



MASTER SKETCH PLAN
FALLS TOWNSHIP PLANNING COMMISSION



October 27th, 2020

NORTHPOINT WAS RANKED THE
#1 INDUSTRIAL DEVELOPER
 OVER THE LAST 5 YEARS BY **REAL CAPITAL ANALYTICS**

76.5+MM SF
 CURRENT INDUSTRIAL
 PORTFOLIO

\$7.1+BILLION
 TOTAL CAPITAL RAISED
 SINCE 2012

19.5+MM SF
 INDUSTRIAL SPACE CURRENTLY
UNDER CONSTRUCTION

14.8MM SF
 INDUSTRIAL SPACE
LEASED IN 2019

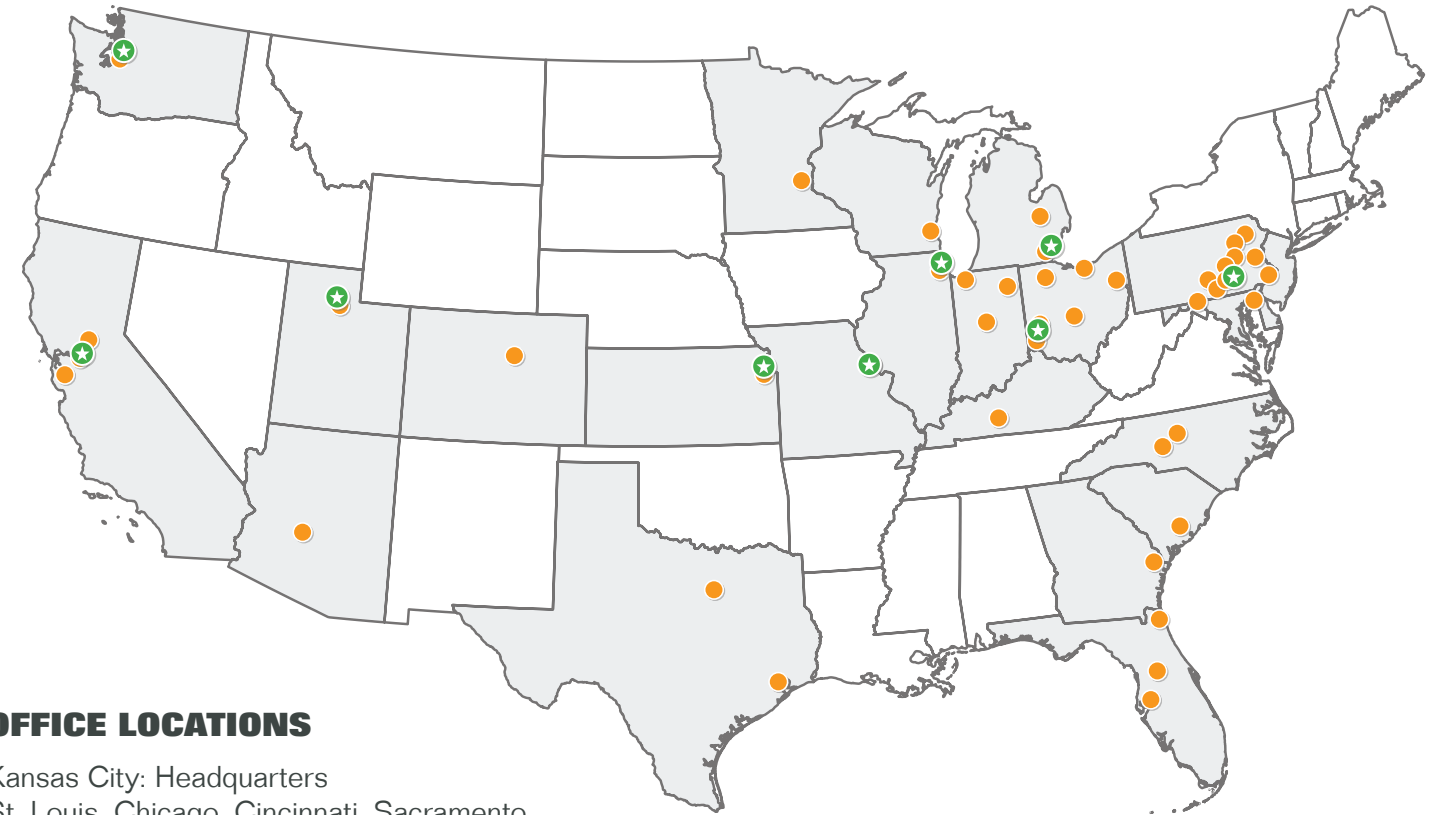
59+THOUSAND
EST. JOBS CREATED
 IN OUR DEVELOPMENTS

\$1.5BILLION
INCENTIVES NEGOTIATED
 FOR OUR CLIENTS

Last updated beginning of Q3

ACTIVE MARKETS

Currently active in 23 state



- OFFICE LOCATIONS**
- Kansas City: Headquarters
- St. Louis, Chicago, Cincinnati, Sacramento, Detroit, Harrisburg, Salt Lake City, Seattle

317+ INDUSTRIAL CLIENTS

References available from our clients; a few are represented below



WHO WE ARE

Established 2012, NorthPoint Development is a privately held real estate development firm specializing in the development of Class A industrial facilities. Our firm differentiates itself from competitors through a strong engineering and technical focus. We employ numerous civil, geotech, electrical and industrial engineers. We also have expertise in logistics, labor and incentives. Our motto “Beyond the Contract” embodies the concept that no contract can be written to reflect everything that will occur in a complex real estate transaction. Our approach in all business relationships is to be fair and to operate by the “Golden Rule.”

NORTHPOINT PARTNERS



NorthPoint’s data analytics team facilitates rapid location screening and site-specific assessments on a variety of attributes. DataPoint provides valuable insight into labor market supply/demand, site suitability, freight cost for inbound/outbound shipments, proximity to common carrier shipment facilities, business climate/property taxes, Brownfield redevelopment opportunities and real estate market conditions.

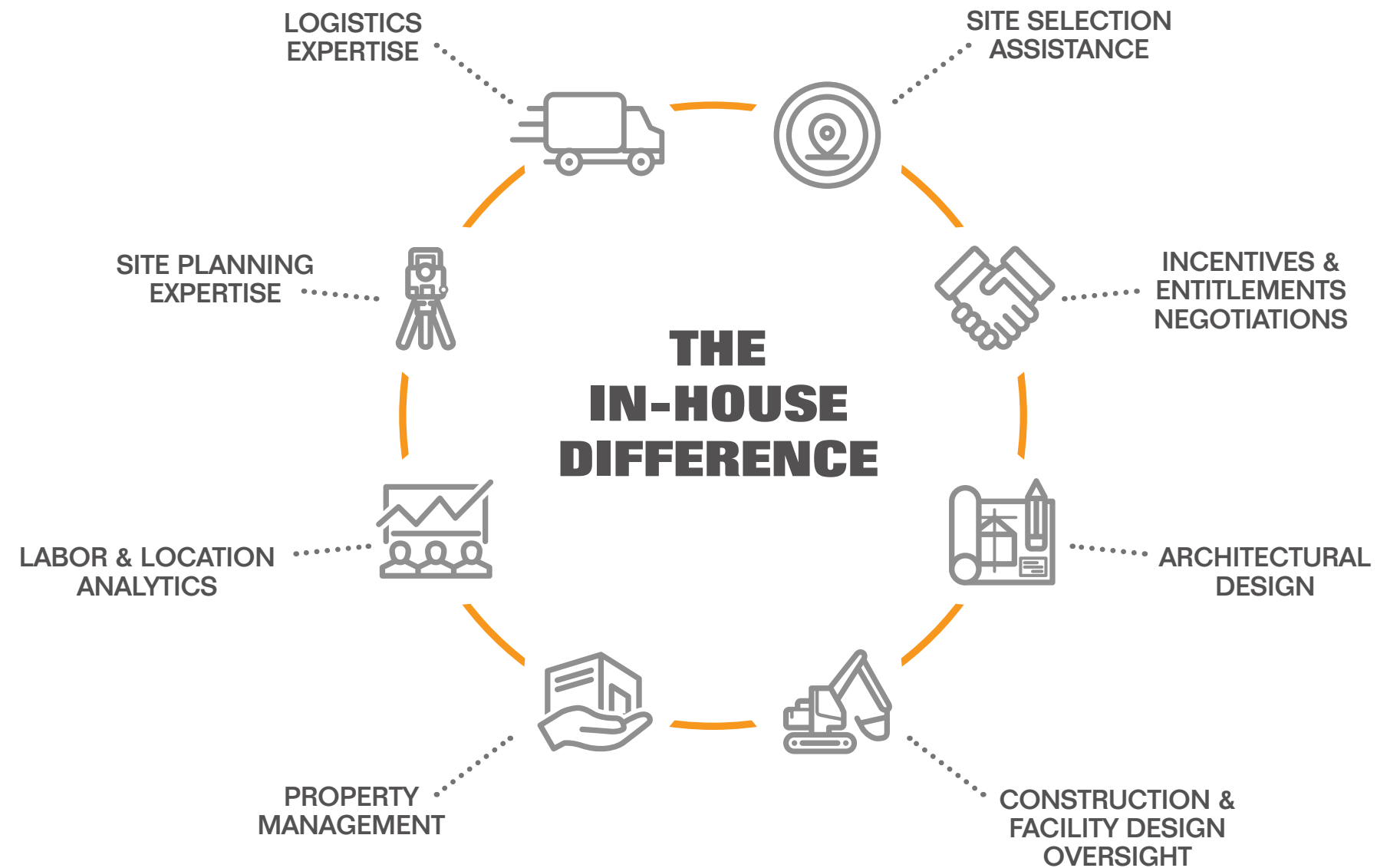


With over 40 years of civil engineering and site planning experience, SitePoint’s services include preliminary site planning, grading schematics and utility analysis, advanced 3D modeling capabilities, ground based LiDAR scanning and low altitude aerial photogrammetry.



As NorthPoint grew to become one of the largest private developers of industrial space in the US, it became necessary to develop an in-house team of architects to support the firm’s efforts. StudioNorth is a staff of talented architects and designers that can routinely create site plans, building layouts and renderings in less than 24 hours. This has been a huge competitive advantage for the firm and has allowed us to consistently outperform our competitors who outsource the majority of their architectural work.

NORTHPOINT SERVICES





- U.S. Steel Fairless Works opened in 1952, employing more than 5,000 workers by 1970
- U.S. Steel closed the majority of the site in 2001, by 2009 only 100 U.S. Steel employees worked at the site in the galvanization line.
- In the 90's, the U.S. Environmental Protection Agency placed a consent order on the property requiring its cleanup. Since then, U.S. Steel has received a release of liability on approximately 70% of the property through the PA Act 2 program.
- The Keystone Industrials Port Complex was established in the early 2000's, and additional heavy industrial development occurred on the property since that time.



- NorthPoint was selected to purchase the Keystone Industrial Port Complex in June of 2020, for their expertise in Brownfield Redevelopment and their track record of successful developments of this scale and complexity.
- NorthPoint has assembled a strong team of local development counsel, consulting professionals, environmental experts, engineering teams of several disciplines, architecture and planning professionals.
- At nearly 1,800 acres, NorthPoint is proposing to redevelop the US Steel KIPC into the largest e-commerce, logistics, and multi-model industrial project on the east coast.
- The initial project will include final remediation of all site environmental concerns, redevelopment, demolition, and cleanup of the property from its current state, 10M SF of new warehousing and logistics centered industrial buildings with a total development cost exceeding \$1B.
- The project could grow in scale over time as redevelopment occurs onsite, allowing NorthPoint to grow the project to a potential of 15M SF and over \$1.5B in total development cost.
- NorthPoint has proposed an aggressive timeline for redevelopment, with construction of phase one to begin Spring of 2021, a pair of buildings totalling 1.5M SF.
- NorthPoint will plan to develop in a speculative fashion, meaning that no tenants have been selected for the buildings. Based on experience, many of these buildings will lease prior to their completion, and many other built to suit opportunities will arise as the development process begins.
- NorthPoint expects 5,000 - 10,000 jobs to be created at Keystone Trade Center

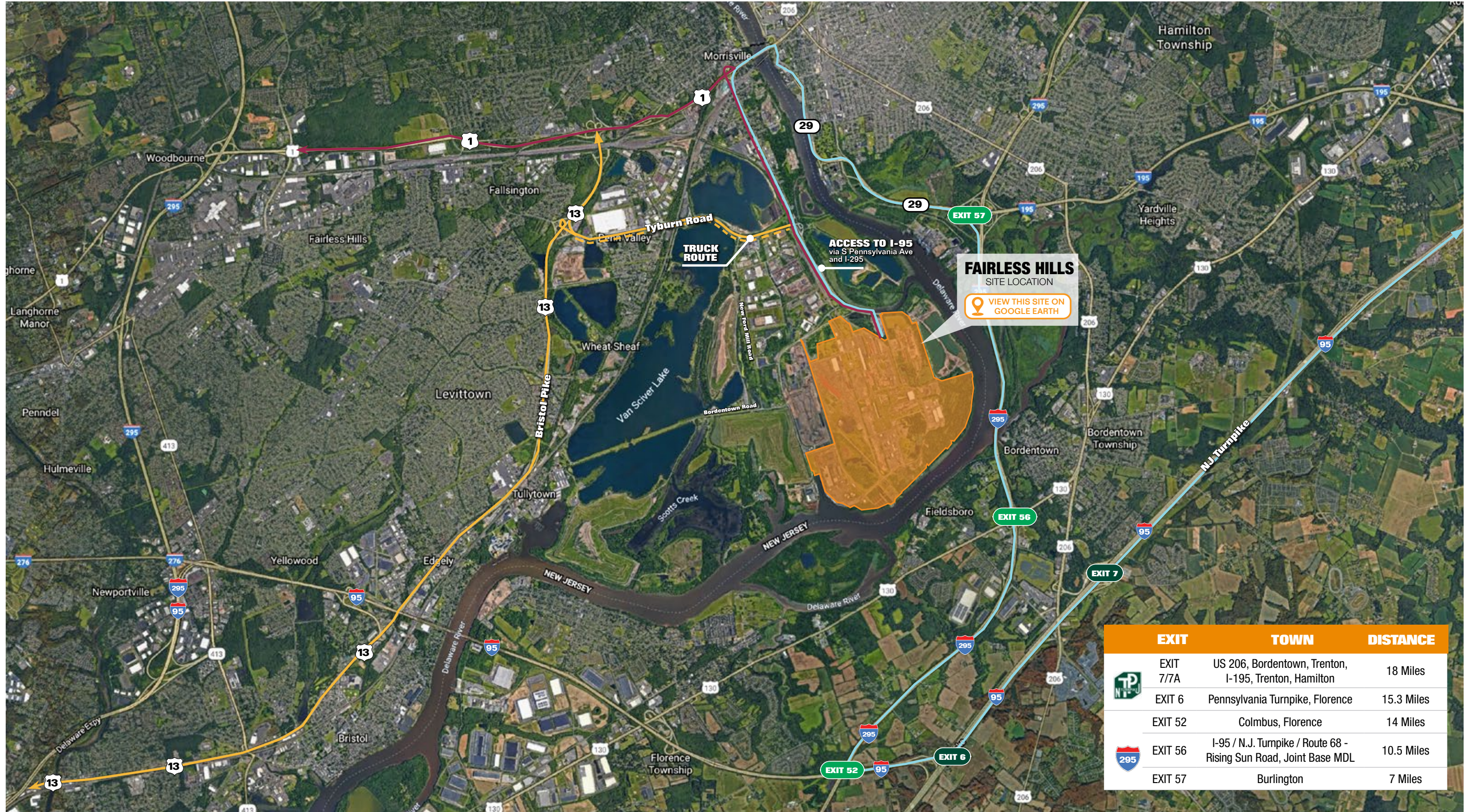
1.8K
ACRE
DEVELOPMENT

15M
SQUARE FEET
DEVELOPMENT
POTENTIAL



1.5B
IN TOTAL
DEVELOPMENT COST

1.5M
SQUARE FEET
BEGINS SPRING 2021

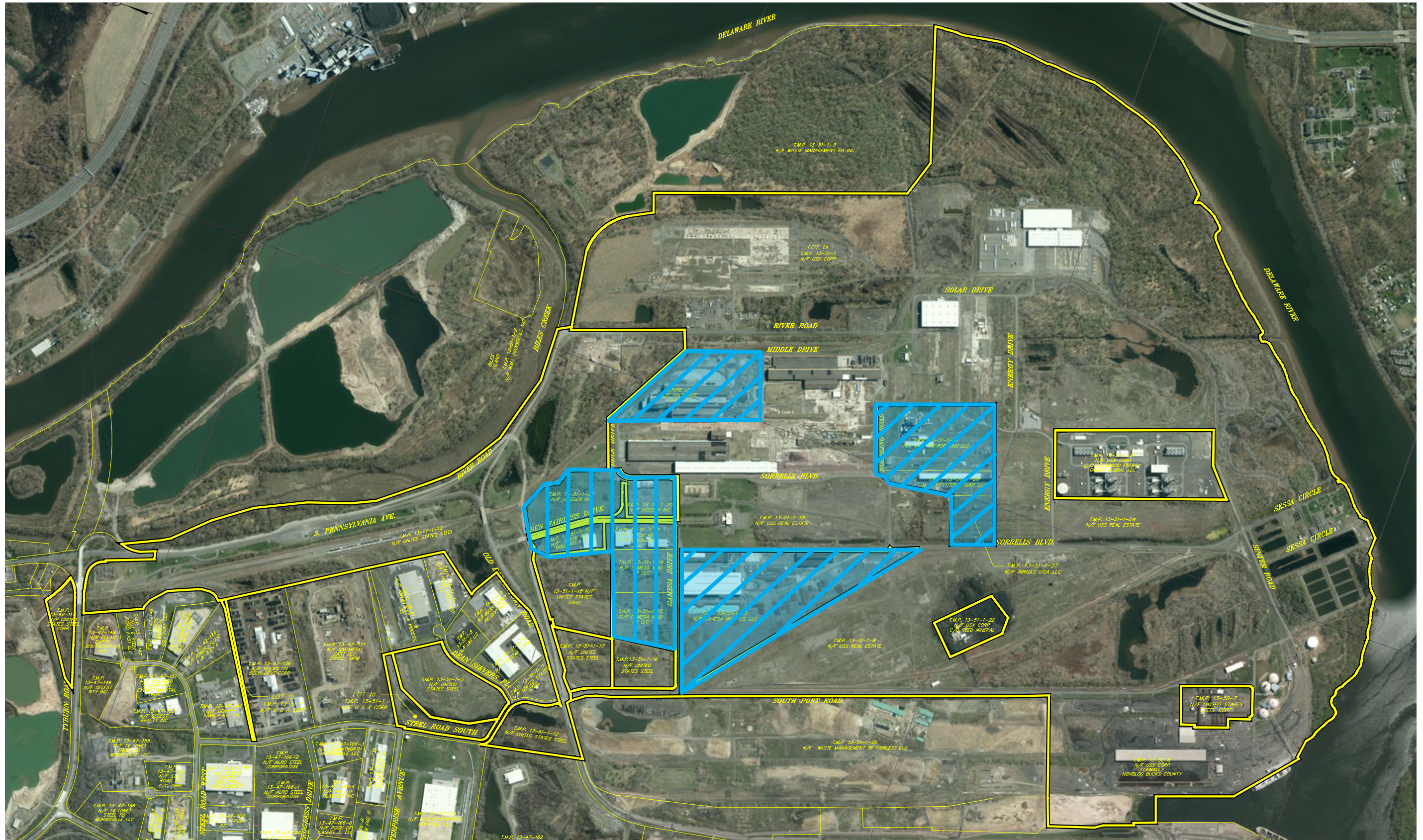




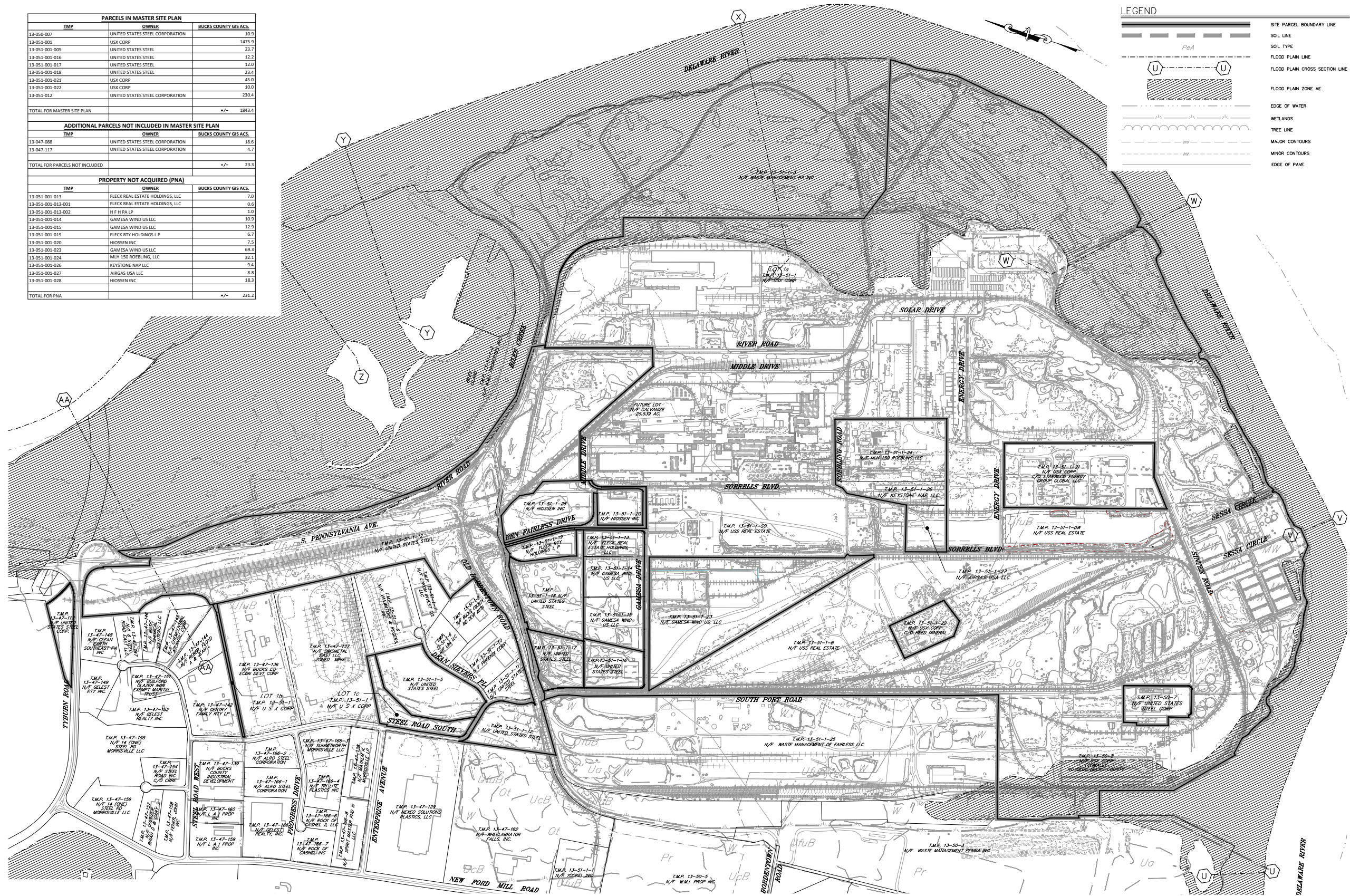
FAIRLESS HILLS
SITE LOCATION
VIEW THIS SITE ON
GOOGLE EARTH

EXIT	TOWN	DISTANCE
 EXIT 7/7A	US 206, Bordentown, Trenton, I-195, Trenton, Hamilton	18 Miles
EXIT 6	Pennsylvania Turnpike, Florence	15.3 Miles
EXIT 52	Colmbus, Florence	14 Miles
 EXIT 56	I-95 / N.J. Turnpike / Route 68 - Rising Sun Road, Joint Base MDL	10.5 Miles
EXIT 57	Burlington	7 Miles





PARCELS IN MASTER SITE PLAN		
TMP	OWNER	BUCKS COUNTY GIS ACS.
13-050-007	UNITED STATES STEEL CORPORATION	10.9
13-051-001	USX CORP	1475.9
13-051-001-005	UNITED STATES STEEL	23.7
13-051-001-016	UNITED STATES STEEL	12.2
13-051-001-017	UNITED STATES STEEL	12.0
13-051-001-018	UNITED STATES STEEL	23.4
13-051-001-021	USX CORP	45.0
13-051-001-022	USX CORP	10.0
13-051-012	UNITED STATES STEEL CORPORATION	230.4
TOTAL FOR MASTER SITE PLAN		+/- 1843.4
ADDITIONAL PARCELS NOT INCLUDED IN MASTER SITE PLAN		
TMP	OWNER	BUCKS COUNTY GIS ACS.
13-047-088	UNITED STATES STEEL CORPORATION	18.6
13-047-117	UNITED STATES STEEL CORPORATION	4.7
TOTAL FOR PARCELS NOT INCLUDED		+/- 23.3
PROPERTY NOT ACQUIRED (PNA)		
TMP	OWNER	BUCKS COUNTY GIS ACS.
13-051-001-013	FLECK REAL ESTATE HOLDINGS, LLC	7.0
13-051-001-013-001	FLECK REAL ESTATE HOLDINGS, LLC	0.6
13-051-001-013-002	H F H PA LP	1.0
13-051-001-014	GAMESA WIND US LLC	10.9
13-051-001-015	GAMESA WIND US LLC	12.9
13-051-001-019	FLECK RTY HOLDINGS LP	6.7
13-051-001-020	HIDDSEN INC	7.5
13-051-001-023	GAMESA WIND US LLC	69.3
13-051-001-024	MLH 150 HOEHLING, LLC	32.1
13-051-001-026	KEYSTONE NAP LLC	9.4
13-051-001-027	AIRGAS USA LLC	8.8
13-051-001-028	HIDDSEN INC	18.3
TOTAL FOR PNA		+/- 231.2



LEGEND

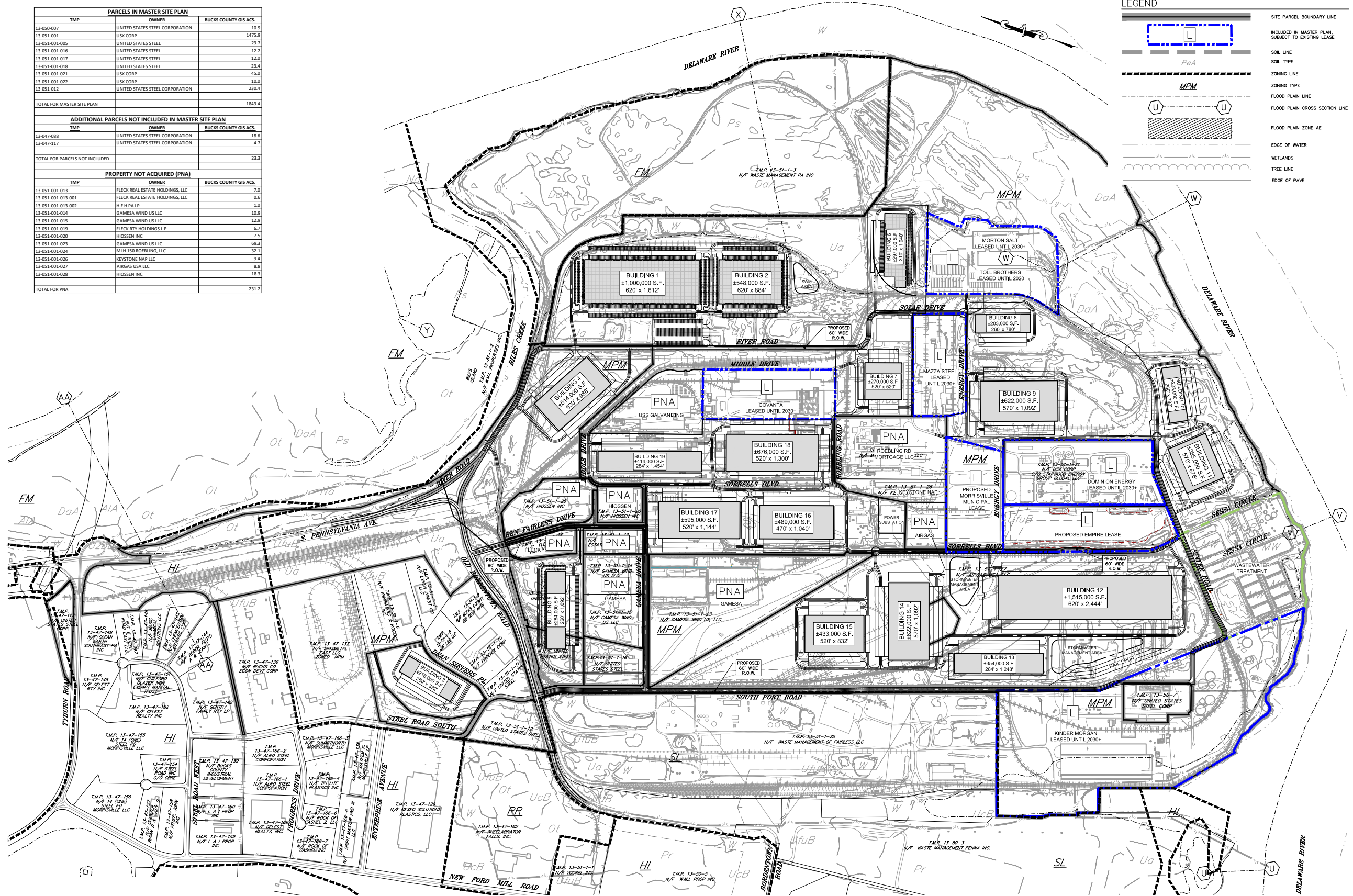
- SITE PARCEL BOUNDARY LINE
- SOIL LINE
- SOIL TYPE
- FLOOD PLAN LINE
- FLOOD PLAN CROSS SECTION LINE
- FLOOD PLAN ZONE AE
- EDGE OF WATER
- WETLANDS
- TREE LINE
- MAJOR CONTOURS
- MINOR CONTOURS
- EDGE OF PAVE



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TOTAL FOR PNA		231.2

LEGEND

- SITE PARCEL BOUNDARY LINE
- INCLUDED IN MASTER PLAN, SUBJECT TO EXISTING LEASE
- SOIL LINE
- SOIL TYPE
- ZONING LINE
- ZONING TYPE
- FLOOD PLAN LINE
- FLOOD PLAN CROSS SECTION LINE
- FLOOD PLAN ZONE AE
- EDGE OF WATER
- WETLANDS
- TREE LINE
- EDGE OF PAVEMENT







10M
SQUARE FEET
OF DEVELOPMENT

1B
DEVELOPMENT
INVESTMENT

5-10K
JOBS CREATED

15K
POTENTIAL
TO SCALE PROJECT

1.5B
INVESTMENT



Riverside Horizons III



Hazelwood Logistics Center



Central Industrial Park



Logistics Park Kansas City



Three Trails Industrial Park



Logistics Park Kansas City





- Keystone Industrial Port Complex has been owned and operated by US Steel since the 1950's.
- In 1993, the United States Environmental Protection Agency (EPA) and U.S. Steel entered into a Resource Conservation and Recovery Act (RCRA) Consent Order to investigate and remediate the property.
- As of 2020, U.S. Steel has remediated and received it's Release of Liability (ROL) for 70% of the property via the EPA One Cleanup Program and the Pennsylvania Department of Environmental Protection (PADEP) Act 2 Program.
- NorthPoint will be responsible for cleanup of the remaining 30% of the property, which encompasses cleanup of borrow pits, soils remediation, and protective capping measures. All of the costs associated with this cleanup are included in NorthPoint's development budget.



- **ESTABLISHED TRACK RECORD** of remediating and redeveloping large-scale, complex sites (members of Surplus Property Roundtable members included)
- **ENTREPRENEURIAL DECISION-MAKING** and proven track-record for execution
- Willingness to **ASSUME ENVIRONMENTAL LIABILITIES**, perform remediation and indemnify responsible parties
- Extensive **IN-HOUSE ENGINEERING AND CONSTRUCTION** expertise
- **INSTITUTIONAL-LEVEL FUNDING** - over **\$7 BILLION** invested to date
- **LONG-TERM PROPERTY HOLDER** and **SPECULATIVE DEVELOPER**

NorthPoint Development owns more than **3,700 ACRES** of land and has completed over **81 MILLION** square feet of industrial development since inception in 2012.

HISTORICAL CLOSURE RATE OF **100%** **AVERAGE TIME FROM CONTRACT TO CLOSING 7.5 MONTHS**

PROPERTY NAME	FORMER OWNER	LOCATION	ACRES	PROJECTED JOBS	TOTAL CAPITAL INVESTMENT
Avenue O	Republic Steel	Chicago, IL	196	1,300	\$169,000,000
Central Industrial Park	General Motors	Kansas City, KS	80	2,000	\$44,000,000
Kaw Point Industrial Park	General Motors	Kansas City, KS	75	295	\$20,000,000
Eden Road Logistic Center	Federal Government / Harley Manufacturing	York, PA	58	650	\$36,000,000
Dallas Global Industrial Center	Triumph Aerospace	Dallas, TX	430	1,000	\$285,000,000
Hanover Ridge Industrial Center	Blue Ash Coal Company	Wilkes-Barre, PA	503	2,400	\$250,000,000
Hanover 9	Earth Conservancy	Nanticoke, PA	92	1,548	\$210,000,000
Hazelwood Logistics Center	Former City Landfill	Hazelwood, MO	276	1,817	\$109,000,000
Staten Island Marine Development	Getty Oil	Staten Island, NY	315	3,600	\$460,000,000
Houston TradePort	Exxon	Houston, TX	88	965	\$98,000,000
Delaware City Logistics	AkzoNobel	Delaware City, DE	170	1,350	\$130,000,000
Oakley Logistics Center	Chemours	Oakley, CA	375	1,418	\$190,000,000
TOTALS			2,658	18,343	\$1,947,000,000

* NorthPoint Development to serve as construction/program manager

