

PROJECT SUMMARY



ROCKEFELLER GROUP LOGISTICS PARK

1.2 MILLION SF FEDEX GROUND FACILITY
+/- 3 MILLION SF OF FUTURE DEVELOPMENT

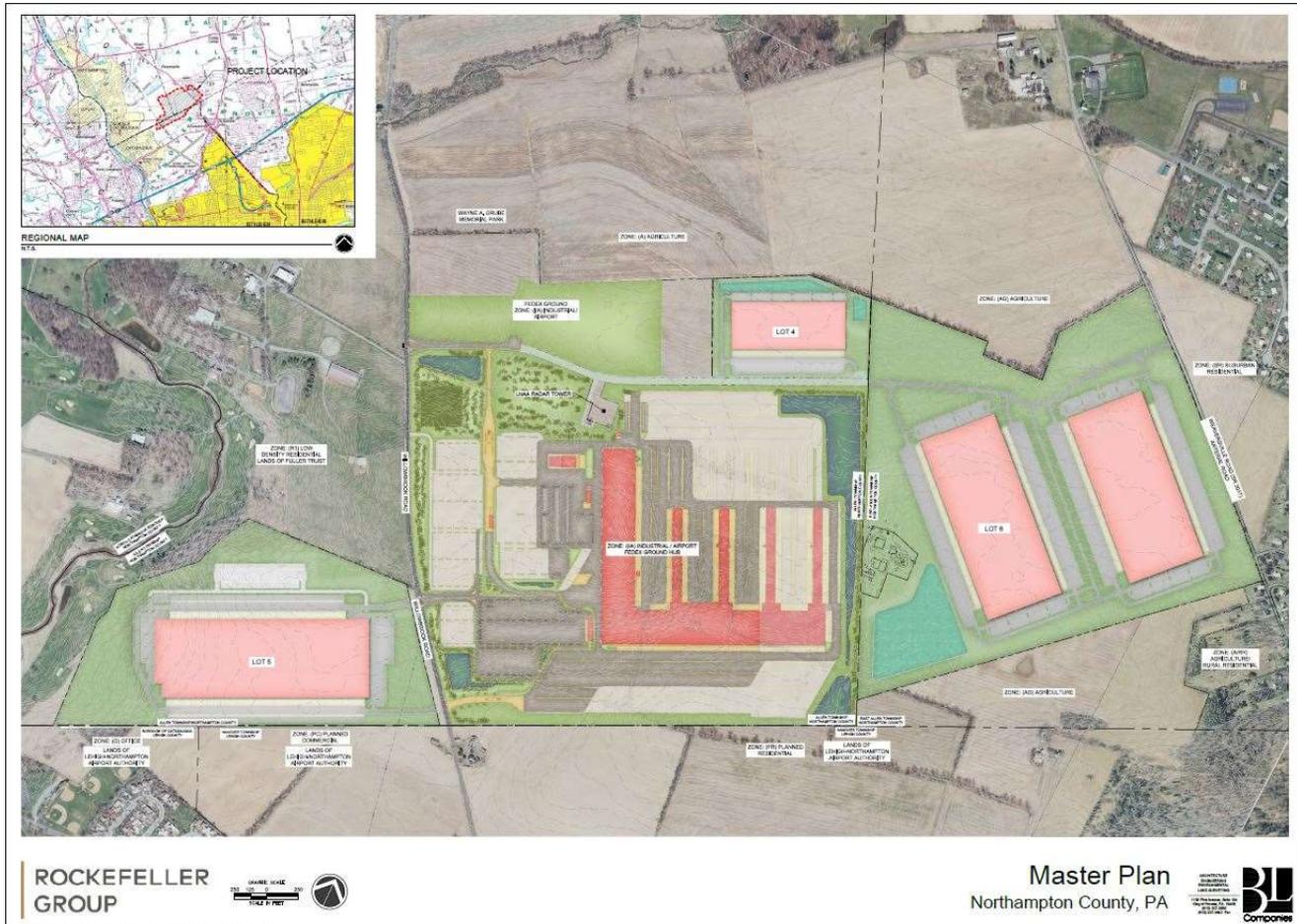
Rockefeller Group is the master developer for 500+/- acres in the heart of the Lehigh Valley spanning across three different townships and two counties. The project includes FedEx Ground's (FXG) largest distribution hub in the world, which will be 1.2 million square feet at full operation. Another 3 million square feet is slated for industrial development by Rockefeller Group.

Rockefeller Group went under contract in 2013 to master plan all 500 acres with Lehigh-Northampton Airport Authority (LNAA) via a public RFP process. Entitlements were pursued for the 260 acre FXG project as the first leg to the project. Complexities on the project include 3 different DOT approvals, 3 township & 2 county approvals, a reverse condemnation court case, 72 ROW takings, acquisitions, or dedications from 37 property owners, negotiating 5 different contracts with the airport board, a private deed restriction removal, and an FAA deed of release.

FedEx Ground closed on the 260 parcel from Rockefeller Group in May, 2016, and is currently under construction and expected to open in 2018. Rockefeller Group is responsible for the construction of the 4 miles and \$45 million of off-site work required on the project.

The future properties under control by Rockefeller are in Allen Township and East Allen Township, adjacent to the FXG facility. Entitlements are in progress, and high demand from e-commerce users is expected.

LEHIGH VALLEY MASTER PLAN



TAKEAWAYS FOR PROJECT SUCCESS

- Sweat the small stuff
- Anticipate the unanticipated
- Commit to the community
- Know what people want before they do
- Persistence & fortitude are key to unlocking success
- Patience, understanding, and listening build trust
- Development means more than just the land
- Everyone involved needs to feel valued...and gain value
- Cost and time contingencies are not optional
- Know your bargaining chips
- Hire local professionals