



INDUSTRIAL PROPERTIES & PARKS

PUBLICATIONS AND MARKET FEASIBILITY STUDIES

Publication/Subscription Data From Delta Associates

- **Semi Annual Washington/Baltimore Industrial Market Report is Available by Subscription from the Firm.**
 - Covers 36 submarkets of the Washington/Baltimore region.
 - Only report of its type in the region. It covers current status and historic trends in rents, vacancy, absorption, planning pipeline, building and land sales, cap rates, development and operating cost experience, etc.
- **Summary quarterly reports, called *Outlook*, are also available for selected metro areas.**
 - Houston, Dallas/Ft. Worth, Phoenix, Denver, and Chicago. These reports also include office and economic data.
- **Semi annual *Outlook* reports are also available for San Antonio and Austin.**

Services of the Firm

- **Market Analysis and Feasibility Consulting**
 - Survey of existing and proposed competitive projects.
 - Projection of demand, by market segment.
 - Identification of market character and gaps.
 - Market studies are directed by executives of the firm who are Counselors of Real Estate (CRE).
- **Development Programming and Product Definition**
 - Site evaluation and assessment of competitive advantages.
 - Development programming, including timing, features, size and rent.
- **Valuation Services**
 - Financial evaluation to include cash flow projections with estimated revenues and expenses of operations and development.
 - Recommended selling price.

Illustrative of Recent Assignments

- **Urban**
 - 619 So. Pickett Street, Alexandria, Virginia. 55,000 S.F. multi-tenant warehouse with specialized improvements and higher and better use opportunities.
 - Eckington Yards, Washington, DC. A planned 20-acre center city industrial park oriented to broadcasting, secure storage and overnight delivery industries.
- **Airport**
 - Dulles Industrial Park North, Chantilly, Virginia. 13,000 S.F. warehouse with air transport market base.
 - Manassas Air Park, Prince William Co., Virginia. Planned 250-acre industrial park oriented to general aviation airport.

(OVER FOR OTHER ASSIGNMENTS, NATIONAL MARKET COVERAGE AND REFERENCES)

Illustrative of Recent Assignments (cont'd)

• **Industrial Park**

- Northwest corner of Greenbelt Road and Northern Avenue, Glendale, Maryland. To-be-built, 35-acre, seven building park. Amenities study and broad as well as specialized aerospace industry contractor market studies.
- Meadow Ridge, Elkridge, Maryland. Very successful 140 acre industrial park near BWI Airport. Appeals to regional bulk distributors.

• **National Distribution**

- Clay Distribution Center, Northwest Houston, Texas. Planned 415,350 S.F. two building warehouse project. Rail served with easy access to major highways, airports, and Port of Houston.
- Riverside Business Park, Harford County, Maryland. 179,500 S.F. bulk warehouse with four national distribution tenants. Rail served and easy access to ports of Baltimore and Philadelphia.
- FILA Shoe Company, Halibird Industrial Park, Baltimore, Maryland. 161,000 S.F. bulk warehouse serving as national distribution center for FILA. Rail served and one mile from Port of Baltimore.
- Liss Transportation Building, Deerfield Beach, Florida. 140,000 S.F. bulk warehouse with single moving company tenant. Access to South Florida markets and retirement and migration trends keys to this property.

Specialized Uses and National Market Coverage

- The principals of the firm have extensive experience assessing market demand for specialized industrial uses such as:
 - Petrochemical complex
 - Underground warehouse
 - Refrigerated food products plant
 - Printing plant
 - R&D laboratory
 - Chemical handling facility
 - Railroad property
 - Mining operation
 - Port
 - Bakery
 - Distillery
 - Steel mill
- Principals of the firm have broad national experience in assessing market feasibility for industrial properties including, most recently:
 - Washington
 - Philadelphia
 - Baltimore
 - Ft. Lauderdale
 - Richmond
 - New York
 - Los Angeles
 - Phoenix
 - Portland
 - Detroit
 - Houston
 - Dallas

Industrial Property Clients/References

- Mr. Erwin Aulis
Transwestern Investment Company
150 North Wacker Drive, Suite 800
Chicago, IL 60606
312/558-5179
- Mr. Scott Hunsicker
Belt's Corporation
949 Fell Street
Baltimore, MD 21231
410/342-1111
- Mr. Mike Ponsi
FILA
P.O. Box 3000
14114 York Road
Sparks, MD 21152-3000
410/773-3000