

PRIME CENTRAL PENNSYLVANIA DISTRIBUTION DEVELOPMENT

± 1,209,000 S.F. AVAILABLE

SERVING N.E. U.S. AND EASTERN CANADA



TRADE CENTER  83SM

1605 Bartlett Drive
Manchester, Pennsylvania

- 95-Acre Site Located in the Heart of Central Pennsylvania's Nationally Recognized Industrial Market
- The 1,209,000 S.F. Project Offers Unparalleled Access to the Premier Labor Base of York County, Pennsylvania
- Located at the Crossroads of Central Pennsylvania's I-78 / I-81 Corridor and the Baltimore / Washington Mid-Atlantic Region
- Easy Access to Baltimore / Washington (BWI) and Harrisburg (MDT) International Airports
- Served by Ports of Baltimore, Philadelphia and New Jersey
- LERTA Tax Abatement Approved

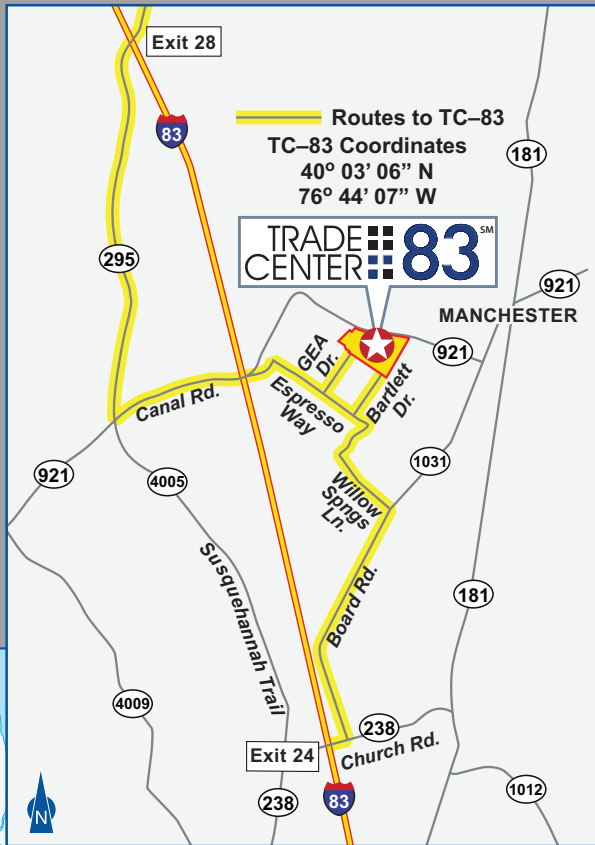
A DEVELOPMENT OF:

 HILLWOOD
A PEROT COMPANY®

CBRE

OPTIMUM N.E. LOGISTICS LOCATION

1605 Bartlett Drive, Manchester, Pennsylvania



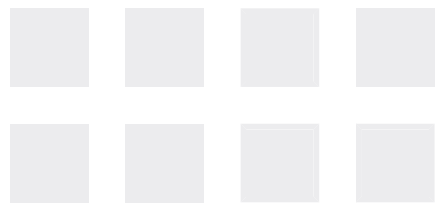
Drive Times from Trade Center-83

City	Distance	Drive Time
Baltimore, MD	61 Miles	1.0 Hours
Washington, DC	101 Miles	1.8 Hours
Philadelphia, PA	106 Miles	1.8 Hours
Pittsburgh, PA	216 Miles	3.4 Hours
New York, NY	191 Miles	3.1 Hours
Cleveland, OH	342 Miles	5.2 Hours
Boston, MA	403 Miles	6.5 Hours
Toronto, Canada	399 Miles	6.8 Hours
Montreal, Canada	525 Miles	8.0 Hours



SM

83



TRADE
CENTER



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EXECUTIVE SUMMARY

PRIME CENTRAL PENNSYLVANIA DISTRIBUTION DEVELOPMENT

EXECUTIVE SUMMARY

Trade Center–83 represents a complete solution for large footprint requirements in the heart of Central Pennsylvania’s distribution and logistics industrial market. Hillwood Investment Properties brings this fully entitled development platform to the market to satisfy the demands of users seeking the ideal location to serve N.E. U.S., Mid-Atlantic, Baltimore-Washington and Eastern Canada markets. The large building envelope enables Trade Center–83 to accommodate a 1,209,000 S.F. building layout with ample auto parking (288 expandable) and trailer parking (up to 657) setting it apart from any other fully entitled sites in Central Pennsylvania. Specifications for the Class A industrial property will include 36’ clear height, cross dock configuration, 190’ truck court depth, and ESFR fire suppression system. Users will benefit directly from key attributes of this project to drive operational efficiencies and reduce cost.

TRANSPORTATION:

This key location provides easy access to regional transportation network (I-83, I-81, I-76, I-95, I-695) and close proximity to vital service providers such as UPS, FedEx and FedEx Freight, Norfolk-Southern Intermodal, Port of Baltimore, Baltimore-Washington International Airport, and Harrisburg International Airport. More than 40% of the U.S. and Canadian consumer base is accessible within an 8 hour drive.

LABOR:

The availability of a productive and consistent labor force

makes York County among the most sought after labor markets for recruitment of industrial workforce. Within the overall Central Pennsylvania market, York County population density provides unequalled workforce availability within a 30 minute drive window.

OCCUPANCY COST:

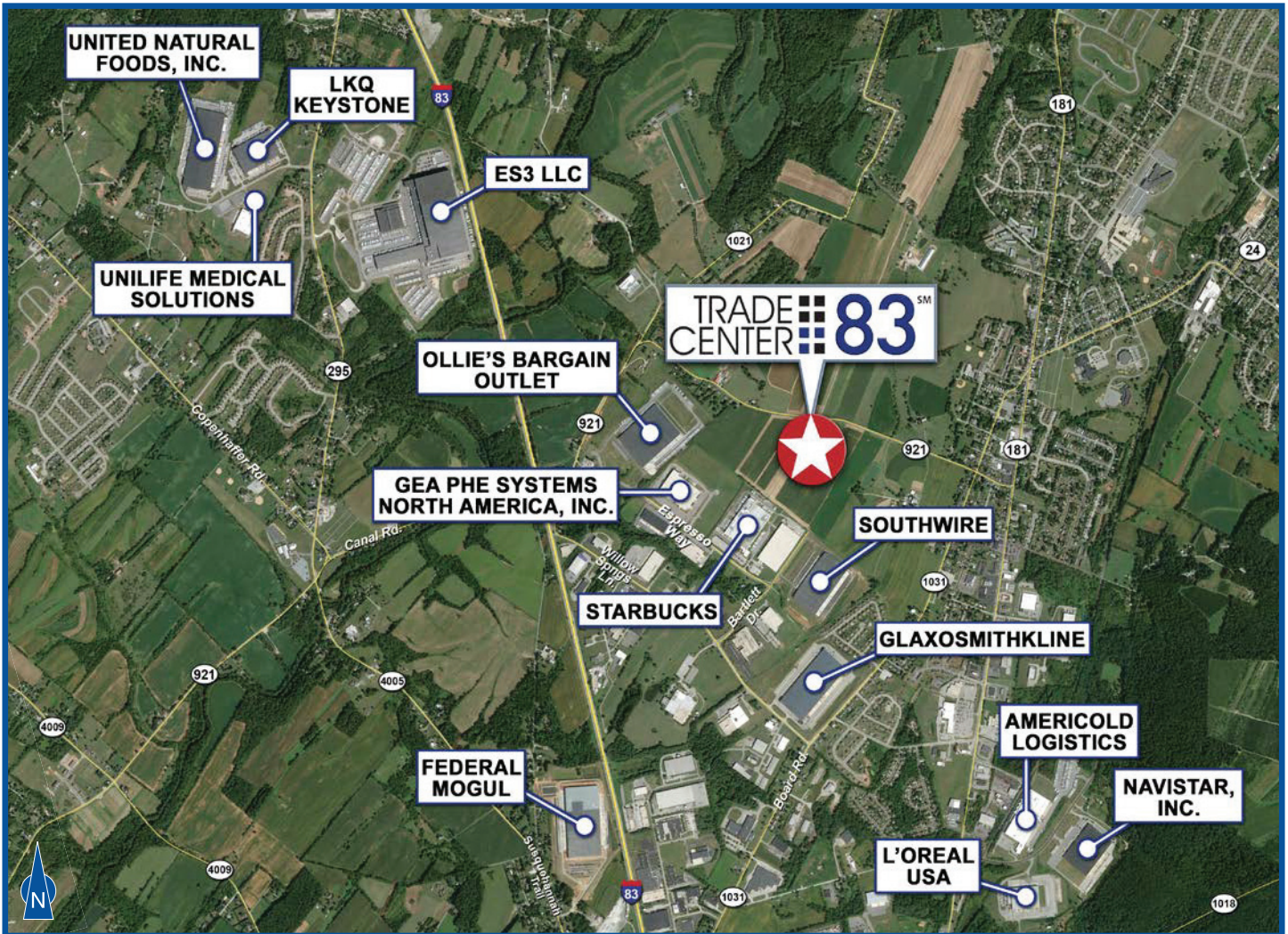
Trade Center–83 is subject to Local Economic Revitalization Tax Assistance Act “LERTA” tax abatement. The LERTA package has been enacted by the municipality and school district. It provides for a reduction in real estate taxes associated with the increased tax assessment relating to the development of Trade Center–83 beginning at 100% and declining by 10% annually over the ten-year term. Over the course of a 10-year lease, approximate value of abated taxes is \$5.8 million, or an average of about \$0.48 per S.F.

Located in East Manchester Township, York County, Trade Center–83 enjoys strong support by local government that stands ready to assist companies establishing a presence in the community. No other entitled site in Central Pennsylvania with a building envelope of up to 1,209,000 S.F. is complimented by the tangible operational benefits outlined above.

The Hillwood team looks forward to the opportunity to adapt the unique attributes of Trade Center–83 to clients seeking a strategic logistic platform to serve key east coast markets.

WHY YORK?

Class A Neighborhood Tenants



Submarket Data

York County is one of 6 counties that make up the Central PA industrial market along with Adams, Dauphin, Cumberland, Franklin and Lebanon Counties. Industrial properties in the submarket are clustered around the City of York due to population/labor pool density and I-83 connection to Baltimore Washington and Harrisburg. As of mid-2014, the York County Submarket is comprised of approximately 44.5mm S.F. of bulk industrial with a vacancy rate of 5.2%. Net absorption was 722,472 S.F. through Q-2 2014. York County has become a targeted location for Fortune 500 companies seeking logistics and manufacturing facilities in the Northeast. The table in this section contains the largest industrial users in the submarket and is illustrative of the broad acceptance of York County by major users.

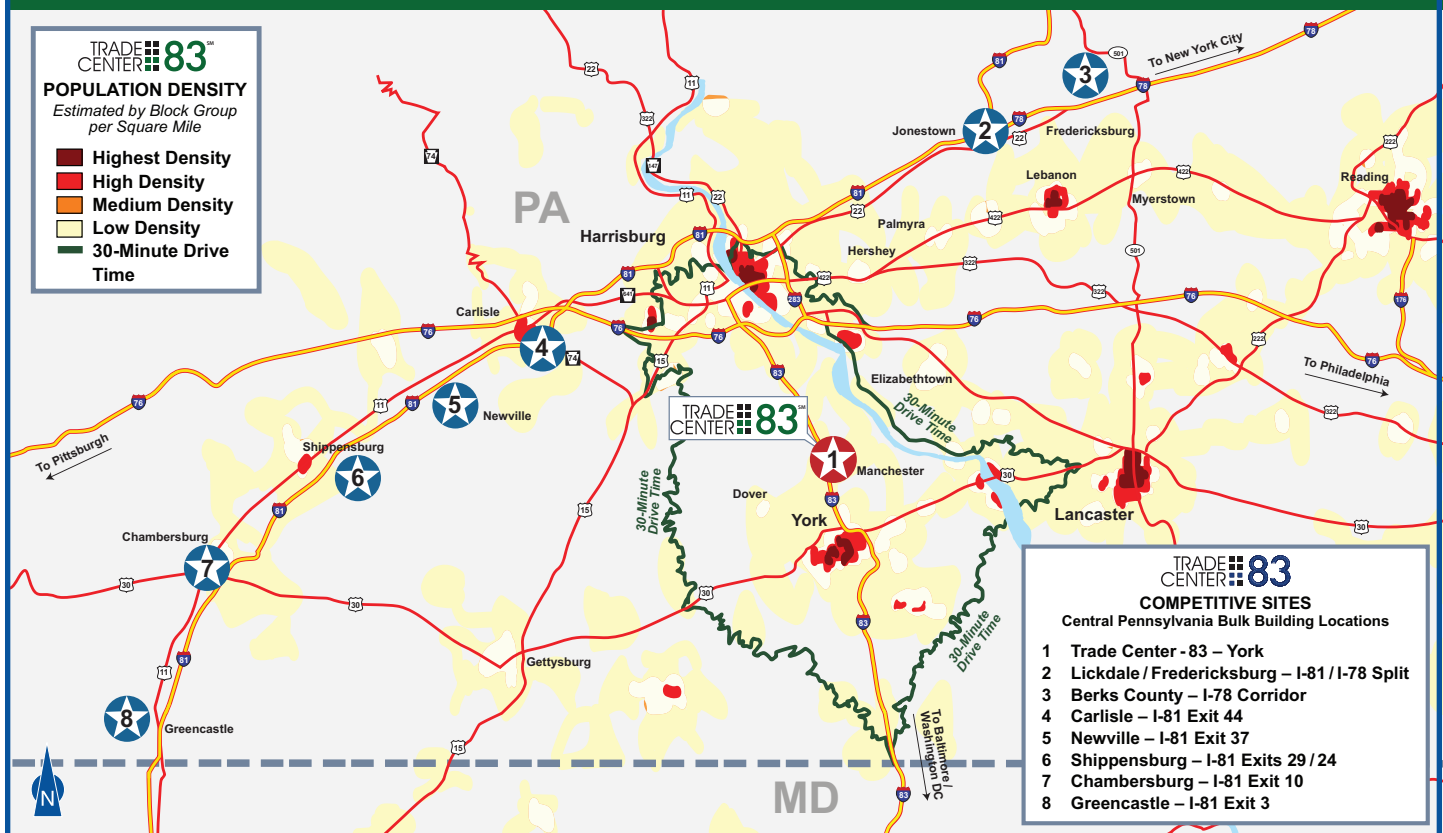
User demand driven by location, workforce availability, and incentives such as LERTA tax abatement has outpaced development in the submarket. Speculative development has seen recent success with First Industrial Realty Trust's development of 708,000 S.F. which has been 100% leased to Federal Mogul on a long term basis. Other industrial developers and owners in the submarket include Equity Industrial Partners, Exeter Property Group and Kinsley Properties.

Biggest Users

Tenant	Size (S.F.)
Harley Davidson	1,952,399
ES3	1,200,000
Church & Dwight	1,120,454
Caterpillar	1,075,461
Goodyear Tires	1,004,453
Graham Packaging	976,014
Starbucks	940,000
Amazon	705,000
Federal Mogul	703,344
R.R. Donnelley	686,000
United Natural	675,000
GlaxoSmithKline	624,000
Syncreon	616,000
Ollie's Bargain	603,000
D&D Distribution	600,000

WHY YORK?

York County Labor Availability



York County Labor Market Analysis – Industrial Submarket Overview

Primary Distribution Hubs	Total PA	York County Emigsville, Hanover, Manchester, York	Cumberland County Carlisle, Harrisburg (West Shore)	Dauphin County Harrisburg (East Shore) Hershey, Middletown
Population	12,773,801	438,965	241,212	270,937
Median Household Income	\$52,267	\$58,747	\$60,883	\$54,066
Labor Force	6,403,000	224,100	123,900	137,500
Unemployment Rate	5.7%	5.2%	4.4%	5.0%
Average Hourly Wages	\$24.18	\$20.95	\$22.33	\$24.70
Manufacturing / Distribution Employees	819,763	40,009	20,453	17,434
Manufacturing / Distribution (% of Total Labor Market)	14.9%	17.9%	16.5%	12.7%

Source: PAworkstats.com August 14, 2014

Demographics and Labor Force

York County labor pool is 85% larger than the West Shore Harrisburg market, and 65% larger than the East Shore Harrisburg market, with average wages 11% below those two markets and unique access to “surge labor” for peak seasons. York has a higher percentage of Manufacturing / Distribution employees than competitive markets.

WHY YORK?

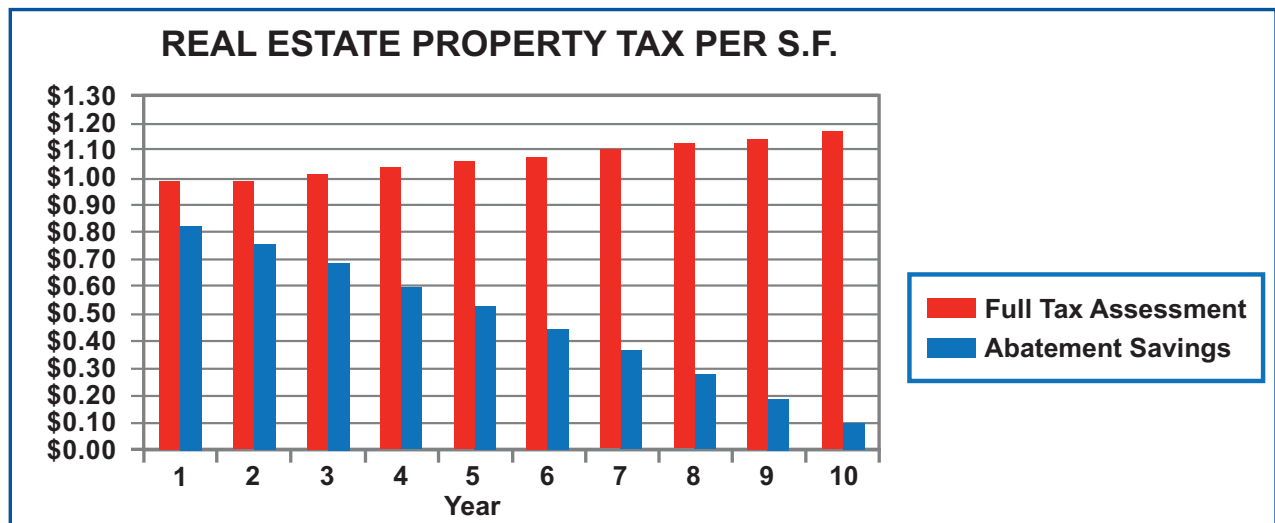
LERTA SUMMARY / TRANSPORTATION / LABOR

Real Estate Taxes on Improvements to Commercial Properties

The LERTA Program for Trade Center–83 has been enacted by East Manchester Township and Northeastern York School District. The actual savings will be determined by the assessed value of the shell building and tenant improvements. On the basis of a 1,209,000 S.F. project with standard finish, the abatement savings are estimated to be \$5.8 million over ten years and equate to about \$0.48 /S.F. net effective.















The Local Economic Revitalization Tax Assistance Act (LERTA)

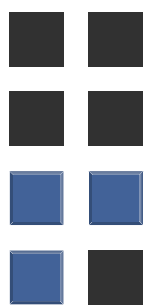
The Act of December 1, 1977, P.L. 237, No. 76, (72 P.S. §4722 et seq) is a tax abatement incentive to encourage improvements, rehabilitation and new construction to qualified commercial properties throughout the entire County of York. LERTA applies tax abatement to the value of the increase in real property tax assessment due to new construction (Increased Assessment). Generally, LERTA provides a ten year abatement on the Increased Assessment that RUNS WITH THE LAND. Subsequent owners, within the ten year abatement period, will benefit from the abatement incentive. The abatement starts at 100% in Year One and drops 10% each year until reaching zero in Year Ten. The tax abatement period commences upon issuance of a building permit.



Amenities

Trade Center–83 is located in close proximity to a broad array of commercial amenities:

Manchester and Mt. Wolf Boroughs Immediate Amenities – 2-5 Miles	City of York Additional Amenities – 5-10 Miles
 Education: Child Care, Northeastern York School District	 Education: Higher Education, Vocational, Technical Training
 Retail: Convenience Stores /Gas Stations  Grocery Store, Anchored Shopping Center	 Retail: Specialty, Discount, Mass Merchants, Auto Dealership
  Services: Banks, U.S. Post Office	 Services: Staffing Agencies, Business Equipment, Contractors, Legal Service
 Healthcare: Emergency, Hospital, Urgent Care, Medical Offices, Pharmacies	 Healthcare: Specialists, Additional Providers
 Restaurants: Fast Food, Coffee Shops, Diners, Cafe	 Hotels: Economy, Business Class, Extended Stay
 Other: Local Mass Transit	 Other: Entertainment, Dining Options, Minor League Baseball



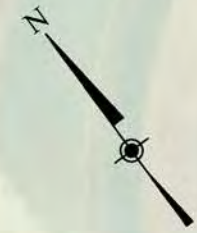
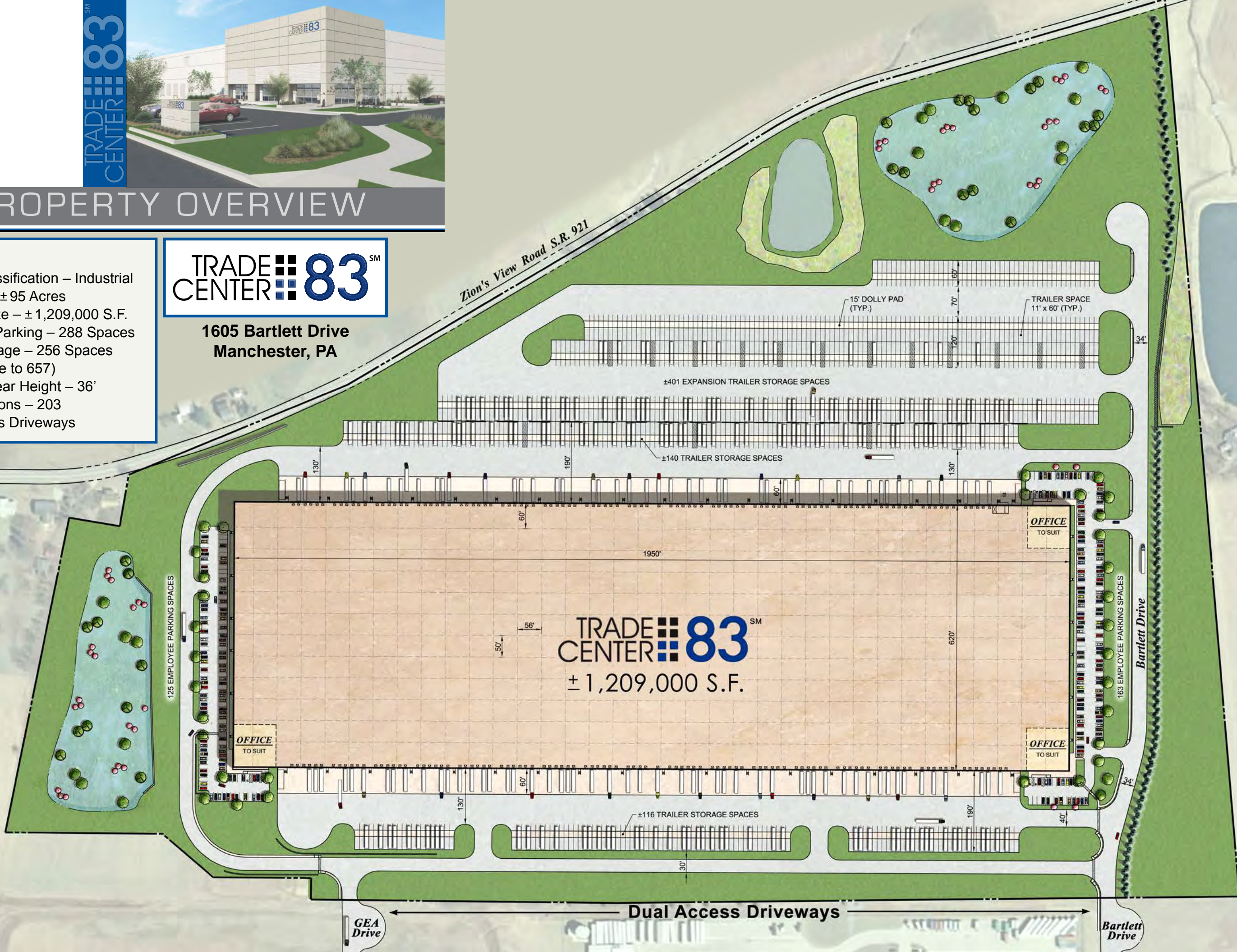
PROPERTY OVERVIEW

Project Data:

- Zoning Classification – Industrial
- Site Area – ± 95 Acres
- Building Size – ± 1,209,000 S.F.
- Employee Parking – 288 Spaces
- Trailer Storage – 256 Spaces (Expandable to 657)
- Building Clear Height – 36'
- Dock Positions – 203
- Dual Access Driveways



**1605 Bartlett Drive
Manchester, PA**



PROPERTY OVERVIEW

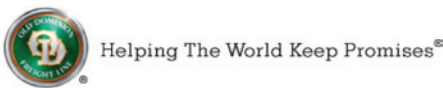
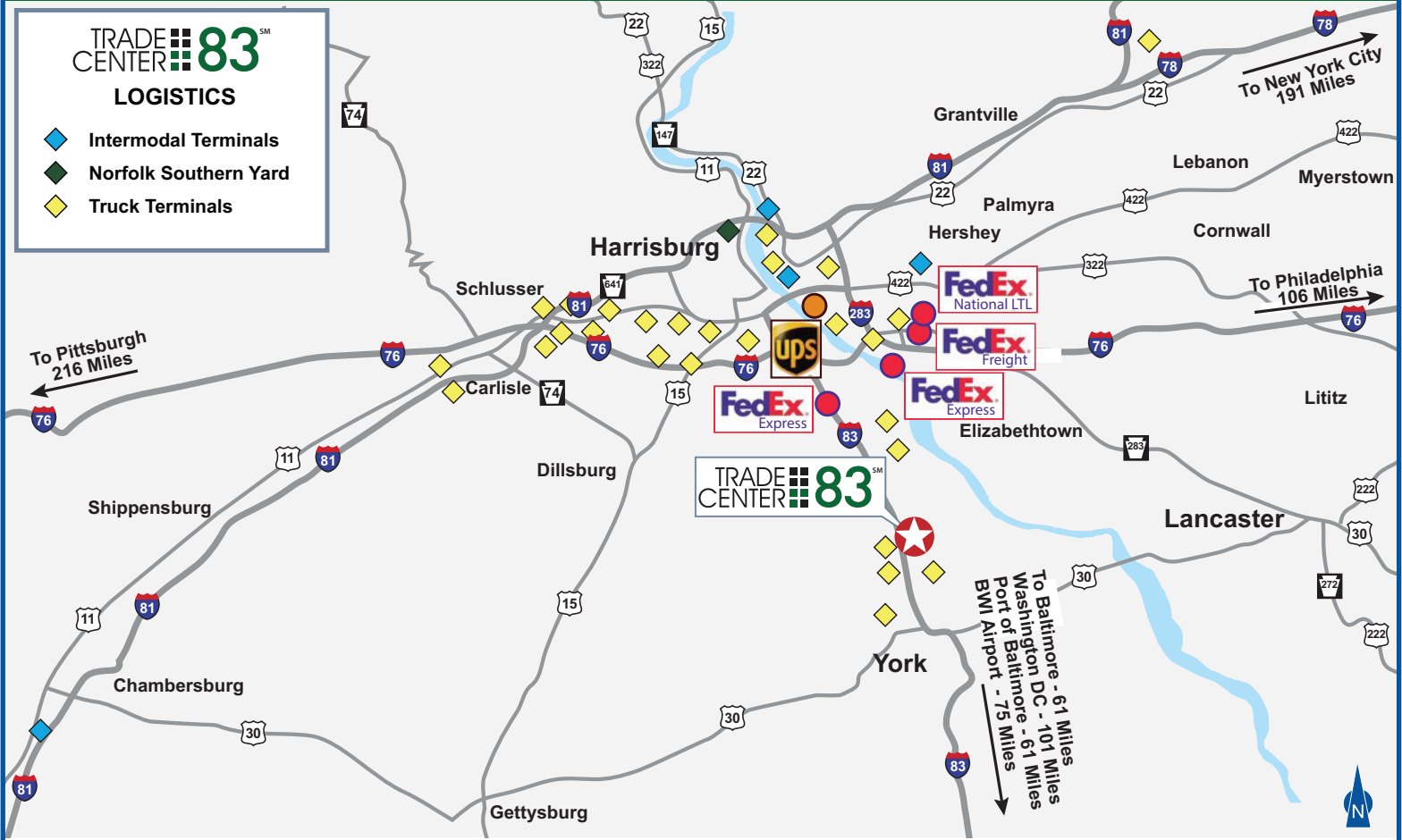
SHELL SPECIFICATIONS

Address	1605 Bartlett Drive Manchester, PA	Roof System	Structural steel, conventional joist and girders 45 Mil membrane fully adhered with average slope ¼" per foot, Polyiso insulation (R-20), 10 year NDL Warranty, exterior downspouts and collector boxes
Building Area	Approximately 1,209,000 S.F. (divisible to +/- 400,000 S.F.) with cross-dock configuration	Warehouse HVAC	Roof mounted exhaust fans and wall louvers with motorized dampers for (1) air change per hour, gas fired heaters for freeze protection
Land Area	+/- 95 Acres	Foundation	Concrete spread footings
Building Dimensions	620' x 1950'	Floor	7" Thick unreinforced 4,000 psi concrete; Construction joints caulked with Eucco 700 sealant or equal
Clear Height	36' Minimum beyond the staging bay	Fire Protection	ESFR system with fire pump per NFPA 13 (2010 edition)
Column Spacing	50' x 56' (interior bays) 60' x 56' (staging bays)	Power	House Panel and provisions for 5,000 amp service, 480 volt, 3 phase, 4-wire power
Truck Court	190' Truck court with 60' concrete apron and trailer parking	Exterior Lighting	Exterior LED wall packs and pole mounted shoebox fixtures for auto parking areas
Trailer Parking	256 – 11' Trailer stalls, expandable to 657	Utility Providers	Water: The York Water Co. Sewer: Northeastern York County Sewer Authority Electricity: Met Ed Natural Gas: Columbia Gas Co.
Dock Positions	203 – Positions with 9' x 10' insulated dock doors and Z-Guards for door protection	Zoning	I (Industrial) including the following permitted uses: resource removal, wholesaling and storage, newspaper and printing establishments, bus and truck terminals, manufacturing, research and development, retail business for sale of product manufactured or assembled on site
Drive-in Doors	4 – Concrete drive-in ramps with 12' x 14' powered overhead doors, Z-Guards, and exterior bollards for door protection		
Construction Type	Cast-in-place concrete panels, 8" thick typical		
Site Access	Two points of ingress/egress via GEA Drive and Bartlett Drive		
Car Parking	288 – Spaces, expandable		
Site Paving	Truck court and dolly pads: 7" thick reinforced 4,000 psi concrete/ 6" aggregate base. Truck traffic areas: 1.5" asphalt, 4.5" binder/7" aggregate base. Light duty auto parking: 1.5" asphalt, 2" binder/6" aggregate base		



VALUE PROPOSITION

Logistics



VALUE PROPOSITION

Site Selector's Check List

SITE SELECTION CRITERIA	KEY FACTORS	OPERATIONAL DRIVERS
<input type="checkbox"/> Workforce Availability:	<ul style="list-style-type: none"> Local work force 225,200 High concentration in logistics and manufacturing industries Competitive wage rates Public Transportation 	<ul style="list-style-type: none"> ✓ Organizational stability ✓ Long term growth ✓ Reduced labor cost ✓ Labor Availability
<input type="checkbox"/> Highway Network:	1-83, 1-81, 1-76, 1-695	<ul style="list-style-type: none"> ✓ Improved service ✓ Reduced transportation cost
<input type="checkbox"/> Transportation Resources:	UPS, FedEx and FedEx Freight, LTL Carriers, 3rd Party Logistics Operators, Norfolk/Southern Intermodal, Port of Baltimore, BWI Airport	<ul style="list-style-type: none"> ✓ Improved service ✓ Reduced transportation cost ✓ Sourcing options
<input type="checkbox"/> Core N.E. Location:	Same day truck service to NYC, NJ, New England, Baltimore, Washington, Mid Atlantic, Ohio Valley – Forward inventory location	<ul style="list-style-type: none"> ✓ Improved customer service ✓ Reduced inventory carry cost
<input type="checkbox"/> Incentive – LERTA Tax Abatement:	Triple Net OPEX savings of ±\$0.48psf over 10 year term equal to \$5.8mm	<ul style="list-style-type: none"> ✓ Reduced occupancy cost
<input type="checkbox"/> Building Specifications:	Class A Institutional, concrete tilt wall, 36' clear, optimum column spacing, ESFR, 190' truck court depth, T-5 lighting	<ul style="list-style-type: none"> ✓ Operational efficiencies ✓ Supporting state of the art systems & equipment ✓ Corporate image
<input type="checkbox"/> Development Platform:	±95 Acres, ±1,209,000 S.F. Above standard auto/truck parking	<ul style="list-style-type: none"> ✓ Scalable/expandable to support regional operations
<input type="checkbox"/> Utilities:	<ul style="list-style-type: none"> Power: Dual 13.2 kw service Natural Gas: Dual Service Water: 2,500 gpm capacity to serve ESFR fire system Sewer: approved capacity of 5,200 gpd with up to 15,000 gpd available. 	<ul style="list-style-type: none"> ✓ Reliability ✓ Capacity ✓ Redundancy ✓ Cost advantage of natural gas
<input type="checkbox"/> Amenities:	Close proximity to commercial businesses including retail, restaurants, banks, service providers, healthcare	<ul style="list-style-type: none"> ✓ Sourcing vendors and business services ✓ Quality work environment
<input type="checkbox"/> Developer Qualifications:	Hillwood Investment Properties has a local presence and successful track record in Central PA and is consistently ranked among leading national developers and owners of industrial real estate	<ul style="list-style-type: none"> ✓ Competent project delivery ✓ Fully integrated capital sources ✓ Internal construction resources ✓ Internal property management





HILLWOOD OVERVIEW

ABOUT HILLWOOD INVESTMENT PROPERTIES

With more than two decades of development on some of the most successful, large scale, master-planned developments nationwide, Hillwood, A Perot Company, has cultivated an array of expertise like no other real estate developer. Beginning with our development of the world's first inland port at AllianceTexas in 1989, Hillwood established itself as a multifaceted developer capable of managing projects exceeding the size of a city. And, in the course of more than two decades, we've created some of the most innovative, significant master-planned developments and communities within the United States.

As a private company, we have a unique ability to establish long-term visions for the projects we undertake, while keeping a constant focus on high quality and sustainability. It's a hallmark that we are proud of and one we believe sets us apart from others within the industry.

Our pioneering spirit, coupled with a philosophy of focusing on what can be done, has enabled us to develop and acquire projects that deliver maximum return for our customers, partners and community stakeholders. This spirit has also enabled us to embark on some of the single largest developments in the nation, including AllianceTexas and AllianceCalifornia. Each of these endeavors has dramatically changed the landscape of the communities in which they are located, and in turn, Hillwood has played a significant role in defining what a successful partnership can achieve.

Hillwood Investment Properties provides an unparalleled set of skills within the real estate industry. In addition to deep market knowledge and experience with intricate negotiations, we strive to build creative and flexible solutions for our customers, working with sophisticated corporate residents to understand and satisfy their specific operational needs. Moreover, we know how to integrate strategic cor-

porate services, supply chain systems, business and community amenities, and other services to support those uses. Whether companies need assistance with site-selection, land development, leasing, real estate investment, build-to-suit, government relations, construction or property management, we deliver strategic solutions and best-in-class service. Bringing relationships, core-assets and enhanced services together, our team executes and delivers commercial sites and facilities to market expediently.

Today, Hillwood has operations in 29 states. Our office and industrial portfolios span 13 markets in 13 states, representing some of the most successful endeavors within the industry. Hillwood has expertise with a diverse product type including: office, industrial, logistics hubs, airports, air facilities /hangers, intermodal, remediation /brownfield development, data centers, call centers, high rise hotel/residences, golf courses/communities, mixed use developments and arenas.

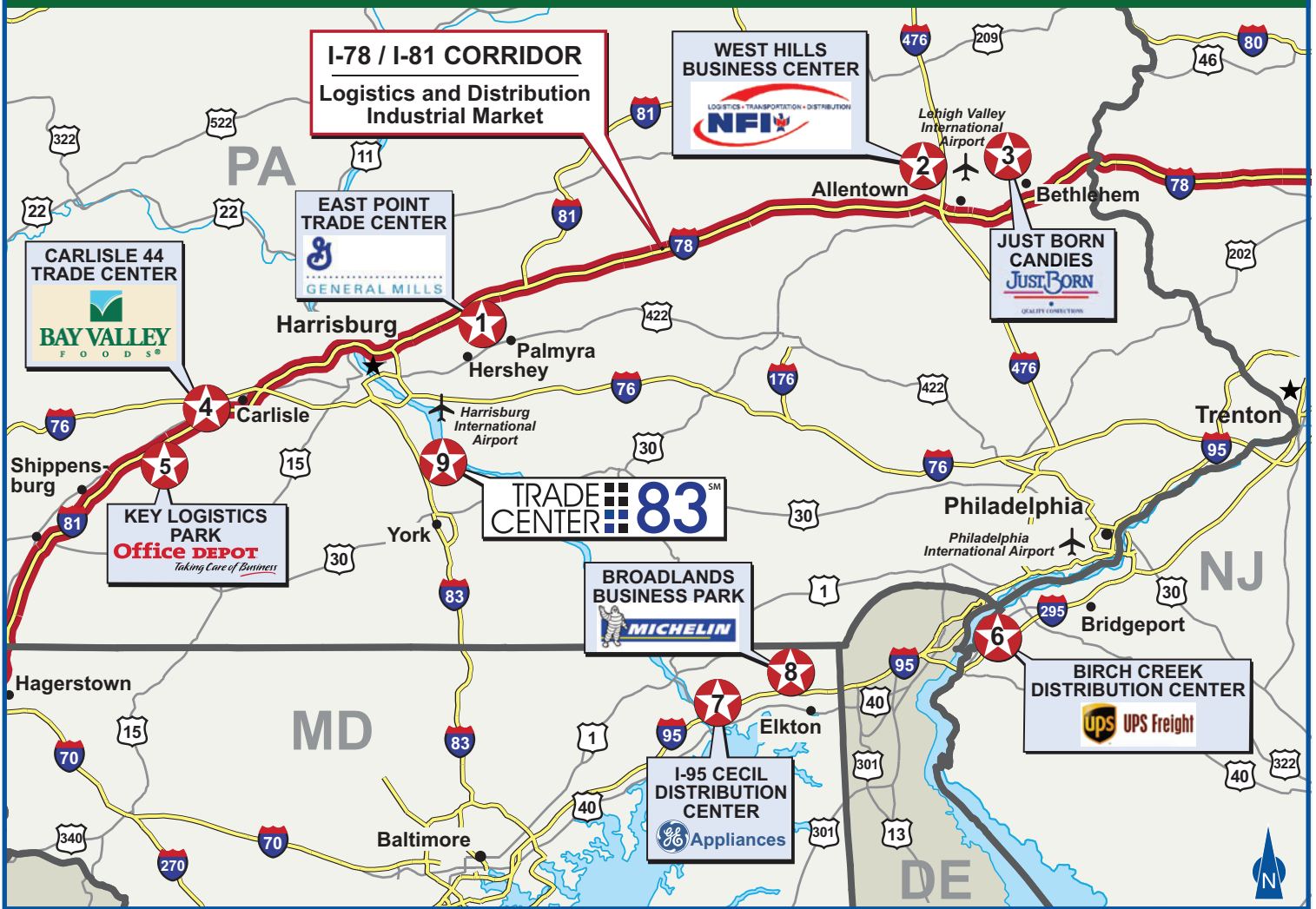
Hillwood Construction Services' client list includes more than 85 Fortune 500, Global 500 and Largest U.S. Private Companies including Amazon, Best Buy, Bell Helicopter, Bridgestone Firestone, FedEx Freight, Fidelity Investments, General Mills, General Motors, Home Depot, Mattel, Michelin, PepsiCo and UPS.



HILLWOOD OVERVIEW

A COMMITMENT TO PENNSYLVANIA AND THE NORTHEAST CORRIDOR

Hillwood Northeast U.S. Projects



HILLWOOD NORTHEAST U.S. PROJECTS		
PROJECT	PROJECT SIZE	STATUS / TENANT
1. East Point Trade Center	Bldgs A & B – 1,400,000 S.F.	General Mills
	Bldg C – 375,000 S.F.	Planning
2. West Hills Business Center	± 1,300,000 S.F.; Approved Development	Fully Approved
	Bldg A – 980,000 S.F.; Complete / Sold	NFI / Ocean Spray
	Bldg B – 231,673 S.F.; Spec Construction	Completion Q-1 2015
	Bldg D – 435,495 S.F.; Spec Construction	Completion Q-1 2015
3. Just Born	602,500 S.F.; Acquisition Renovation	Just Born Candies
4. Carlisle 44 Trade Center	602,500 S.F.; Acquired / Sold	Bay Valley Foods
5. Key Logistics Park	1,170,000 S.F.; Acquired / Sold	Office Depot
6. Birch Creek Distribution Center	597,232 S.F.; Acquired	Immediate Availability
7. I-95 Cecil Distribution Center	1,004,000 S.F.; Acquired	GE Appliances
8. Broadlands Business Park	756,690 S.F.; Acquired	Michelin
9. Trade Center-83	± 1,209,000 S.F.; Approved Development	Fully Approved
TOTAL PROJECTS	10 MILLION S.F.	



Todd Platt Chief Executive Officer, Hillwood Investments

Todd Platt is Chief Executive Officer of Hillwood Investments, which encompasses all of Hillwood's industrial, residential and investment business in locations other than Alliance Texas. Under Platt's leadership, Hillwood has purchased and developed 82 million square feet of industrial and office property. Additionally, Hillwood owns and controls land around the U.S. for the development of 75 million square feet of industrial buildings, making Hillwood one of the top two largest controllers of industrial land positions in the country. Hillwood is also active in Hawaii, Europe and Costa Rica. Since joining Hillwood in 1999, Platt has been involved in sale/lease and development transactions valued at approximately \$9 billion. Platt entered the industrial real estate business in the Dallas/Fort Worth market in 1981. An active member of the local real estate community, he served as president of the NAIOP Commercial Real Estate Development Association's North Texas chapter in 2007. Platt attended the University of Missouri, where he studied general studies and real estate.



Tal Hicks President, Hillwood Investment Properties

Since 1998, Tal Hicks has overseen the creation and growth of the company's Hillwood Investment Properties division. Over the past fifteen years, Hillwood Investment Properties has developed 36.3 million S.F. and manages over 29.9 million S.F. of industrial space. In addition to developing properties in 10 cities in North Texas, Hicks has led the growth in new markets for Hillwood, such as the Southaven, Mississippi/Memphis, Tennessee market; Southern California; Central Pennsylvania; Southern New Jersey; Atlanta, Georgia; Jacksonville and Orlando, Florida; Indianapolis, Indiana and Phoenix, Arizona. After graduating Cum Laude from the University of Mississippi with a Bachelor of Accounting degree in 1984, Hicks earned an M.B.A. from the University of Texas in 1987.



Gary Frederick Senior Vice President, Development

In 1999, Gary joined Hillwood Investment Properties to manage large scale industrial development projects. Gary currently heads up Hillwood's Harrisburg, PA office as Market Officer for land development and investment in the Northeast. Gary's accomplishments include the development and construction of more than 7 million S.F. of industrial properties and the acquisition of more than 4 million S.F. of industrial properties in the Northeast. Gary led the land development and entitlement process on 700+ acres of land, including market analysis, land acquisition, financing, zoning, infrastructure, public financing, economic impact analysis, planning / engineering and permitting. Prior to joining Hillwood, Gary was Director of Logistics for The Walt Disney Company. In that role, he planned and implemented two state-of-the-art distribution facilities totaling 1.2 million S.F. Gary also has 16 years experience working in manufacturing and logistics / distribution in various engineering and management capacities. Gary graduated with honors from Clemson University in 1979, receiving a Bachelor of Science degree in Economics.



Joe Bass Senior Vice President, Development

Overseeing development for Hillwood Investment Properties, Joe has more than 30 years of integrated experience in design, construction and real estate development. He is a registered architect and has been involved with the development of over 26 million S.F. of office, healthcare, and industrial product in his career and completed 12 million S.F. of industrial development at Hillwood. Prior to joining Hillwood, Joe was a practicing architect with HKS and later served as a senior construction manager with the Trammell Crow Company. Joe graduated from Texas A & M University in 1983 with a Bachelor of Science in Environmental Design, is a member of the American Institute of Architects and is a LEED® Accredited Professional.



Mac Utsey Development Director

Since joining Hillwood in October of 2007, Mac has worked with Gary Frederick to help establish a presence for Hillwood on the East Coast. Currently working on developments in Charleston, SC and Eastern Pennsylvania, he has been instrumental in the land development and entitlement of over 500 acres of land, including market analysis, infrastructure, planning, engineering, zoning and permitting. Mac has also been instrumental in the development of 1 million S.F. and the acquisition of over 4.1 million S.F. in the Northeast. Prior to joining Hillwood, Mac worked at Thomas and Hutton Engineering in South Carolina and served in various engineering capacities including Project Manager and Commercial Industrial Market Segment Leader. Mac graduated from Clemson University in 1996 with a Bachelor of Science degree in Civil Engineering, continued on to complete his Masters degree in Civil Engineering in 1998, and received his Professional Engineering registration in 2003.



Chris Fencel Development Director

Chris joined Hillwood in December of 2013 and has focused on the West Hills Business Center development in the Lehigh Valley. He was instrumental in the completion of the first 980,000 S.F. building, delivery to the tenant and disposition of the asset. Chris is leading current development activity and the next phase of construction at West Hills, totaling 660,000 S.F. He also supports Gary Frederick on new development opportunities for Hillwood on the East Coast. Chris's previous experience includes 6 years as Director of Development for Cedar Realty Trust (f/k/a Cedar Shopping Centers, Inc.) and 13 years at Atlantic Realty Companies (ARC) of Vienna, VA. He served in various development capacities, most recently as ARC's Vice President of Development & Construction. Chris has developed over 3 million S.F. of commercial and retail product in the Mid Atlantic Region. Chris graduated from The Catholic University of America in 1989 with a Bachelor of Arts degree in Economics and received his Master of Business Administration degree from George Mason University in 1997.



FOR DEVELOPMENT INFORMATION:



4507 North Front Street
Suite 302
Harrisburg, Pennsylvania 17110
717.232.0200 office
717.232.0202 fax
www.hillwoodinvestmentproperties.com

Gary Frederick
843.576.9409 cell
gary.frederick@hillwood.com

Mac Utsey
843.276.6053 cell
mac.utsey@hillwood.com

FOR LEASING INFORMATION:



Brokerage Services
License# RO301333
5 Capital Drive, Suite 201
Harrisburg, Pennsylvania 17110
717.540.2700 office
717.540.2717 fax
www.cbre.com/harrisburg

Michael A. Hess, SIOR
Senior Vice President
License# RS277579
717.540.2705 office 717.649.5209 cell
michael.hess@cbre.com