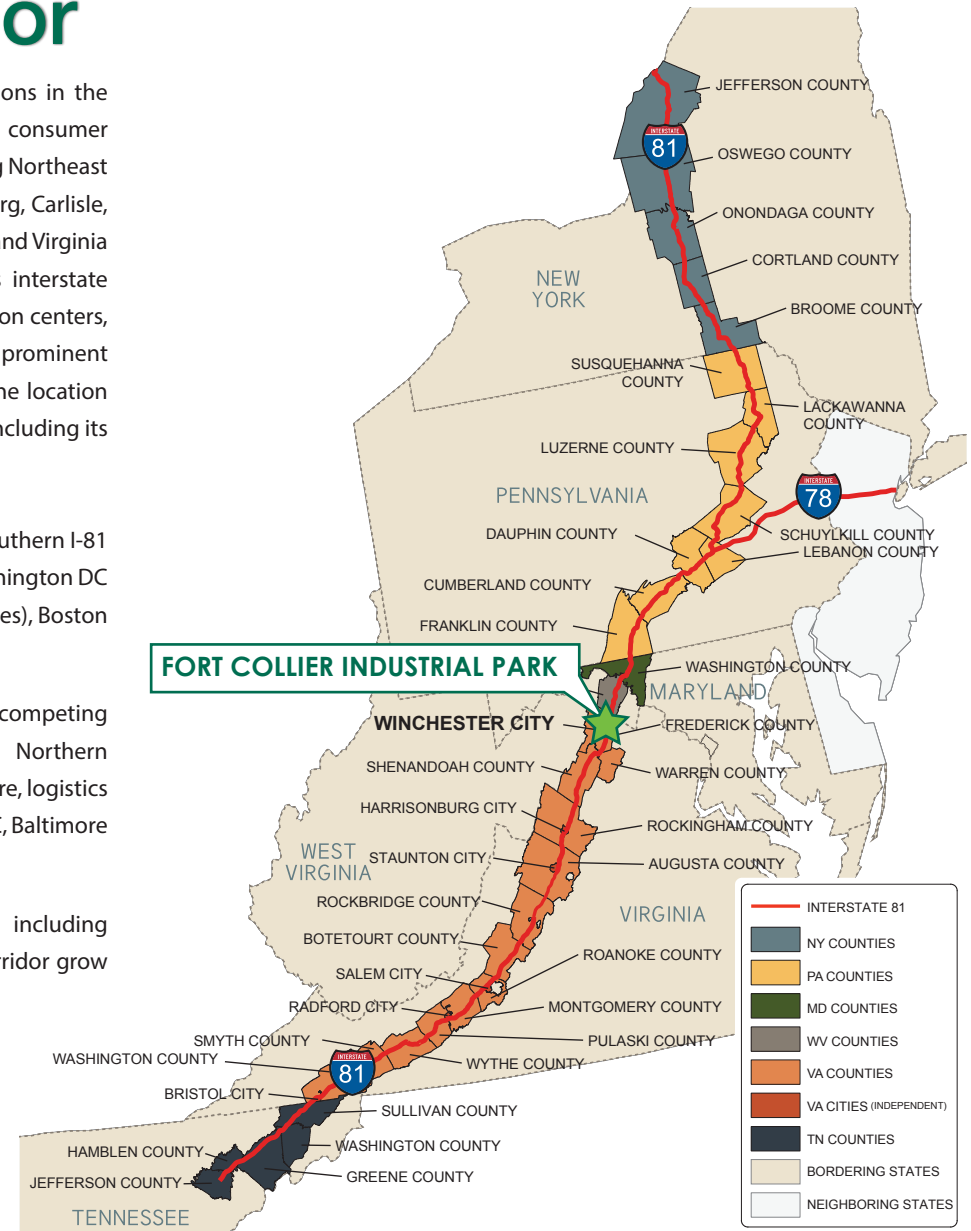


Southern I-81 Corridor

The I-81/ I-78 Corridor is one of the most active and fastest growing locations in the Northeastern United States for warehousing, repackaging and distributing consumer goods. The I-81 Corridor encompasses several critical logistics markets including Northeast PA (Scranton, Wilkes-Barre and Hazleton), Central PA (Harrisburg, Mechanicsburg, Carlisle, York and Chambersburg), West Virginia (Martinsburg), Maryland (Hagerstown) and Virginia (Front Royal, Winchester and Harrisonburg). The critical importance of this interstate highway, and its unique ability to link logistics infrastructure to major population centers, has catalyzed the relocation and/or expansion of some of the largest and most prominent corporations and logistics companies in the world to this corridor. Some of the location benefits of the I-81 Corridor which have contributed to robust tenant activity, including its exceptional leasing activity in recent quarters, are as follows:

- ▶ Over 40% of the nation's population lives within a 600-mile radius of the Southern I-81 Corridor Industrial Market. The Property is located in close proximity to Washington DC (80 miles), Baltimore (108 miles), Philadelphia (210 miles), New York (275 miles), Boston (494 miles) and Toronto (439 miles);
- ▶ There's a distinct and quantifiable benefit in operating costs compared to competing markets such as Washington DC, New Jersey, New York and Philadelphia. Northern Virginia has led the way in this regard given its extremely pro-business culture, logistics infrastructure, cost-competitive labor, and close proximity to Washington DC, Baltimore and the Philadelphia markets.
- ▶ Proximity to, and investment in, critical transportation infrastructure including highways, seaports, rail intermodals, and air cargo has helped the I-81 Corridor grow rapidly.



Southern I-81 Corridor



HIGHWAYS:

The following highways converge along the I-81:

- ▶ I-40 (Tennessee to North Carolina)
- ▶ I-77 (North Carolina to West Virginia)
- ▶ I-64 (Missouri to Virginia)
- ▶ I-66 (Front Royal to Washington DC)
- ▶ I-76 (the Pennsylvania Turnpike - Philadelphia to Pittsburgh)
- ▶ I-78 (New York City, NY to Central PA)
- ▶ I-80 (New York City, NY to Chicago and points west)
- ▶ I-84 (Northeast PA to New England)
- ▶ I-86 (Binghamton, NY to Ohio and Upstate NY)
- ▶ I-90 (Syracuse NY to New England)



RAIL INTERMODAL:

The I-81 Corridor is an integral hub in east-west and north-south freight lines for several major carriers. Specifically, Fort Collier Industrial Park is in close proximity to the Virginia Inland Port, the major intermodal distribution hub for all freight coming into the Port of Virginia. Connectivity through various rail terminals allows access to Norfolk Southern's rail system including:

- ▶ The Crescent Corridor – a 2,500 mile rail network supporting the supply chain stretching from Louisiana to Memphis to New Jersey that is the focus of a \$2.5 billion capital investment project.
- ▶ The Heartland Corridor – a 529 double-stack rail network that links the Port of Norfolk to Chicago via Columbus. Connecting from south to north, the line starts from the Port of Norfolk and passes through Lynchburg, Roanoke intermodal terminal, Bluefield, Welch, Williamson, Prichard intermodal terminal, Kenova, Ironton, Portsmouth, Rickenbacker intermodal terminal and Columbus. From Columbus, it passes via Marion, Bellevue and Fort Wayne to finally reach Chicago.



SEAPORT:

- ▶ The Port of Virginia – The principal facilities of the Port of Virginia are four marine terminals and one intermodal container transfer facility: Norfolk International Terminals, Portsmouth Marine Terminal, Newport News Marine Terminal, APM Terminals Virginia at Portsmouth, all on the harbor of Hampton Roads, and the Virginia Inland Port at Front Royal, Virginia. Port of Virginia offers 50 foot channels able to accommodate post-Panamax vessels and 30 international steamship service lines.
- ▶ The Port of Newark – Elizabeth Marine Terminal is the largest deep water port on the East Coast and serves as the principal container ship facility for goods entering and leaving the New York Metropolitan Area and the entire Northeast quadrant of the United States.
- ▶ The Port of Baltimore – ranked the top port in the nation for handling farm and construction machinery, autos, trucks, imported forest products, sugar, gypsum, and iron ore.

Southern I-81 Corridor



GROUND SHIPPING LOGISTICS:

- ▶ UPS operates at 4 Weems Lane, Winchester, VA (3.5 miles from Subject Site)
- ▶ FedEx operates at 1520 Commerce Street (2.8 miles from Subject Site) and 211 Victory Road in Winchester.



AIRPORT:

- ▶ The Winchester-Frederick area is served by Washington Dulles International Airport (IAD), the nation's third largest transatlantic gateway and one of America's largest and fastest growing international airports. The airport is located approximately 50 miles to the east and is easily accessible by four lane Virginia Highway 7, by U.S. Highway 50 and via the interstate highway system. IAD features more than 140 airline gates which serve more than 24 million passengers each year. Dulles has access to 88 non-stop U.S. destinations and 42 non-stop international destinations. FTZ # 137, a Foreign Trade Zone, and 24-hour customs are available. Over 90 forwarders and service companies are available. IAD offers over 650 daily departures to domestic destinations and nearly 400 weekly departures to international destinations. The airport facility has 7 cargo buildings offering 540,000 square feet of operational space. It is one of the fastest growing airports domestically and internationally.



LABOR:

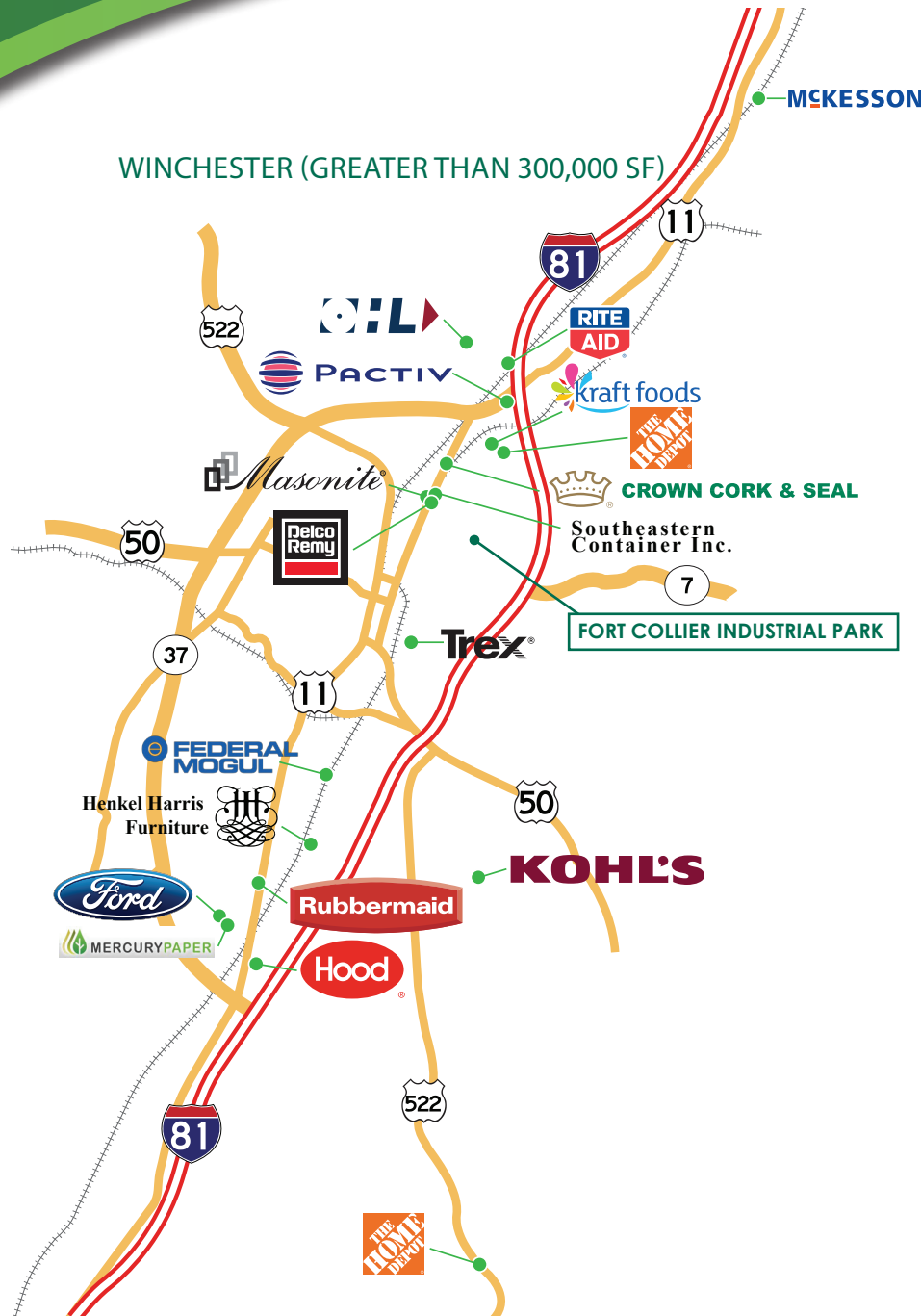
Winchester/Frederick County labor supply is drawn from a 30-mile radius and includes the counties of Shenandoah, Page, Clarke and Warren in Virginia, the counties of Berkeley, Hampshire, Hardy, Jefferson, and Morgan in West Virginia and Washington County, Maryland. This MSA has a very deep and skilled workforce critical for core supply chain processes including warehousing, distributing, repackaging, "pick-and-pack" fulfillment services (particularly for online fulfillment) and assembly.

Given the above factors, as well as the increased inventory of state-of-the-art bulk distribution facilities, a significant number of Fortune 500 companies and other well-known firms have relocated to or expanded within this market to warehouse and distribute goods regionally, super-regionally, nationally and internationally. Please reference the following page for some of the major companies with significant facilities (300,000 SF or greater) in the Southern I-81 Corridor.

Fort Collier Industrial Park



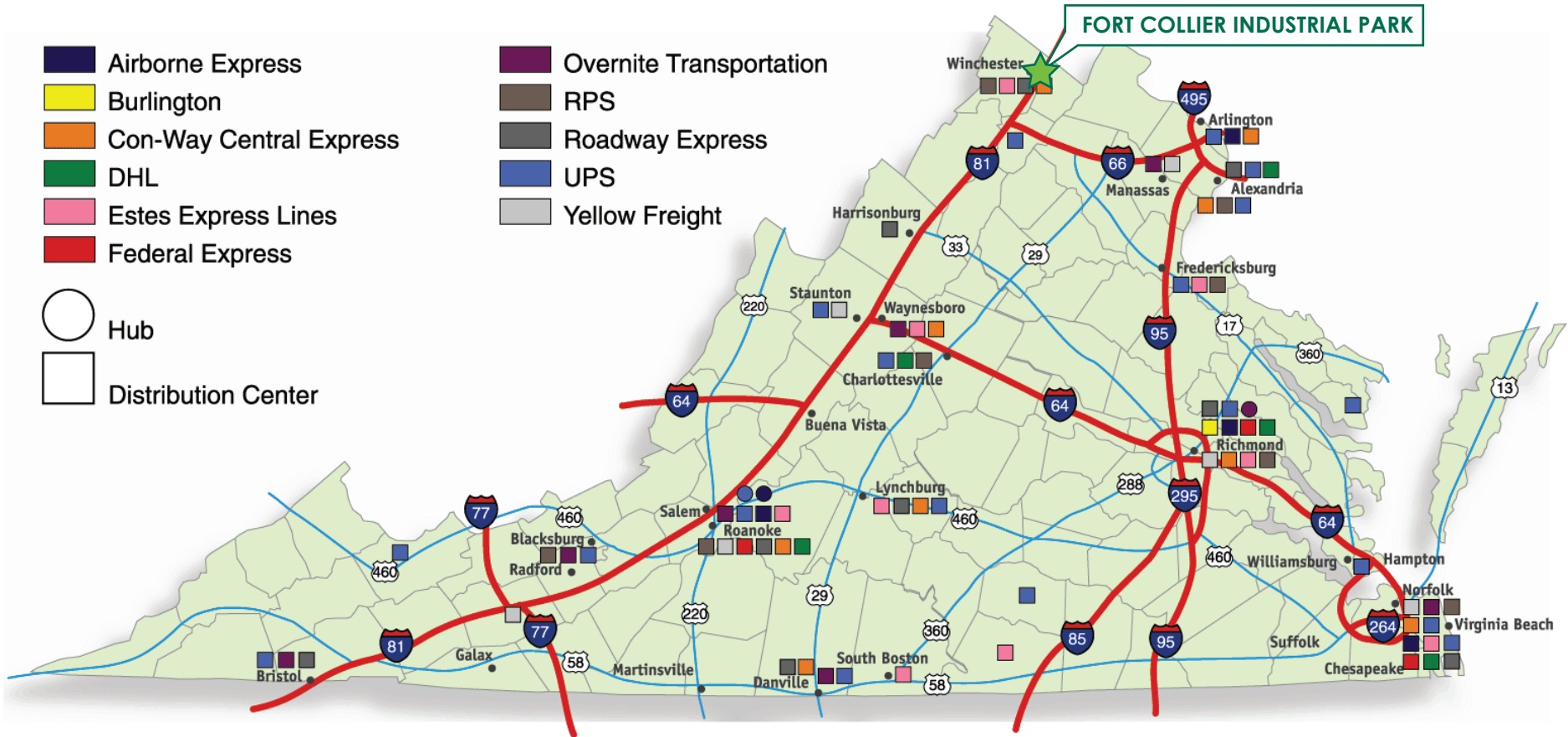
JOHNSON DEVELOPMENT ASSOCIATES, INC.
INDUSTRIAL & MULTI-FAMILY REAL ESTATE DEVELOPERS



WINCHESTER (GREATER THAN 300,000 SF)

Name	Address	Industry	SF
Home Depot	280 Maranto Manor Dr Winchester, VA	Building Supplies	750,000
Rubbermaid Commercial Products	3124 Valley Ave Winchester, VA	Consumer Products	705,000
O'Sullivan Films	1944 Valley Ave Winchester, VA	Vinyl Products	600,000
Home Depot	480 Park Center Dr Winchester, VA	Building Supplies	465,000
Kohl's Department Stores	300 Admiral Byrd Dr Winchester, VA	Distribution Center	425,000
Southeastern Container	265 W Brooke Rd Winchester, VA	Plastic Bottle Manufacturing	420,000
H.P. Hood	160 Hood Way Winchester, VA	Dairy Products	350,000
Pactiv	172 Pactiv Way Winchester, VA	Packaging	350,000
Federal Mogul	2410 Papermill Rd Winchester, VA	Auto Parts	350,000
Kraft Foods	220 Park Center Dr Winchester, VA	Bottling	330,000
Trex	329 Shawnee Dr Winchester, VA	Building Products	310,000
Ozburn Hessey	100 Tyson Dr Winchester, VA	Logistics	300,000
Ford Motor Company	170 Shady Elm Rd Winchester, VA	Auto Parts	255,000
National Fruit Products	701 Fairmont Ave Winchester, VA	Fruit Products	250,000
Henkel Harris Furniture	2983 S Pleasant Valley Rd	Furniture Manufacturing	250,000
Mercury Paper	321 Apple Valley Rd Winchester, VA	Paper and Pulp	200,000
Crown Cork & Seal	1461 Martinsburg Pike Winchester, VA	Bottling	200,000
Masonite	130 W Brooke Rd Winchester, VA	Building Products	200,000
Delco Remy	300 W Brooke Rd Winchester, VA	Auto Parts	175,000
New World Pasta	300 Park Center Dr Winchester, VA	Food Products	165,000
Rite Aid	325 Welltown Rd Winchester, VA	Fixture Distribution	160,000
MIC Industries	390 Airport Rd Winchester, VA	Building Manufacturing	150,000
Carquest	3661 Valley Pike Winchester, VA	Auto Parts	125,000
Quad/Graphics	160 Century Ln Winchester, VA	Printing	100,000

Virginia Trucking Hubs

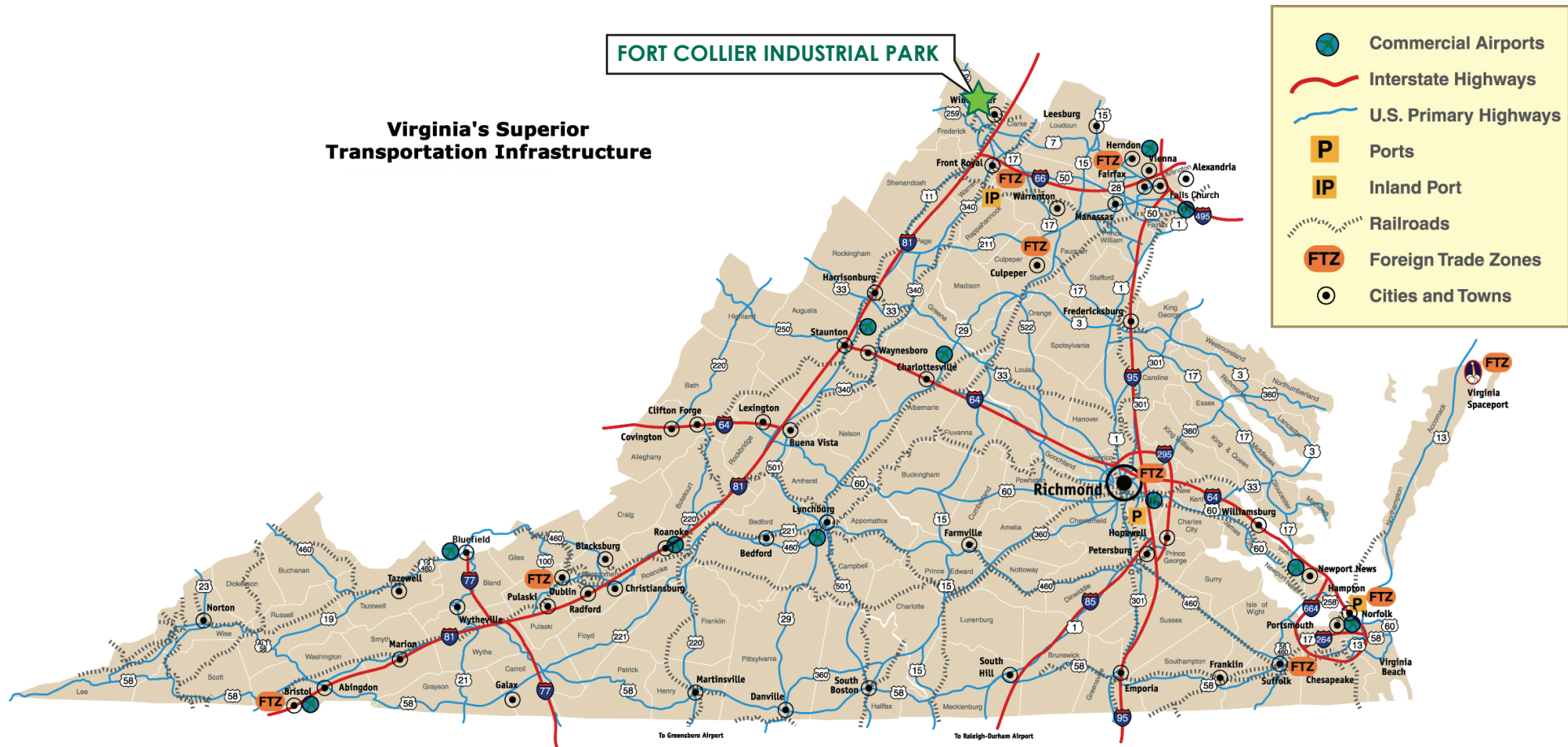




Virginia Transportation Infrastructure

Virginia's Superior
Transportation Infrastructure

FORT COLLIER INDUSTRIAL PARK



- Commercial Airports
- Interstate Highways
- U.S. Primary Highways
- Ports
- Inland Port
- Railroads
- Foreign Trade Zones
- Cities and Towns



Institutional Investors Bulk Warehouse / Distribution

- Clarion
- Cole
- Equity Industrial Partners
- Equus
- Exeter Property Group
- First Industrial
- Founders
- IndCor Properties
- Industrial Income Trust (IIT)
- KTR
- Lexington Realty Trust
- Liberty Property Trust
- PNC
- Prologis
- STAG
- Trammell Crow
- USAA

Advantages of the Southern I-81 Corridor

- ▶ The Commonwealth of Virginia has no tax on manufacturer's inventory. Manufacturers do not pay tax on purchases used for production, and distributors do not pay tax on items purchased for resale.
- ▶ Mean wages in Winchester are 5.8% lower than the national average and 9.4% lower than the Northern I-81 Corridor for employees in the Transportation and Material Moving sector (www.bls.gov).
- ▶ More than 750 jobs created in Winchester since 2012 with six companies making significant investments in the area: Navy Federal Credit Union (400 jobs); McKesson (205 jobs); HP Hood (75 jobs); Kraft (25 jobs); Carmeuse Lime & Stone (25 jobs); M & H Plastics (20 jobs).
- ▶ Three redundant fiber optic pathways and full DS-3 bandwidth fiber optic service parallels I-81.
- ▶ More than 143 million people reside within a 600-mile radius of Winchester (+46% of US Population). That radius covers 6% more of the population than the radius around Harrisburg, PA.
- ▶ Since 2000, the inventory of Modern Bulk/Warehouse Distribution in the Southern I-81 Corridor from Carlisle PA through Rockingham County more than doubled from 26.9 MSF (72 buildings) to 57.4 MSF (131 buildings).
- ▶ Over the same period, Central PA grew from 32.4 MSF (108 buildings) to 52.5 MSF (167 buildings).
- ▶ Over the same period, the Lehigh Valley grew from 16.7 MSF (50 buildings) to 39.6 MSF (105 buildings).