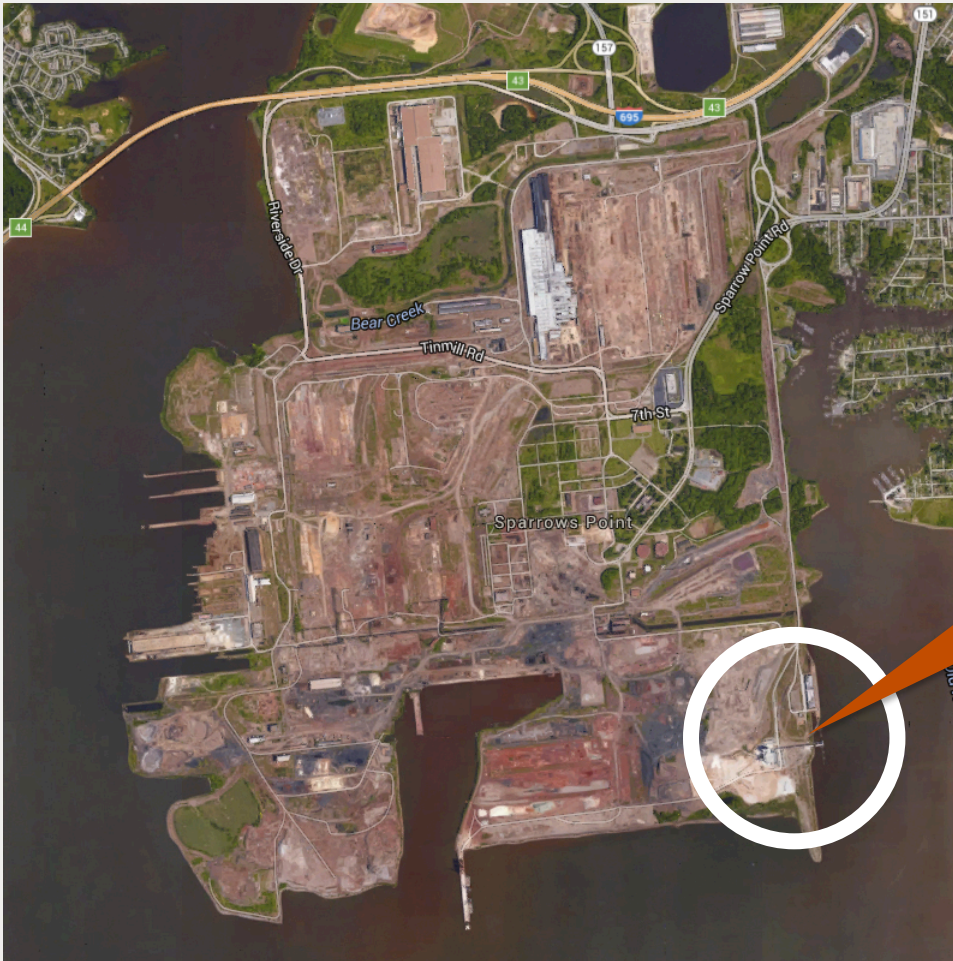
## Finger Pier

- 1,020 foot long pier
- Dual side loading
- Current 42' of water
- Will be dredged to 50'





## SEPARATE BARGE AREA



Specific barge channel in place on the East side of the property

Less competition for berth space

Less cross vessel traffic

Ability to segregate cargo types



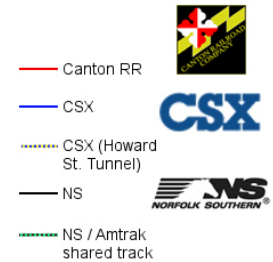
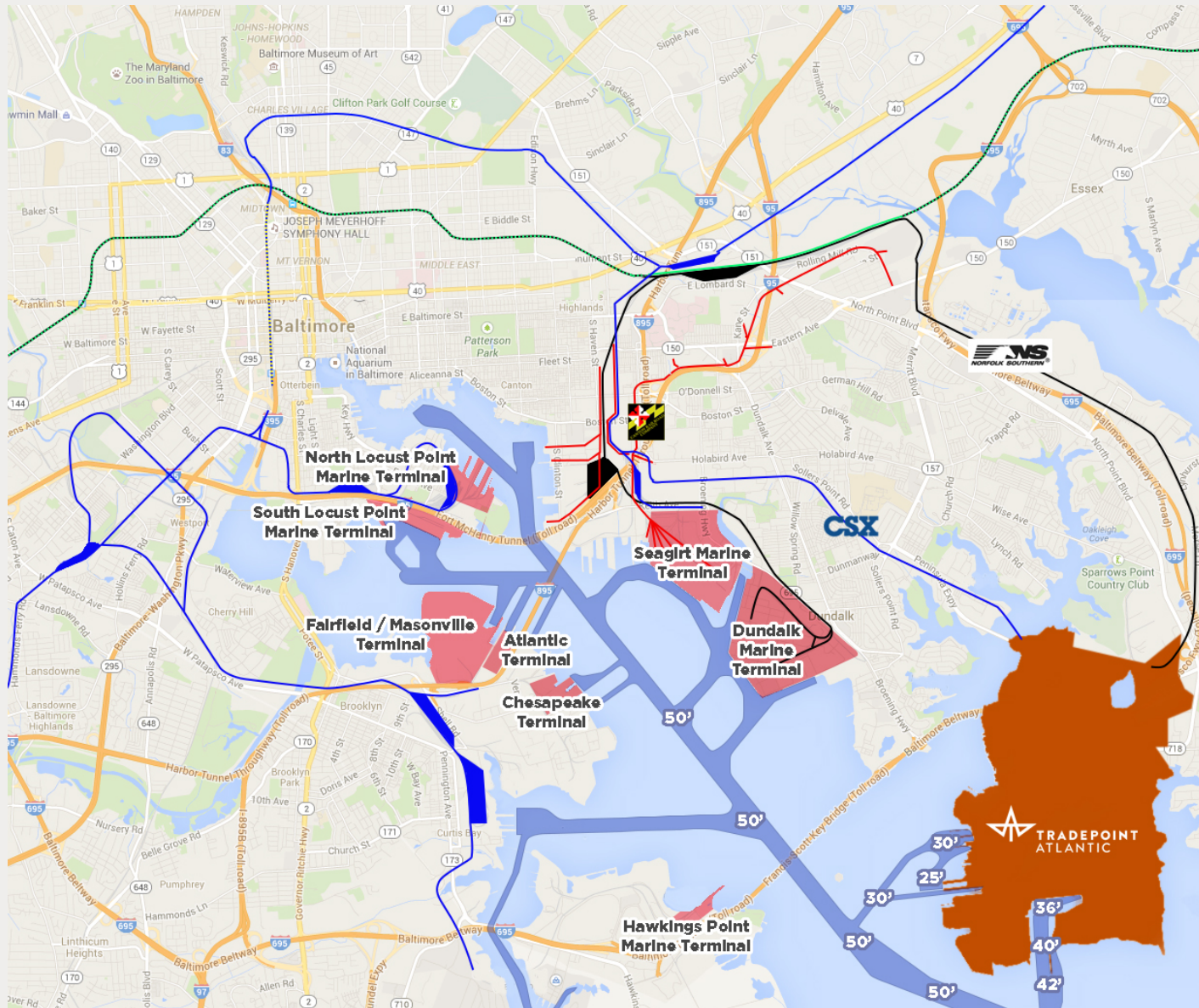
# DEEP WATER MARINE ACCESS



- Existing East/West berth 2,200 feet of length in turning basin with 36' of water
- Plans for East/West berth to be dredged to 40' of water.
- 1,020 foot finger pier with 42' of water
- 2,200 foot East/West berth in turning basin area with 36' of water
- Access to existing 50' main shipping channel
- Plans for finger pier to be dredged to 50' of water
- Plans for East/West berth to be dredged to 40' of water



# BALTIMORE CHANNEL DEPTHS AND MARINE TERMINALS





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JUST GETTING STARTED!