

## OHIO'S ELECTRIC COOPERATIVES CURRENT



### NorthPoint's Logistics Park Ohio Is Ready to Roll

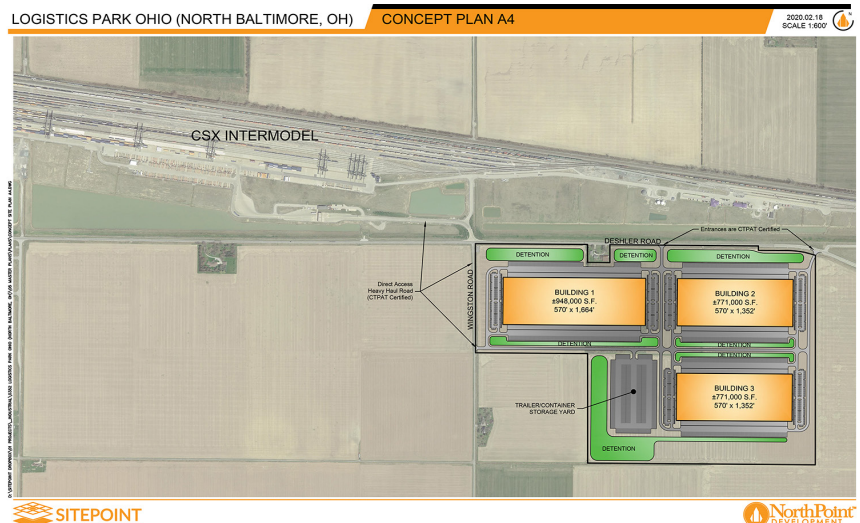
When CSX Corporation announced new growth initiatives for its Northwest Ohio Intermodal Terminal in October 2018, key components of the plan included a new haulage agreement with the BNSF Railway Company and a partnership with NorthPoint Development to build an adjacent logistics park. Fast-forward 18 months, and together with partner JLL, Northpoint is marketing distribution and fulfillment center build-to-suit opportunities in the new Logistics Park Ohio.

#### Strategically located for North American and global trade

The CSX/BNSF haulage agreement allows West Coast cargo to flow straight through Chicago to North Baltimore, Ohio, without a two-to-three day delay at the busy Chicago interchanges, says CSX Regional Development Manager Adam Hess. "Once freight lands at the CSX terminal, it's perfectly positioned to reach nearly 30 million consumers within a 200-mile radius."

#### New logistics park delivers time and service efficiencies

Dan Wendorf, managing director of JLL, is responsible for attracting new users to the industrial park. "NorthPoint Development's logistics park will be a boon to supply chain users, who will reap valuable time and service efficiencies of the CSX/BNSF agreement," he says. "The first phase of the master-planned park encompasses 200 acres and could eventually include over 500 acres."

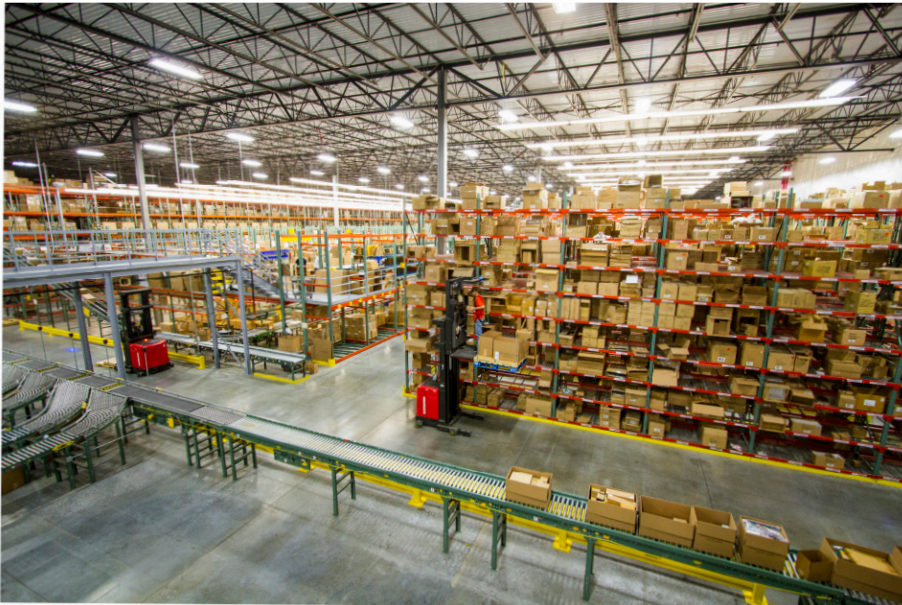


Logistics Park Ohio will include traditional warehousing, distribution, and fulfillment capabilities, as well as value-added services like a container yard and equipment storage, export container stuffing, and transload and breakbulk resources, all with direct access to a heavy-haul local corridor. This suite of new services and support are enabled by the improved train plan and simplified switching operation at the Northwest Ohio terminal.

## **Phase I capital investment expected to reach \$175 million and create 1,500 jobs**

Nate Green is the director of economic development with Montrose Group and serves as economic development consultant for NorthPoint. Green estimates 1,500 jobs will be created over five to seven years in Phase I of Logistics Park Ohio. The initial building will likely be about 500,000 square feet and cost \$30 million. The capital investment for the first phase is expected to total \$175 million.

Based on the type of clients NorthPoint serves, Green says fulfillment centers are the most likely tenants for Logistics Park Ohio. Distribution centers and facilities for Tier 1 automotive suppliers are also expected to be attracted to the park's unique benefits.



NorthPoint is one of the most active industrial development firms in the country, having developed and managed over 74.6 million square feet of Class A industrial product since 2012. NorthPoint's largest customer is General Motors, for whom they have helped develop numerous supplier parks to support its manufacturing operations while substantially reducing operating expenses. Other customers include Amazon, Walmart, Grainger, United Parcel Service, New Balance, Saks Fifth Avenue, Post Consumer Brands, Kubota Tractor, General Electric, and many other national and regional firms.

## **Better supply chain network benefits entire Northwest Ohio region**

A primary feature of the new industrial park is the planned CTPAT-compliant heavy haul corridor connecting the rail terminal directly to the warehouses, which will streamline the customs process for faster offloading and quicker distribution. The heavy haul corridor allows overweight loads and containers to be transported directly to the distribution center without breaking them down first.

Gary Thompson, executive vice president of the Regional Growth partnership of Northwest Ohio, says the Logistics Park Ohio project is a game-changer for industrial supply chains in the Midwest. "Shippers benefit from reduced transportation costs and significant time savings," he says. "The Foreign Trade Zone status will afford users additional cost savings."





## Infrastructure investments serve expanding logistics network

Wade Gottschalk, executive director of Wood County Economic Development Commission, says the new logistic park means a lot to the region. “The park will facilitate more train-to-truck shipping, creating a more competitive environment for our local businesses when it comes to importing and exporting, which is good for Northwest Ohio. We look forward to working with NorthPoint, one of the largest industrial developers in the U.S., to develop the park and add hundreds of new jobs.”

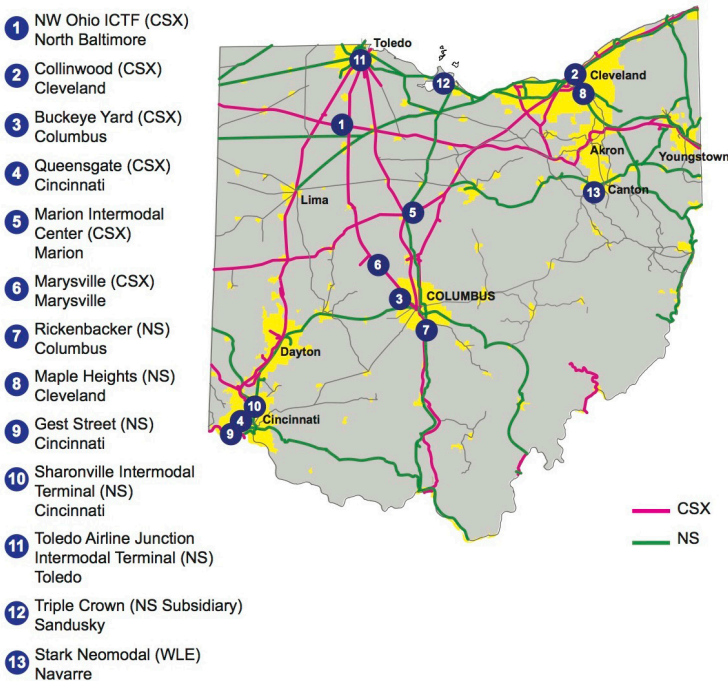
Gottschalk says the new logistics park is served by Northwestern Water and Sewer District, which has ample capacity for growth. Several years ago, state Route 18 was rerouted and built to provide a 3-mile direct route from the intermodal terminal to I-75.

## Local cooperation results in fast-track processes

“Speed matters in economic development,” Gottschalk says. “Being able to respond quickly and accurately has won Wood County a lot of projects. Our county commissioners are supportive and proactive. A lot of cooperation goes into local projects. We bring everyone to the table, and everyone works together to help businesses succeed and expand in Wood County.”

## 100% CRA tax abatement approved by Wood County commissioners

Wood County commissioners recently approved a Community Reinvestment Area (CRA) for NorthPoint Development’s site adjacent to the CSX intermodal terminal. The CRA grants a 15-year 100% tax exemption for new buildings and includes provisions for North Baltimore Schools and Penta Career Center to receive payments.



## Northwest Ohio intermodal terminal is a leader in efficiency and emissions reductions

Built in 2011, CSX’s Northwest Ohio facility in Wood County is one of North America’s most technologically advanced and environmentally friendly intermodal terminals. Featuring seven wide-span electric cranes to support terminal yard operations, these ultra-efficient cranes are zero-emission, nearly silent in their operation and, in fact, generate a portion of the electricity required to operate them.

The Northwest Ohio intermodal has a lift capacity of 700,000 units for local operations, ground storage available for more than 2,000 units, and offers innovative gate technology to expedite driver turn times. Its significant track infrastructure and technology maximizes container movement between truck and train while minimizing truck idle time. It’s a highly efficient and automated terminal that delivers an enhanced intermodal experience.

Ohio has more intermodal facilities than any other state except Illinois. Two of Ohio’s most significant intermodal terminals—CSX’s Northwest Ohio and Norfolk Southern’s Rickenbacker terminal—are served by Ohio’s electric cooperatives. Source: Ohio Rail Development Commission

## CSX Intermodal terminal is a cornerstone of Northwest Ohio growth initiative

CSX is one of North America's seven Class I railroads, with a transportation network spanning 21,000 miles with service to 23 eastern states and the District of Columbia. The CSX network connects more than 230 short line and regional railroads and more than 70 ocean, river, and lake ports.



## Hancock-Wood Cooperative is ready to serve



Hancock-Wood Electric Cooperative serves a diverse consumer base of more than 11,000 in the northwestern quadrant of Ohio, including the CSX Northwest Ohio Intermodal Terminal and the new Logistics Park Ohio. Curt Croy, director of business development for Hancock-Wood Electric Cooperative, notes that the cooperative is always planning for 10 to 20 years in the future. "A significant portion of our load is industrial and commercial, and we understand how important reliable, high-quality

service is for the members we serve," he says. "Redundancy is built into our system, and multiple substations can be backed. For new end-users, we'll design and plan for their specific needs."

## Find your new supply chain location in Ohio

Distribution and fulfillment center sites with reliable and affordable energy and easy access to transportation corridors and customers are available throughout the territories served by Ohio's 24 electric cooperatives. If your organization is searching for sites, contact Ohio's Electric Cooperatives' Dennis Mingyar at 614-430-7876 or [dmingyar@ohioec.org](mailto:dmingyar@ohioec.org).

## Look for Us:

### IAMC Fall 2020 Professional Forum

September 12-16, 2020  
Boise, Idaho

### Site Selectors Guild Fall Forum

September 21-23, 2020  
Richmond, Virginia

### Buckeye Power and Ohio's Electric Cooperatives can help with:

- Comprehensive site and building portfolios
- Preliminary site studies
- Site search tours
- Assistance in identifying financial incentives
- Electric rate analyses
- Community profiles
- State and local government contacts
- Contractor introductions

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