



KEYSTONE

TRADE CENTER

www.keystone-trade.com

ABOUT KTC

The Largest Class A Industrial Park on the East Coast

Keystone Trade Center is a strategic logistics hub for global industrial occupiers, under development by Northpoint Development.

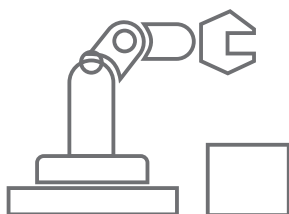
Our state-of-the-art 15 MSF distribution and warehouse campus is a historic reinvention of the U.S. Steel Fairless Works steel plant.

Since groundbreaking in 2021, Keystone Trade Center has quickly proceeded through Phase 1 and 2 of construction and successfully built a community of leading logistics firms occupying more than 5.5 MSF.

With Class A construction, unique amenities, strong labor fundamentals, historic incentives and a Tier 1 location, Keystone Trade Center is the preeminent location for bulk logistics and supply chain along the Eastern Seaboard.



WHAT KTC HAS TO OFFER



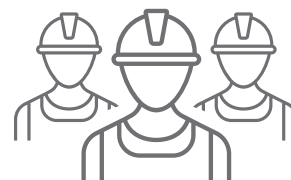
A strategic master planned logistics park with state-of-the-art new construction.



Right-sized for the largest global industrial occupiers



An exceptionally efficient location to service Northeast & Midwestern U.S



Cost effective and plentiful labor force of the Philadelphia urban area



Rail access



Intermodal amenities

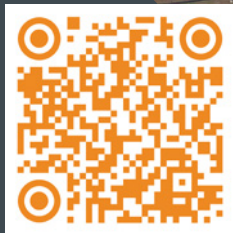


We're on a journey to 15 MSF

Phase 2 at Keystone Trade Center **Now Fully Leased.**

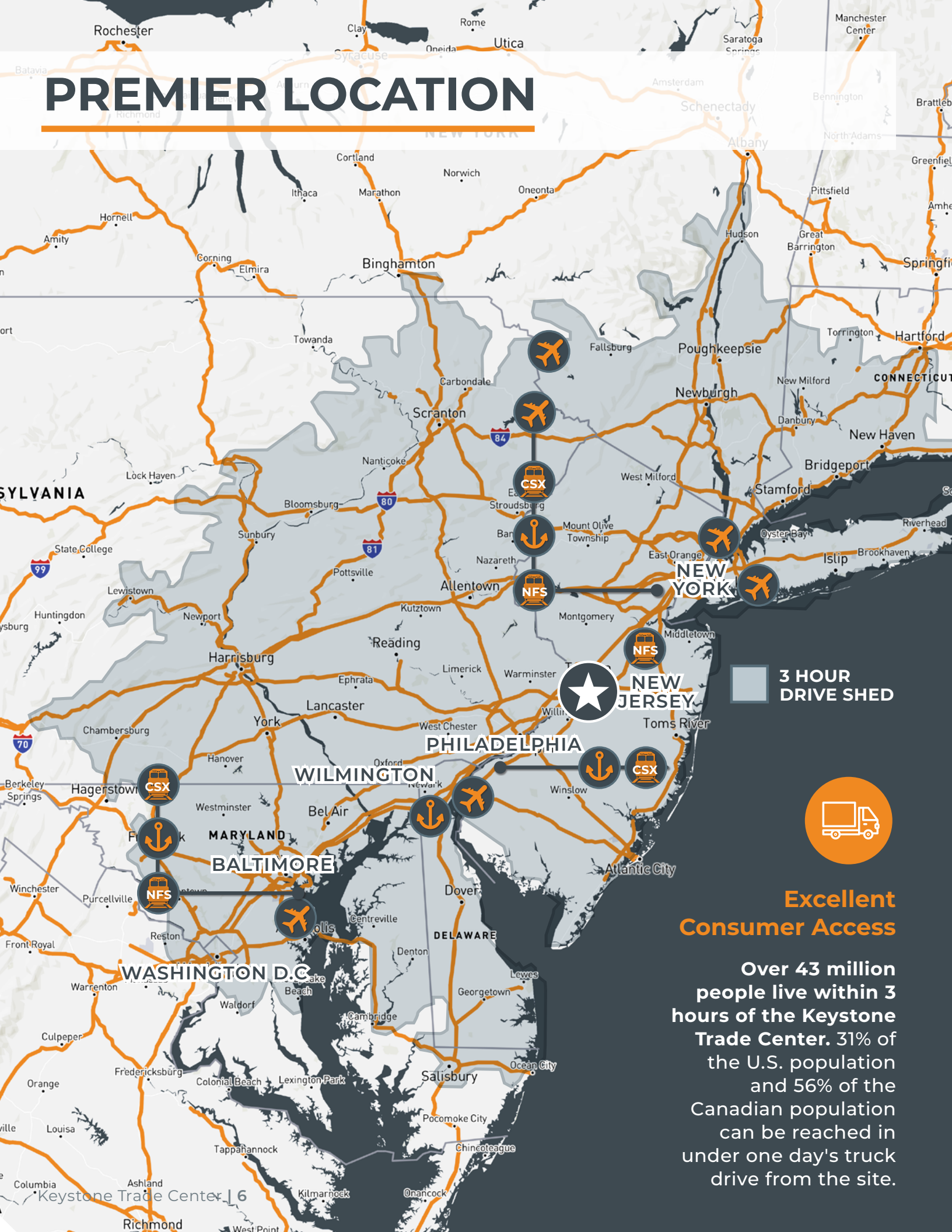
PROJECT HIGHLIGHTS

- ▶ The largest Class A industrial development on the East Coast - supporting up to 15MSF of bulk industrial space
- ▶ 1.2MSF in Phase I leased to one of the two major parcel service providers
- ▶ Ideally situated to provide service to the Northeast and Mid-Atlantic markets
- ▶ Quick and easy road access to Route 1 and 13 and I-295 with linkage to I-95 and PA Turnpike
- ▶ Meeting the demand of the largest occupiers with pad sites of up to 2.5MSF available
- ▶ Phase 1 & Phase 2 **FULLY LEASED**
- ▶ Dual Class 1 Rail Service - CSX and NS
- ▶ Favorable zoning, no height restrictions, significant processing water available



KTC LIVE LINK
Scan Code for
Construction Updates

PREMIER LOCATION



3 HOUR
DRIVE SHED



**Excellent
Consumer Access**

**Over 43 million
people live within 3
hours of the Keystone
Trade Center. 31% of
the U.S. population
and 56% of the
Canadian population
can be reached in
under one day's truck
drive from the site.**

DRAYAGE ADVANTAGE

Location	Drayage Cost	Estimated Lease Rate & OPEX	Combined Drayage, Rent & OPEX	% Savings vs. Competition
Exit 8A	\$601	\$15,000,000.00	\$18,005,000.00	22.23%
Burlington	\$813	\$12,750,000.00	\$16,815,000.00	14.15%
Lehigh Valley	\$985	\$12,250,000.00	\$17,175,000.00	16.60%
Keystone Trade Center	\$846	\$10,500,000.00	\$14,730,000.00	-

Based on 1,000,000 SF and 5,000 containers



Lowest Cost Drayage

Considering leasing obligations, operating expenses and transportation costs, Keystone is the area low-cost alternative realizing **16% savings compared to the Lehigh Valley and 23% savings when compared to Exit 8A.**

COST EFFECTIVE AND PLENTIFUL WORKFORCE

Keystone Trade Center provides superior labor market conditions compared to regional alternatives with a deeper warehouse worker labor pool, lower market affluence and no union election activity.



KEYSTONE TRADE CENTER LABOR MARKET ADVANTAGES INCLUDE:

↑
LARGE
Warehouse Worker
Labor Pool

↑
LARGE
Group of
Underemployed

↑
SURPLUS
Warehouse Worker
Supply/Demand

↑
LARGE
Group of Part-Time College
Students for Seasonal Workforce

SELECTED LABOR MARKET STATISTICS, 2023 Q3 (20-MINUTE DRIVE TIME)

LOCATION	POPULATION TOTAL	WAREHOUSE WORKER LABOR POOL ¹		WORKING AGE PARTICIPATION RATE	OCTOBER 2023 UNEMPLOYMENT		AREA AFFLUENCE MEDIAN HOUSEHOLD INCOME		WAREHOUSE UNION EFFECT		BLUE COLLAR UNDEREMPLOYED	PART-TIME COLLEGE STUDENT ENROLLMENT	STARTING WAGE ANALYSIS	
		TOTAL	SUPPLY DEMAND BALANCE		RATE	TOTAL	RATE	LESS THAN \$35K	NUMBER OF ELECTIONS	% WINS			FORKLIFT OPERATOR	FULFILLMENT SPECIALIST
Keystone Trade Center	390,637	25,144	7,116 Surplus	86%	2.9%	6,494	\$74,074	25.0%	0	0%	14,203	67,994	\$22.78	\$19.94
U.S. Average	--	--	--	83%	3.9%	--	\$68,480	25.7%	--	--	--	--	\$19.80	\$17.07

Footnotes
¹ Warehouse Worker Labor Pool Definition: Individuals represent the civilian population (ages 16+) with demographic characteristics best aligned with a typical hourly warehouse worker profile (i.e., lower/moderate income, blue collar and mix of service sector occupational tendencies, high school educated).
Data Sources: Experian, U.S. Census Bureau, Economic Research Institute, NorthPoint methodology, National Labor Relations Board, U.S. Bureau of Labor Statistics.

■ Better Conditions ■ Moderate Conditions ■ Less Desirable Conditions

MASTER DEVELOPMENT PLAN



15M SF
of Development
Potential



Tremendous
Flexibility in
Design



Keystone
Opportunity Zone
Incentives Available





THE KOZ ADVANTAGE



KEYSTONE OPPORTUNITY ZONE (KOZ) THRU 12/31/2034

Keystone Trade Center is located in a designated Keystone Opportunity Zone (KOZ), with taxes eligible to be waived through 12/31/2034. Through credits, waiver and broad-based tax abatements, total taxes on economic activity in zones are significantly reduced.

These benefits affect the following taxes:

STATE

- ▶ Corporate Net Income tax
- ▶ Personal Income tax
- ▶ Sales and Use tax (purchases consumed and used by the qualified business in the zone)
- ▶ Mutual Thrift Institution tax
- ▶ Bank and Trust Company Shares tax

LOCAL

- ▶ Earned Income/Net Profits tax
- ▶ Business Gross Receipts, Business Occupancy, Business Privilege and Mercantile tax
- ▶ Sales and Use tax (county/city; purchases exclusively used and consumed by the qualified business in the zone)
- ▶ Property tax PILOT through 2034

For additional information, please visit the [State's website](#).

How much could
you be saving in
occupancy costs in
the PA KOZ?

SAMPLE SCENARIO

\$50M

Materials, Handling &
Equipment Investment

1MSF

Facility Size

Projected Cost Savings Over 10 Years

Keystone Trade Center vs. **Lehigh Valley**



\$14M
in Savings



\$19.4M
in Savings



Come be the newest member of our community



SAVINO DEL BENE



MORTON SALT



KINDER MORGAN
INC.





BUILDING THREE



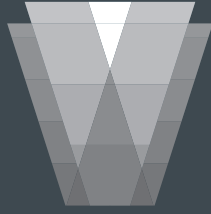
BUILDING ONE & THREE



BUILDING FIVE



BUILDING ONE, THREE & FIVE



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