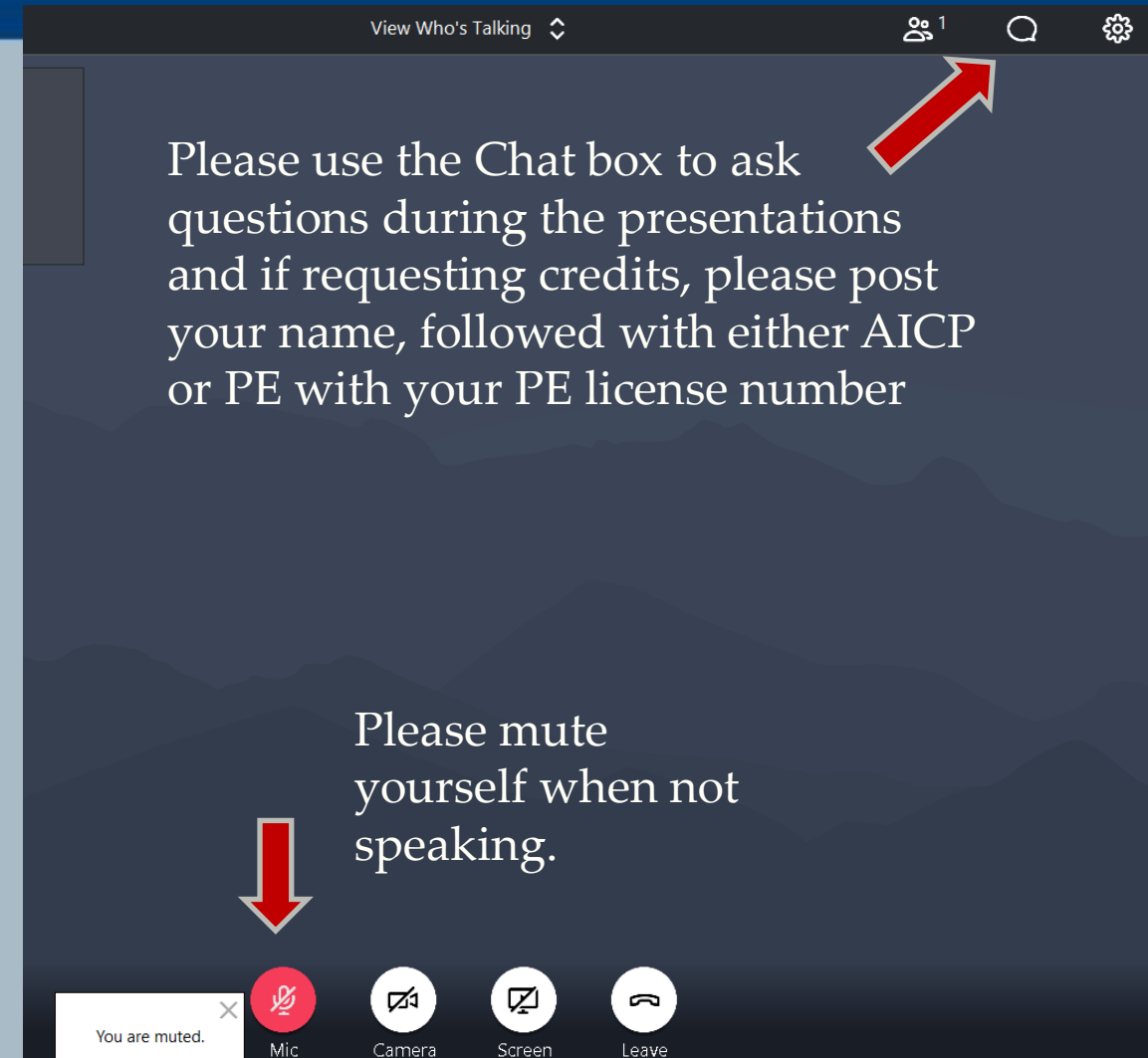






# December 13 Freight Initiatives Committee Agenda






- Roll Call of Members
- Approval of Minutes
- Update on NJTPA Freight Division Activities
- Industrial Real Estate Update and Moderated Discussion
- Overviews:
  - William Waxman, Cushman & Wakefield
  - Jesse Harty, Prologis
  - David Aschenbrand, Cold Storage, Bridge Development
  - Jeff Milanaik, Partner, Bridge Development
- Moderated Discussion
- Two-minute Reports on Freight Activities from Committee Members
- Next Meeting: February 22, 2022 – Annual Rail Freight Update
- Adjournment



View Who's Talking   1  

Please use the Chat box to ask questions during the presentations and if requesting credits, please post your name, followed with either AICP or PE with your PE license number

Please mute yourself when not speaking.

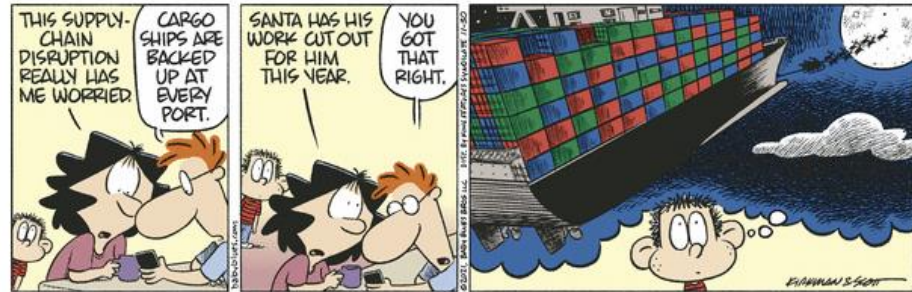
You are muted.   Mic  Camera  Screen  Leave

A screenshot of a Zoom meeting interface. The top bar shows 'View Who's Talking' with a dropdown arrow, a participants icon with '1', a chat icon, and a settings icon. A red arrow points from the chat icon to the text 'Please use the Chat box...'. The main area contains two paragraphs of text. At the bottom, a 'You are muted.' notification is shown next to a red microphone icon with a slash through it. Other icons for Camera, Screen, and Leave are also visible.

# Supply Chains in the Headlines and a Time to Focus on Freight

## How a Cream Cheese Shortage Is Affecting N.Y.C. Bagel Shops

Supply chain problems that have hit businesses across the country now threaten a quintessential New York treat.



Copyright 2021 Baby Blues Partnership. Dist. by King Features Syndicate.



Supply chain crisis now threatening chicken tenders

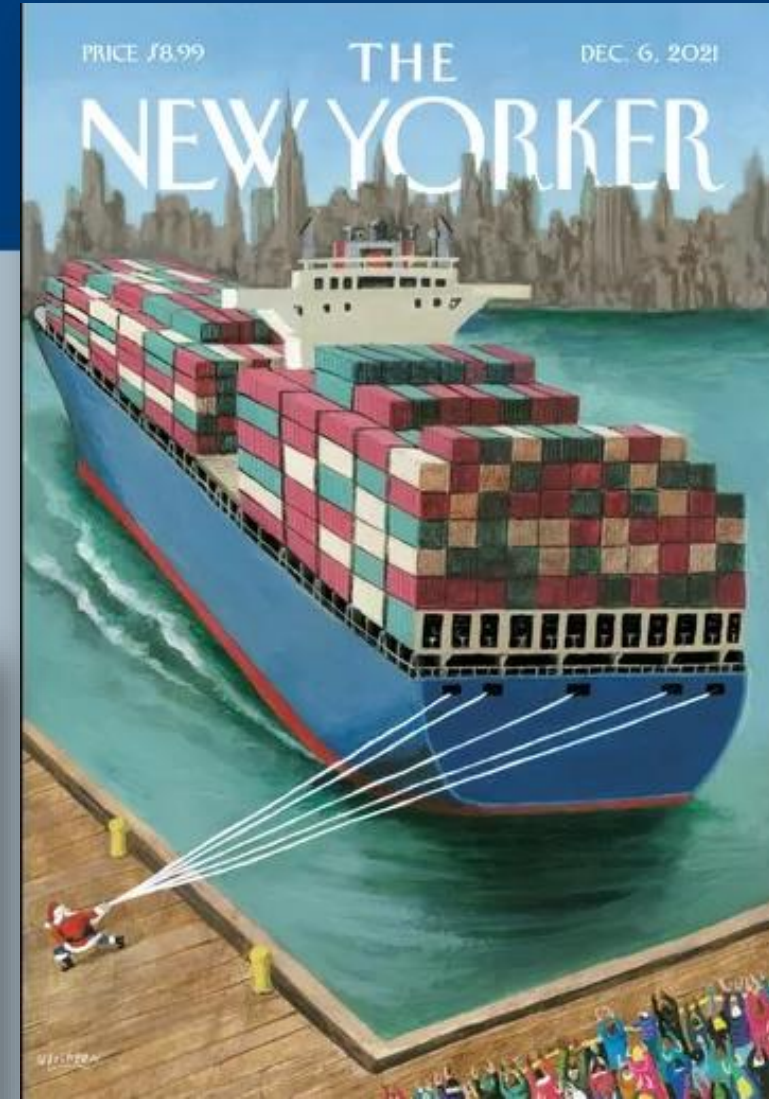


today.com

Supply chain crisis now threatening chicken tenders

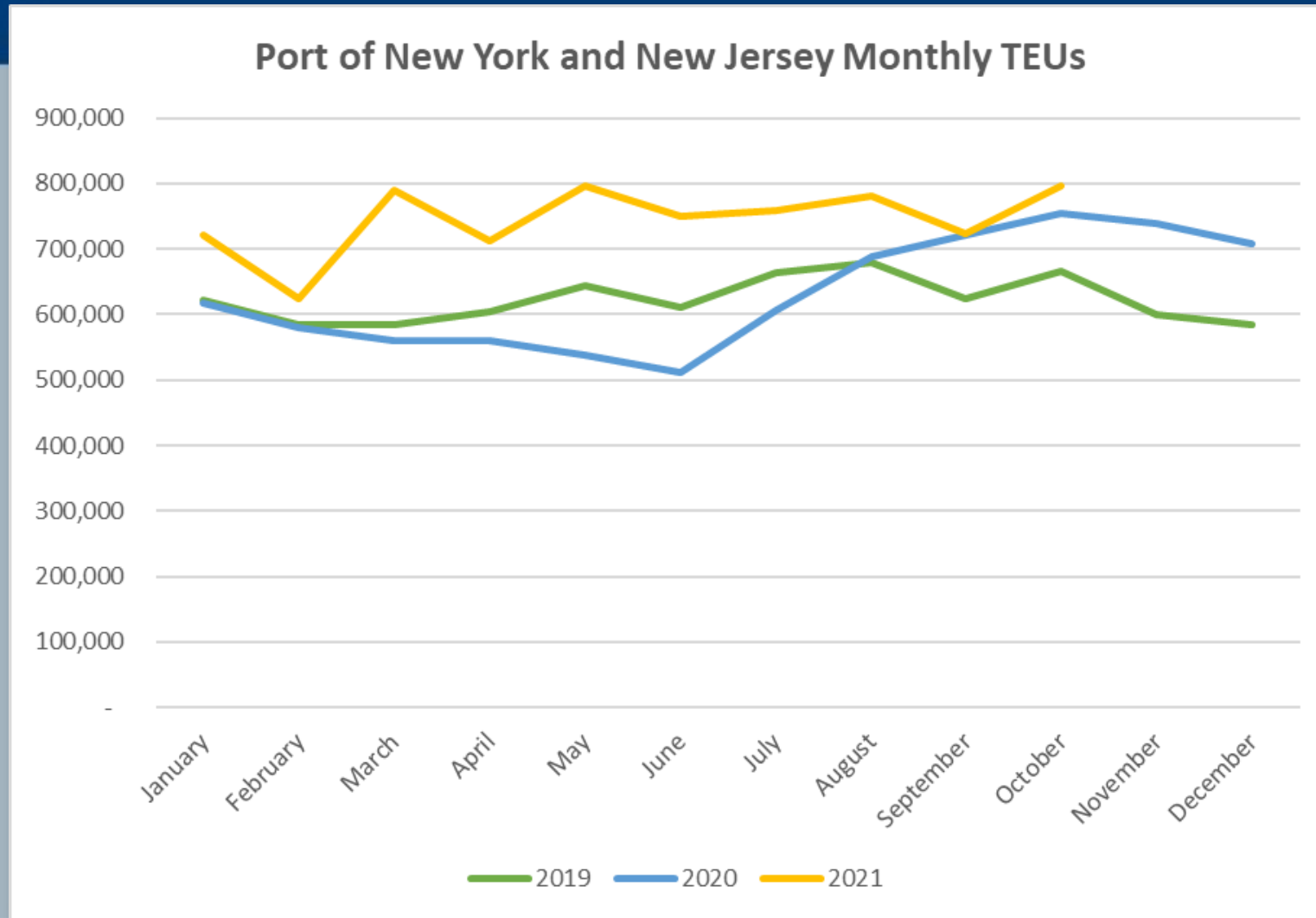
Add chicken tenders, the favorite food of millions of kids, to the list of items becoming harder to find or more expensive due to pandemic-related supply cha...

10:15 AM · Dec 2, 2021 · SocialFlow



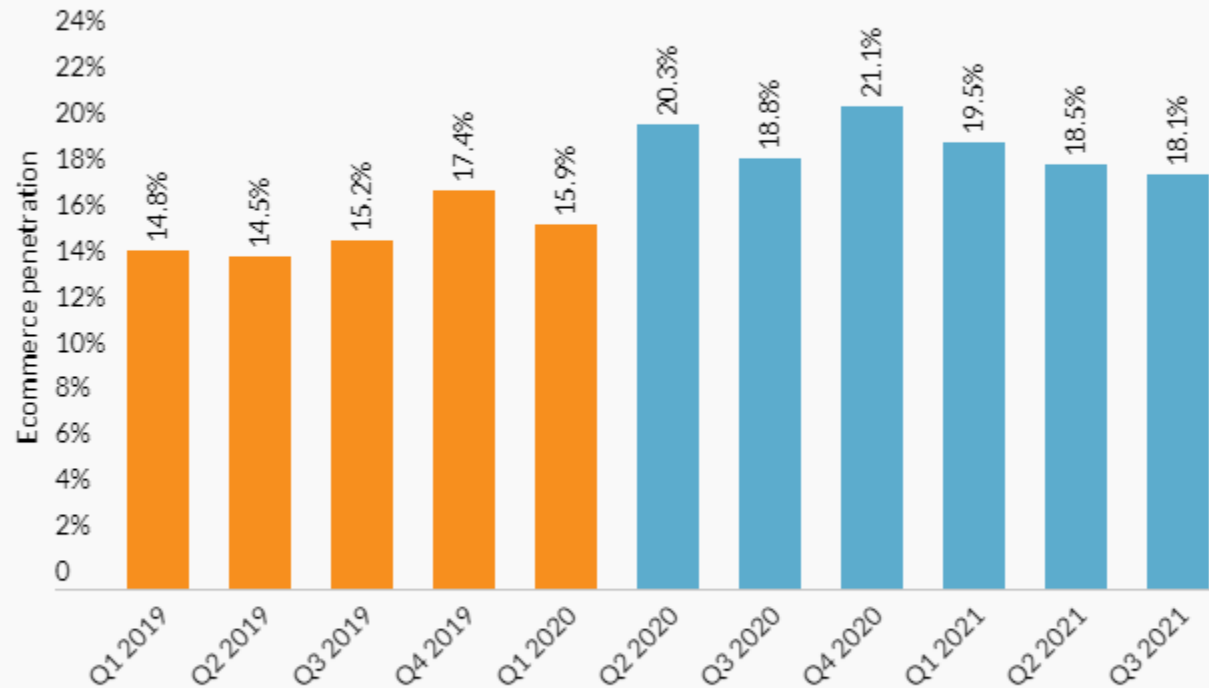
Sources: *The New Yorker*, *The New York Times*, *Today Show*, *Baby Blues*

# Container Activity at all-time highs



# Ecommerce Market Share Remains Strong

Ecommerce's share of total retail sales by quarter, Q1 2019-Q3 2021



Source: Digital Commerce 360 analysis of U.S. Department of Commerce data; November 2021  
\*Total retail figures exclude sales of items not normally purchased online such as spending at restaurants, bars, automobile dealers, gas stations and fuel dealers

# BOPIS is here to stay



**Delivery** includes first- and third-party providers (e.g. Amazon Fresh, Albertsons, FreshDirect, Instacart, Shipt)  
**Pickup** includes in-store, curbside, lockers, and drive up  
**Ship-to-Home** includes common (e.g. FedEx, UPS, USPS) and other parcel couriers

**Sources:** Brick Meets Click/Mercatus Grocery Shopping Survey, Oct 2021; Brick Meets Click Grocery Survey Sep, Aug, Jul, Jun, May, Apr, Mar, Feb, Jan 2021; Nov, Aug, Jun, May, Apr, Mar 2020; and Aug 2019



Source: <https://www.supermarketnews.com/online-retail/us-online-grocery-sales-level-october>

# NJTPA Freight Division Update

- FY 2021 Freight Concept Development Program
  - Developing alternatives for Bound Brook and Roxbury studies
- Freight Rail Grade Crossing Assessment Update started



# Industrial Real Estate Overviews and Discussion

- Overviews:
  - William Waxman, Cushman & Wakefield
  - Jesse Harty, Prologis
  - David Aschenbrand, Cold Storage, Bridge Development
  - Jeff Milanaik, Partner, Bridge Development



- Moderated Discussion

A screenshot of a Zoom meeting interface. At the top, it says "View Who's Talking" with a dropdown arrow, a "1" next to a person icon, a search icon, and a settings gear icon. A red arrow points from the text "Please use the Chat box to ask questions during the presentations and if requesting credits, please post your name, followed with either AICP or PE with your PE license number" to the search icon. Below this, another red arrow points from the text "Please mute yourself when not speaking." to the "Mic" button in the bottom toolbar. The toolbar also includes "Camera", "Screen", and "Leave" buttons. A "You are muted." notification box is visible in the bottom left corner of the toolbar area.

View Who's Talking ▾ 1 🔍 ⚙️

Please use the Chat box to ask questions during the presentations and if requesting credits, please post your name, followed with either AICP or PE with your PE license number

Please mute yourself when not speaking.

You are muted. ×

Mic Camera Screen Leave

# FREIGHT INITIATIVES COMMITTEE

DECEMBER 2021

Presented by:

Bill Waxman  
Vice Chair  
Cushman & Wakefield



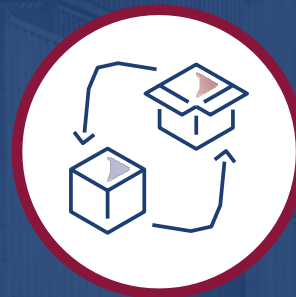


# DOMINANT

## MARKET DRIVER TYPES OF TENANTS



LAST MILE



RETAIL & DISCOUNT RETAIL



HOME GOODS &  
CONSUMER PRODUCTS



3PLS &  
FULFILLMENT



COLD CHAIN  
FOOD & BEVERAGE



E-COMMERCE

# OCCUPIER

## BUILDING REQUIREMENTS TRENDS

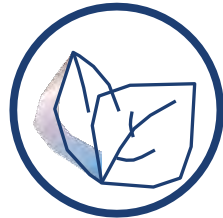
2021 & BEYOND



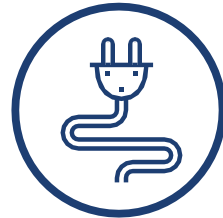
CUBIC VOLUME



PARKING



LEED



POWER



PEOPLE/LABOR



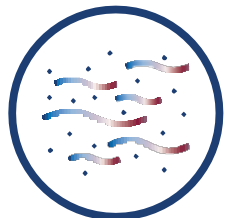
LED



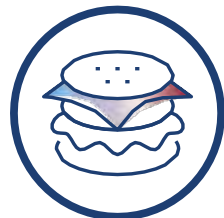
A/C



DOCK  
PACKAGES



IMPROVED HVAC/  
AIRCHANGES



AMENITIES

CAFETERIA  
GYM  
SHOWERS

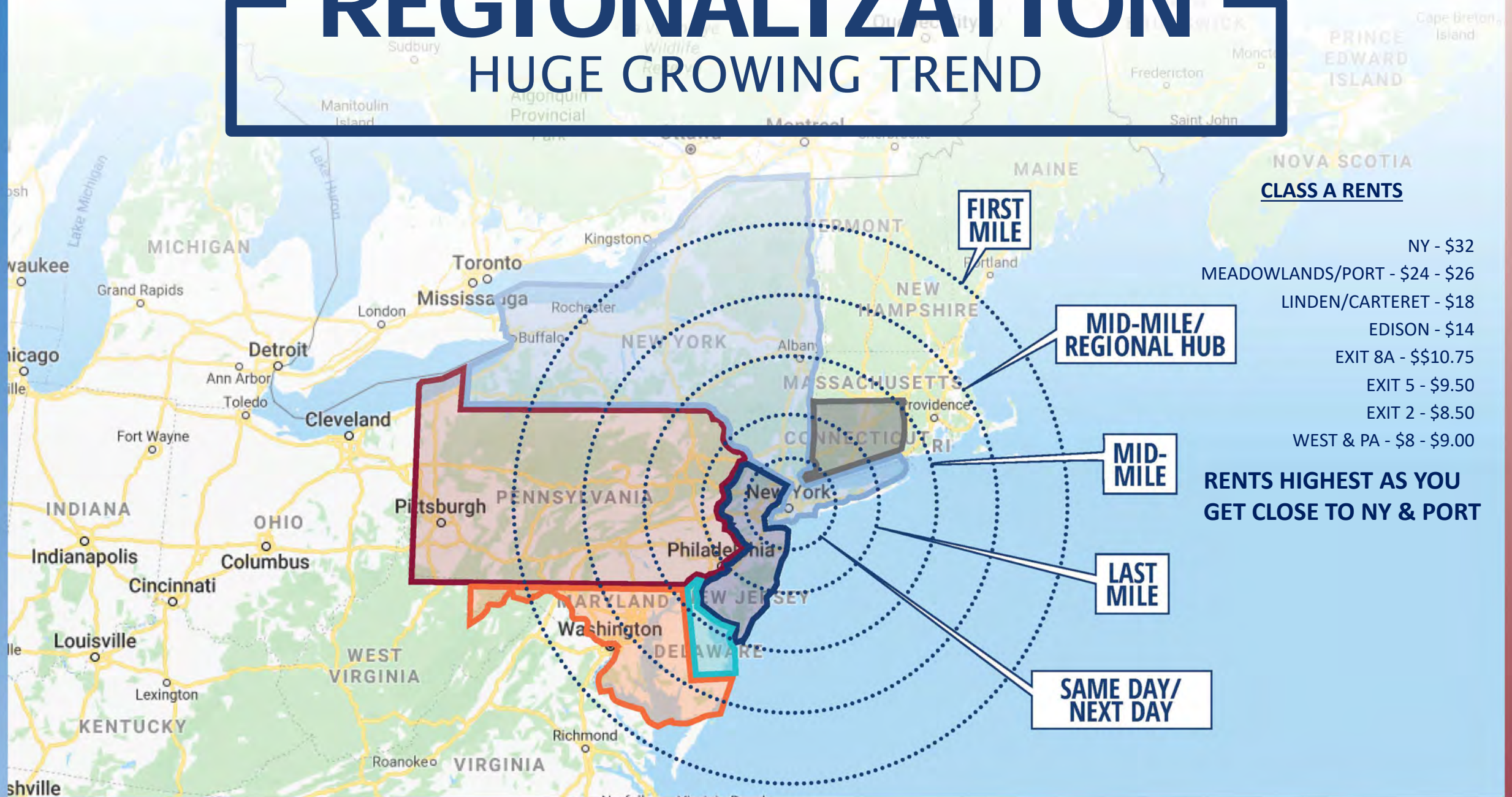
CHILD CARE  
MASSAGE  
PET CARE

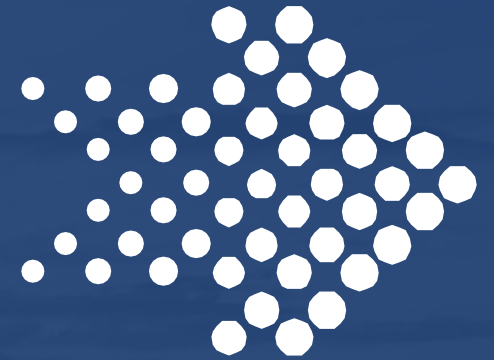
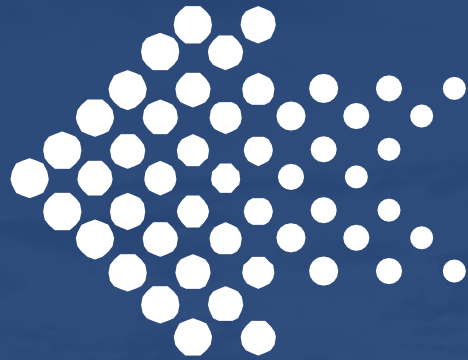
TO ATTRACT &  
MAINTAIN LABOR



# REGIONALIZATION

## HUGE GROWING TREND





# OUTLOOK FOR INDUSTRIAL

WHAT DIRECTION IS INDUSTRIAL HEADING IN?



RENT \$'s



VACANCY



PIPELINE



PORTS



STORM CLOUDS



CONGESTION



INFLATION SHORTAGES

# THANK YOU!

---

FOR MORE INFO:

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VICE CHAIR, CUSHMAN & WAKEFIELD  
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C: +201 394 9989  
[BILL.WAXMAN@CUSHWAKE.COM](mailto:BILL.WAXMAN@CUSHWAKE.COM)





# Freight Initiatives Committee / Annual Industrial Update Meeting Prologis (Landlord) Perspective

December 2021

Jesse Harty, SVP – Market Officer



# Prologis at a Glance

1983

Founded

\$177<sub>B</sub>

Assets under management

100<sub>GLOBAL</sub>

Most sustainable corporations

15<sup>th</sup> in U.S., Top Real Estate Company

994<sub>MSF</sub>

On four continents

PLD<sub>NYSE</sub>

S&P 500 member, #83

4,675

Buildings

A3/A-

Credit rating

5,500

Customers



## Trends: Landlord Side

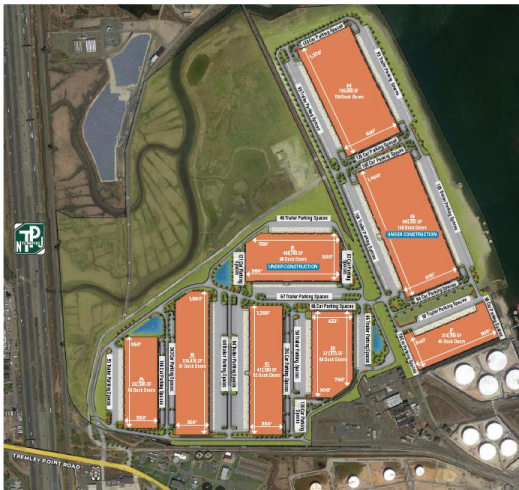
- Port and Population drive NJ industrial
- Record setting rents continue spurred by unsatiated user demand
- Record setting low vacancy
- Smaller users in the Meadowlands have returned as NYC comes back to life
- New Jersey is now one market, not just South, Central and North
- Users need to be in and running ASAP
- Bigger buildings the better with 40' clear and ample car / trailer parking
- Fleet Management / Trailer Parking Uses
- Repurposing other property types in industrial
- Labor, Labor Labor....



# Prologis' Community Workforce Initiative (CWI)

- Prologis collaborates with local workforce programs to provide mentorship, skills training, internships and job placement services for people interested in pursuing careers in logistics, distribution and transportation.
- Through CWI partnerships, we are helping our customers address labor needs and expand their talent pipelines.
- In addition to serving our customers, the initiative is structured to enhance local economies and help create career opportunities in the communities where we do business.
- For New Jersey, Newark Alliance/CareerWorks was selected as one of 15 communities across the US to launch and implement the Prologis Community Workforce Initiative.

# Development in New Jersey



## Linden Logistics Center

- Advance and Greek
- Linden / Exit 12
- 8 buildings / 4.1M SF
- 840K SF & 480K SF Completed
- 473K SF, 373K SF & 735K SF - UC



## Kingsland Meadowlands

- Forsgate and Russo
- Lyndhurst / Exit 16W
- 5 buildings / 2.8M SF
- Site work for 300k SF & 900k SF

## Prologis Development:

- 38 Market
  - 414K SF (I-80 / Elmwood Park)
- 357 Wilson
  - 143K SF (Newark / Exit 14)
- 1800 N Route 130
  - 150K SF (Burlington / Exit 6)
- Commodore Phase I
  - 455K SF (Swedesboro / Exit 2)

## Prologis Availabilities:

- 270 Daniels Way
  - 720K to 1m SF (Florence / Exit 6)
- 1 Jebara Way
  - 293K SF (Monroe / Exit 8A)
- 4700 Island Avenue
  - 255K SF (Philadelphia)

# NYC Boroughs: Multi-Story Developments



## 640 Columbia

- Dov Hertz & Goldman Sachs
- 300K SF on 3 levels
- Tenant: Amazon
- Status: Completed



## 2505 Bruckner

- Innovo Property Group
- 600K SF on 2 levels
- Tenant: None
- Status: Completed



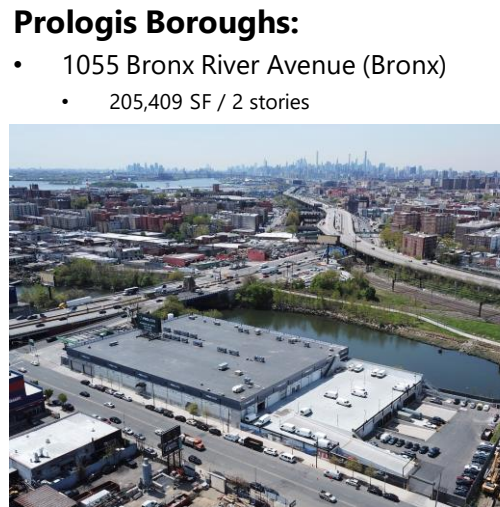
## 55-15 Grand Ave

- RXR & LBA
- 1.1M SF on 3 levels
- Tenant: Amazon
- Status: Completed



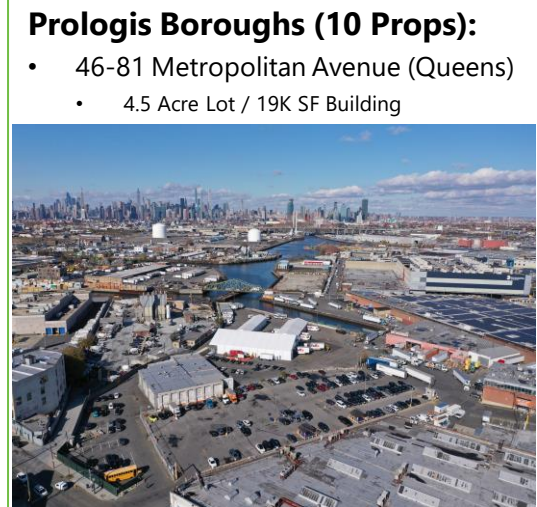
## 980 E 149<sup>th</sup> Street

- Turnbridge Equities & Dune RE
- 1.2M SF on multi-levels
- Tenant: None
- Status: Under Construction



## Prologis Boroughs:

- 1055 Bronx River Avenue (Bronx)
  - 205,409 SF / 2 stories



## Prologis Boroughs (10 Props):

- 46-81 Metropolitan Avenue (Queens)
  - 4.5 Acre Lot / 19K SF Building

# Regional Market Comparisons

|                            | Square Footage | Vacancy %   | Population | Port TEUs | Net PSF Rents           |
|----------------------------|----------------|-------------|------------|-----------|-------------------------|
| <b>New Jersey</b>          | <b>800M</b>    | <b>2.0%</b> | <b>20M</b> | <b>7M</b> | <b>\$7.00 - \$20.00</b> |
| Central PA / Lehigh Valley | 476M           | 5.8%        | 5M         | -         | \$5.00 - \$8.00         |
| Baltimore                  | 180M           | 4.8%        | 9M         | 3M        | \$7.00                  |
| Atlanta                    | 660M           | 4.6%        | 6M         | 4M / 2M   | \$5.00                  |
| South Florida              | 330M           | 4.0%        | 5M         | 2M        | \$10.00                 |



**North American Cold  
Storage Demand Overview  
December 2021**

# Dave Aschenbrand - Background

- Lineage Logistics – Eastern US Director
  - 18 months
- Preferred Freezer Services – East Coast Sales Manager
  - 9 years
- C.H. Robinson – New Business Development Team Lead
  - 7 years
- Abel-Womack – Core Product Territory Rep
  - 5 years

# Supply Chain in the News

- We're on the cover of the NY Times!
- 60 Minutes Special
- All over LinkedIn
- Washington's attention – Infrastructure and Logistics
- Next bottleneck

The New York Times

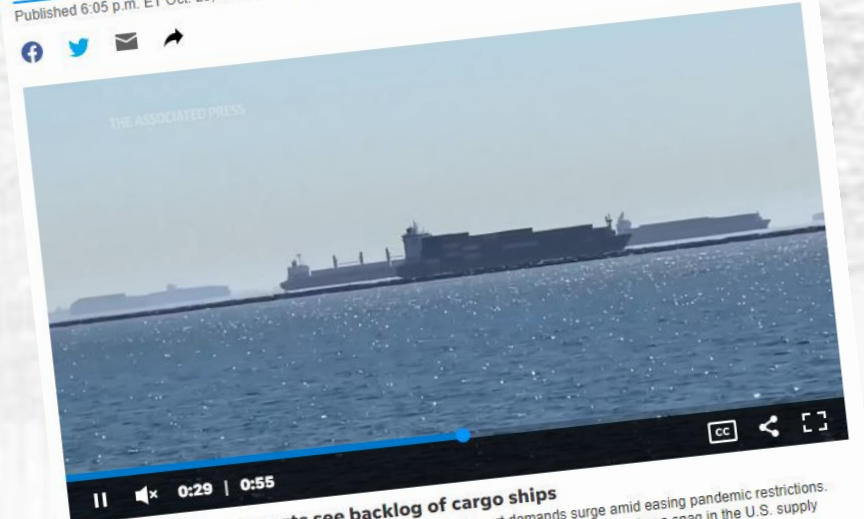
Oct. 15, 2021

## The Great Supply Chain Disruption

The supply chain crisis triggered by the pandemic was supposed to be over by now. It's not.

### Fact check: Around 170 ships waiting to dock in Long Beach, Los Angeles ports

Chiara Vercellone USA TODAY  
Published 6:05 p.m. ET Oct. 29, 2021 | Updated 6:12 p.m. ET Oct. 29, 2021



**Southern California ports see backlog of cargo ships**  
Dozens of cargo ships wait outside ports near Los Angeles as import demands surge amid easing pandemic restrictions. The uptick in shipping traffic is increasing the demand on ports to handle more cargo, forcing a snag in the U.S. supply chain. (Sept. 22) AP

**The claim: Image shows 200,000 cargo containers waiting to dock at Long Beach port**

# Cold Storage's Place in the Supply Chain

- Cold Storage's Roll in the North American Landscape
  - The Edges of the Grocery Store!
- Types of Cold Storage Facilities
  - Standing Inventory/Distribution
  - Grocery
  - Production
  - Final Mile
  - Dedicated
- Consideration for Development
  - Infill Markets
  - Inland
  - Industrial Land – Zoned Tall
- Aging Facility Inventory
- Lack of Cold Throughput = Port Penalties





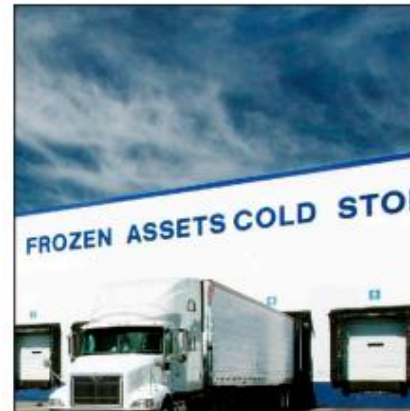
**BRIDGE POINT SAVANNAH**  
SAVANNAH, GA  
285,535 SF



**BRIDGE BURIÉN COLD STORAGE**  
BURIÉN, WA  
241,140 SF



**NORTHLAKE COLD STORAGE**  
NORTHLAKE, IL  
480,464 SF



**FROZEN ASSETS COLD STORAGE**  
2635 SOUTH WESTERN AVENUE  
CHICAGO, IL  
306,798 SF



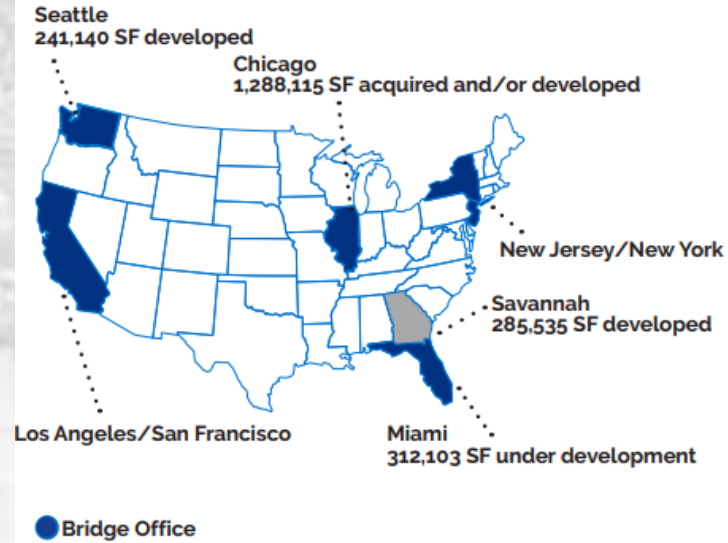
**BRIDGE POINT COLD LOGISTICS CENTER**  
8424 WEST 47TH STREET  
LYONS, IL  
313,899 SF



**BRIDGE POINT COLD LOGISTICS CENTER**  
600 EAST BROOK DRIVE  
ARLINGTON HEIGHTS, IL  
186,954 SF



**BRIDGE POINT COLD LOGISTICS CENTER**  
HIALEAH, FL | 312,103 SF  
CLASS-A COLD STORAGE FACILITY  
DELIVERING Q1 2022



\$409 Million+ in Value

\$150 Million Joint Venture with PGIM Real Estate

7 Cold Storage Facilities Acquired and/or Developed

10 Years Experience in the Cold Storage Space

### NOTABLE COLD STORAGE TENANT RELATIONSHIPS



# Institutional Capitol

- Cold's Historical Arc
- Spec Cold – who, what, where?
- Capitol's Education
- Speed to Market

# Bridge Industrial / Bridge Cold

- Dave Aschenbrand's oversight
- "Talk the talk, walk the walk"
- Our Geographic Targeted Approach
- "First to lease, last to empty"
- JV with PGIM

**Questions, Comments?**

**THANK YOU!**

**BUILDING OFF  
PAST SUCCESS**



**BRIDGE**

# APPRECIATING THE PAST

- The 190-acre site was originally purchased in 1901 by American Smelting and Refining Company (ASARCO) and operated as a copper smelting and refinery facility until 1979.
- Due to a litany of environmental issues that included metals, organic compounds free-phase products, and PCBs in the soil and groundwater, the site sat unused for a long period of time with many firms uncomfortable with the level of contamination.



# BUILDING TOWARDS THE FUTURE

- After successfully remediating the various environmental conditions on the site, Bridge was able to develop nearly 1.3 million square feet across three buildings. Of note, once vertical construction finally commenced on the property, the site attracted numerous tenants including Target, who later leased the largest building of 718,200 square feet.





An aerial, black and white photograph of a large industrial complex. The facility consists of numerous interconnected buildings of varying sizes, some with gabled roofs and others with flat roofs. A prominent tall, thin smokestack rises from the center of the complex. The surrounding area appears to be a mix of industrial and undeveloped land, with some open fields and what looks like a parking lot or staging area in the foreground. The overall scene is one of a well-established industrial site.

# BRIDGE POINT 78

In a similar fashion to ePort, Bridge came across a former industrial facility, previously owned and operated by Ingersoll Rand. With a variety of environmental issues at the property, Bridge saw the vision for what this site with exceptional proximity to the major highways in the Lehigh Valley, could yield.



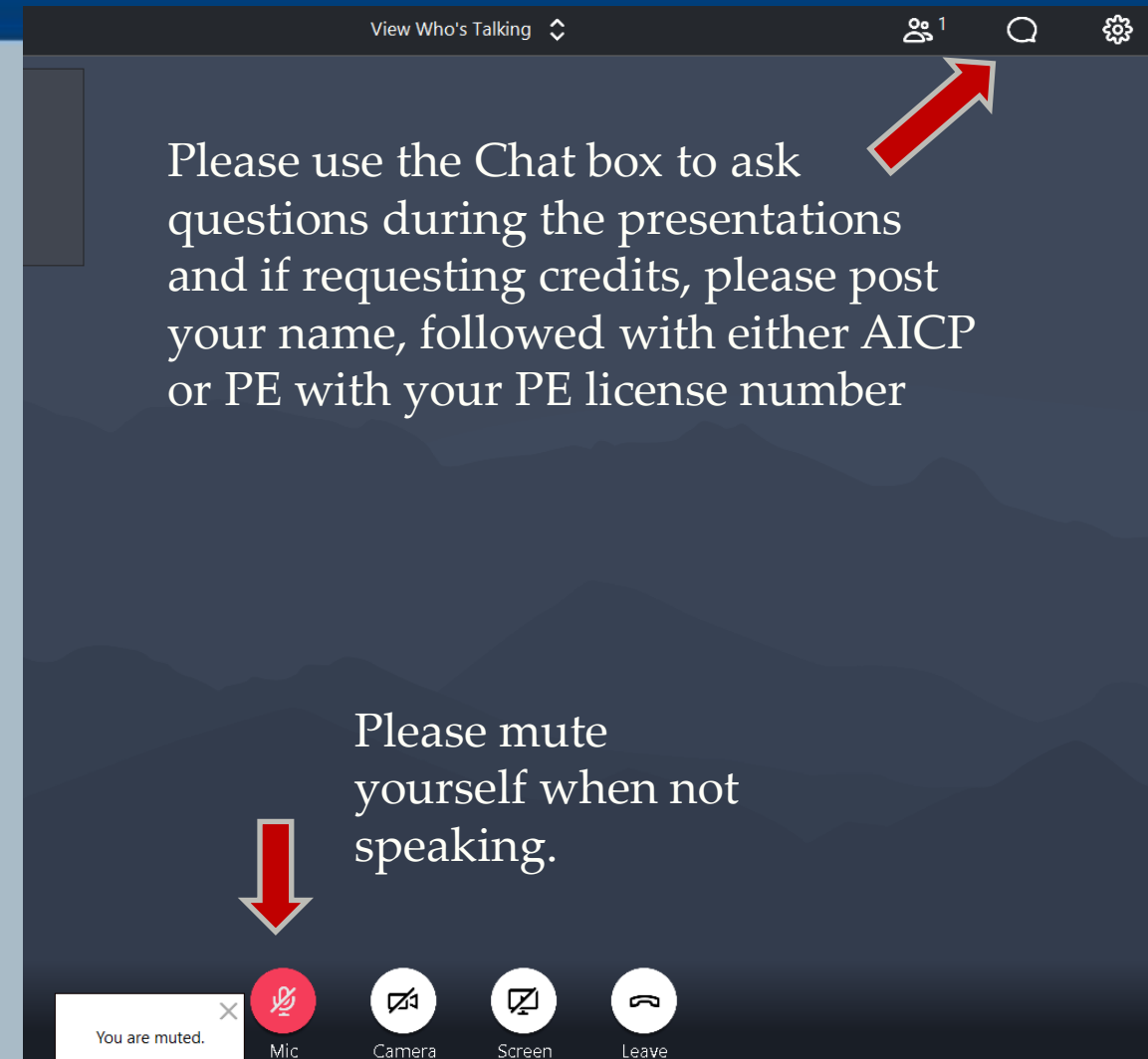
## BRIDGE POINT 78

- Bridge Point 78 will contain a total of approximately 3.85 million square feet that will be delivered over two phases: 2.18 million across four buildings and ~1.67 million between the two central buildings, respectively. Phase I of the project is fully leased to four, single tenant, fully building users. Site work is well underway on Phase II with anticipated delivery in Q3 2022.

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*Thank you. Stay healthy and safe.*

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