



NorthPoint™
DEVELOPMENT

CORPORATEPROFILE
beyond the contract

WHO WE ARE

Established 2012

NorthPoint Development is a privately held real estate development firm based in Kansas City specializing in the development of Class A industrial, multifamily and self-storage facilities. Our firm differentiates itself from competitors through a strong engineering and technical focus. We employ numerous civil, geotech, electrical and industrial engineers. We also have team members with expertise in logistics, labor and incentives. We believe that taking care of our customers is our number one priority. Our motto: "Beyond The Contract" embodies the concept that no contract can ever be written to reflect everything that will occur in a complex real estate transaction. Our approach in all business relationships is to be fair and to operate by the "Golden Rule."

NORTHPOINT PARTNERS



Established 2018

NorthPoint's data analytics team facilitates rapid location screening and site-specific assessments on a variety of attributes. DataPoint provides valuable insight into labor market supply/demand, site suitability, freight cost for inbound/outbound shipments, proximity to common carrier shipment facilities, business climate/property taxes, Brownfield redevelopment opportunities and real estate market conditions.



Established 2017

With over 40 years of civil engineering and site planning experience, SitePoint's services include preliminary site planning, grading schematics and utility analysis, advanced 3D modeling capabilities, ground based LiDAR scanning and low altitude aerial photogrammetry.



Established 2016

NorthPoint Forwarding was formed by consolidating the expertise of two seasoned veterans of the freight forwarding industry. Our platform, built on technology and automation, allows both import and export operators to efficiently move goods both nationally and internationally. With our proprietary software, Seawave, we can coordinate with major ocean carriers and provide best-in-class customer service. We strive to provide customers with unparalleled punctuality, accuracy and efficiency throughout the entire shipping process.



Established 2016

ColdPoint was formed with a vision of providing agricultural producers with greater flexibility in storing temperature-controlled food products in the Midwest with direct access to the international port complexes through the BNSF Railway. Through the use of our heavyweight corridors, ColdPoint allows cargo owners and shippers significant reduction in transportation expenses while providing greater business flexibility. We are steadfastly committed to becoming a 'world class' operator with our team of dedicated professionals who provide the finest customer service in the industry.



Established 2016

Beyond Self Storage was built with a vision of providing high-quality self storage solutions to underserved markets. By leveraging our extensive development expertise, the use of our proprietary site selection systems and a customer focused management team, we are able bring best-in-class facilities to market quickly and efficiently.



Established 2015

As NorthPoint grew to become one of the largest private developers of industrial space in the US, it became necessary to develop an in-house team of architects to support the firm's efforts. StudioNorth is a staff of talented architects and designers that can routinely create site plans, building layouts and renderings in less than 24 hours. This has been a huge competitive advantage for the firm and has allowed us to consistently outperform our competitors who outsource the majority of their architectural work.



Established 2019

Beyond Warehousing is a warehousing and fulfillment solution conveniently located in Edgerton, KS, less than one mile from the rail hub. Beyond Warehousing partners with you to manage your inventory which allow you to focus on your core business. Value-added services include: inventory storage, repack & kitting, order fulfillment, and transloading.

LIVE GENEROUSLY

We believe we have an obligation to give back to the community through charitable efforts and, as a token of our appreciation to those who have helped us succeed, we will pay it forward.

PUT PEOPLE FIRST

The relationships with our customers, employees, and investors are our most valuable assets. We will strive to always take care of each other and to operate our business so that we maintain our culture of appreciation, respect, transparency, and we shall avoid office politics.



MAINTAIN OUR FINANCIAL DISCIPLINE

We will approach every deal with an appropriate margin of safety and maintain our financial discipline while never stretching for a deal or becoming greedy.

TAKE OWNERSHIP OF EVERY SITUATION

Every individual shall take ownership, be accountable, and take responsibility while avoiding blame, excuses, and denial. We will always strive to admit, learn, and grow from failure and mistakes.

DO THE RIGHT THING EVERY TIME

As we conduct our business, we will operate with the highest integrity and we shall strive to live by the Golden Rule.

DOING RIGHT FOR OUR COMMUNITY

We will help support our employees' charitable endeavors by matching 100% of the charitable donations that all of our employees make. This allows the charity of our organization to reflect the values of each of our employees. We will make the goal of helping people who are less fortunate to be a part of the fabric of our company; it will be an active goal of our company to seek out and help others. We want to look back over our careers and be proud of the good that we have done.

JUST A FEW OF THE MANY CHARITIES WE SUPPORT



TOTAL CHARITABLE CONTRIBUTIONS //
OVER **\$4,908,744**

OFFICE LOCATIONS

Corporate Headquarters
Kansas City | Missouri

St Louis | Missouri

Cincinnati | Ohio

Chicago | Illinois

Sacramento | California

Seattle | Washington

Detroit | Michigan

Salt Lake City | Utah

York | Pennsylvania

280+ EMPLOYEES NATIONWIDE



“For us, it’s really been about the people.”

- Nathaniel Hagedorn

(when asked to name the main reason for NorthPoint’s success)



2015 1st Place Winners in Medium Sized Company - Kansas City Business Journal's Best Place to Work

ACTIVE MARKETS



ASSET CLASSES

INDUSTRIAL



MULTI-FAMILY



SELF STORAGE



NORTHPOINT BY NUMBERS

FOUNDED IN
2012

OVER **\$7.1** BILLION
TOTAL CAPITAL RAISED
SINCE INCEPTION

81+ MILLION SF
INDUSTRIAL SPACE OWNED & MANAGED
SINCE INCEPTION

71.5 MILLION SF
CURRENT INDUSTRIAL PORTFOLIO

46,500 JOBS
CREATED IN OUR DEVELOPMENTS
NATIONALLY

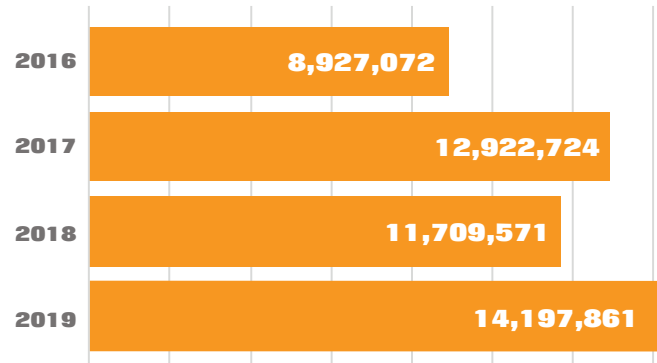
3,714 ACRES
UNDEVELOPED LAND OWNED
REPRESENTING

68 MILLION SF
OF FUTURE DEVELOPMENT

36,000 UNITS
SELF STORAGE
DEVELOPED & MANAGED

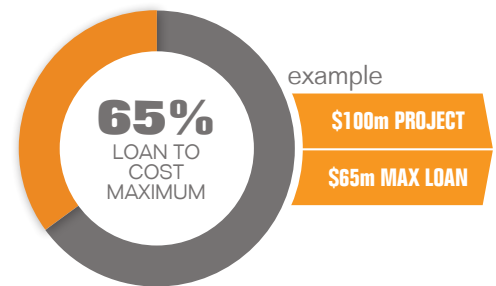
4,000+ UNITS
MULTI-FAMILY
DEVELOPED & MANAGED

TOTAL SF LEASED BY YEAR // INDUSTRIAL



FINANCIAL APPROACH //

To limit our leverage to no more than 65% loan to cost. Often times our Loan to Value is less than 50%



We will never purchase land & redevelopment using debt; **ONLY CASH**

30% EMPLOYEE OWNED

30% of profits stay with the employees through the employee bonus pool

MAXIMIZE INCENTIVES //

Proven track record of leveraging incentive programs to our client's benefit



Over **\$800 MILLION**
in incentives negotiated for
our clients

THE NORTHPOINT **DIFFERENCE**

IN-HOUSE SERVICES

NorthPoint was designed with a vision of creating unparalleled value and service to our customers. To do this, we offer all of our clients, both big and small, an unrivaled suite of development services including:

LOGISTICS EXPERTISE

- Over 100 years' experience in logistics and transportation
- Our team has shipped everything from consumer staples to heavy industrial machinery
- We have a profound appreciation for the impact transportation costs have on your bottom line
- We recognize that your warehouse location decision should start with logistics.

SITE SELECTION ASSISTANCE

- Logistics, labor and tax analysis helps determine the geographically-optimal locations that provide the greatest possible reduction in transportation expense, labor and other costs
- NorthPoint will work to identify the sites available in the market that help meet the program and workforce needs of our clients

INCENTIVES & ENTITLEMENTS NEGOTIATIONS

- Team of individuals who are involved in every aspect of the incentive and entitlement process
- Extensive experience in everything from rezoning property for development to negotiating with state and local governments for valuable tax abatements and other incentives
- We have built outstanding relationships with numerous municipalities and EDCs across the country which we can leverage for the benefit of your business
- We help ensure that the selected site offers the greatest total value for our clients based on property taxes, up front incentives, wage based incentives and utility rebates

ARCHITECTURAL DESIGN

- Team of 8 experienced architects, StudioNorth, specializes in the design of industrial and self storage facilities
- Preliminary site plans can be created in less than 24 hours
- Support projects from initial stages of design to completion and operation
- Experts in office layout, site design and process equipment configuration

CONSTRUCTION & FACILITY DESIGN OVERSIGHT

- Project engineering team with backgrounds in structural, civil, electrical, industrial process and geotechnical engineering
- Hands-on approach to helping our clients design the optimal facility
- Expertise to manage and oversee the construction process, resulting in cost reduction and shortened timelines

PROPERTY MANAGEMENT

- Over 35 million square feet of industrial space managed across the country
- Award-winning team of dedicated property managers have a client-focus which is second to none
- Our team ensures that clients can focus on business, not facility problems

LABOR AND LOCATION ANALYTICS

NorthPoint's data analytics team facilitates rapid location screening and site-specific assessments on a variety of attributes such as:

- Labor market supply, demand, and expected costs
- Site suitability and constraints
- Freight cost for inbound and outbound shipments including proximity to common carrier shipment facilities.
- Business climate and tax analysis

SITEPOINT

- Over 40 years of civil engineering and site planning experience
- Preliminary site planning, grading schematics and utility analysis
- Advanced 3D modeling capabilities including site visualization
- Ground based LiDAR scanning
- Low Altitude Aerial Photogrammetry

AWARDS & RECOGNITIONS

Kansas City Business Journal // Best Places to Work

- 2019 - 1st Place** - Medium Company Category
- 2018 - 1st Place** - Medium Company Category
- 2017 - 1st Place** - Medium Company Category
- 2016 - 1st Place** - Medium Company Category
- 2015 - 1st Place** - Medium Company Category
- 2014 - 1st Place** - Medium Company Category
- 2013 - 2nd Place** - Small Company Category



Kansas City Business Journal // Capstone Awards

- 2017 - Industrial** - Inland Port XIV (LPKC)
- 2017 - Infrastructure** - Waverly Road (LPKC)
- 2017 - Adaptive Reuse** - Power & Light Apartments
- 2016 - Industrial** - Kaw Point Industrial Building
- 2014 - Retail** - Mosaic at Shoal Creek
- 2013 - Industrial** - Premium Waters
- 2013 - Industrial** - Horizons Industrial I
- 2013 - Industrial** - Premium Waters
- 2012 - Multi-family** - Briarcliff City Apartments



Ernst Young Entrepreneur of the Year //

- 2014 - Nominee** - Nathaniel Hagedorn

Greater Kansas City Chamber //

- 2015 - Top 10 Small Business**

Apartment Association of Kansas City // Awards

2017

- Owner of the Year Over 2000 Units - Nathaniel Hagedorn
- Management MVP of the Year - Amy Hood
- Rookie Manager of the Year - Chelsea Blackwood
- White Glove Recipient - Kimberly Osburn
- White Glove Recipient - Bridgit Hutchcraft
- Manager of the Year - Shelby Cavanah
- Leasing Professional of the Year - Toni Mitchum
- Assistant Manager of the Year - Chris Woods
- Model of the Year - Infinity at Plaza West
- Historic Renovation of the Year - Power & Light Apartments

2016

- Company Management Team of the Year - NorthPoint Development
- Management Team of the Year - Prairie View
- Best Historic Renovation - Power & Light Apartments
- Best Renovation over \$1 Million - Infinity at Plaza West
- Best Model over 25 Years - Infinity at Plaza West
- Best Amenities - Prairie View
- Management Executive of the Year - Kelly Clark
- Management Rookie of the Year - Shelby Cavanah
- Assistant Manager of the Year - Cami Johnson
- Assistant Manager of the Year - Chelsea Blackwood
- Leasing Professional of the Year - Melissa Allinder
- White Glove Award - Gail Judds
- White Glove Award - Kimberly Osburn
- Best Concierge Program - Bri Wisdom
- Maintenance Supervisor of the Year - Ray Fann
- Maintenance Technician of the Year - Kevin Davis

2015

- Management Team Of The Year - NorthPoint Development
- Owner of The Year - Nathaniel Hagedorn
- Multi-site Supervisor of the Year - Jenna Patterson
- Property Manager of the Year - Pam Lakey
- Marketing Director of the Year - Nicholle McKenzie
- Leasing Professional of the Year - Melissa Allinder
- Rookie of the Year - Amy Hood
- White Glove of the Year - Christy Jackson

2014

- Company Management Team Of The Year - NorthPoint Development
- Owner of The Year - Nathaniel Hagedorn, NorthPoint Development
- Best Resident Services/Concierge - Nicholle Pyle, 45 Madison
- Model of The Year - Village West Luxury Apartments
- Manager Of The Year - Suzanne Congrove, 45 Madison
- Leasing Professional Of The Year - Amy Middleton, 45 Madison
- Clubhouse/Leasing Of The Year - Village West Luxury Apartments
- Amenities of The Year - Village West Luxury Apartments
- White Glove Award - Kimberly Osbourne, 45 Madison
- Local Management Company Of The Year - NorthPoint Development

2013

- Best Property Marketing Plan - The Residences At Burlington Creek
- Best Landscaping - Briarcliff City Apartments
- Best Model Under 5 years - The Residences AT Burlington Creek

2012

- Best Magazine Advertisement - Briarcliff City Apartments
- Property Of The Year - Briarcliff City Apartments

2011

- Assistant Manager Of The Year - April Binfet, Briarcliff City Apartments
- White Glove Award - Anita Wirth, Briarcliff City Apartments
- Rookie Of The Year - Briarcliff City Apartments
- Best Landscaping - Briarcliff City Apartments

2010

- Best Community Brochure - Briarcliff City Apartments
- Best Property Website - Briarcliff City Apartments
- Best Leasing Office - Briarcliff City Apartments



INDUSTRIAL PROJECTS
RELEVANT EXPERIENCE

Our firm is one of the most active industrial development firms in the country having developed over 81,000,000 square feet of Class A industrial product since our inception in 2012. Last year alone, we leased over 14,100,000 square feet of Class A warehouse space around the USA. NorthPoint differentiates ourselves from our competition through a strong engineering and technical focus. We employ numerous civil, geotech, electrical and industrial process engineers as well as team members with deep expertise in logistics, labor and incentives. We also have in-house industrial architects who provide NorthPoint with a further source of competitive advantage. Our teams broad experience enables us to create long term value to our clients through smart real estate decisions. Our largest customer is General Motors whom we have helped develop numerous supplier parks to support their manufacturing operations. These supplier parks demonstrate NorthPoint's deep technical and logistics expertise helping General Motors substantially reduce operating expenses. Other customers include Amazon, Wal-Mart, Grainger, United

Parcel Service, New Balance Shoes, Saks Fifth Ave, Post Cereal, Kubota Tractor, General Electric and many other national and regional firms.

Our firm is guided by the principal that taking care of our customers is our number one priority. Our motto: "Beyond The Contract" embodies the concept that no contract can ever be written to reflect everything that will occur in a complex real estate transaction. Our approach in all of our business relationships is to be fair and to operate by the "Golden Rule."

In order to be successful for our customers, our firm will remain financially disciplined with all of our endeavors. We will continue to align our interests with the interests of our investors, we don't make any money until our investors make money. We will never use any debt to acquire land, we will not leverage our projects with excessive debt and we will always be careful not to 'chase cap rates' instead focusing on creating long term value. Our approach is simple and we intend to keep it that way.

OUR EXPERTISE

INDUSTRIAL SERVICES

- // Logistics
- // Intermodal
- // Rail Solutions
- // Refrigerator / Freezer Warehouses
- // Transportation Logistics
- // Automotive Manufacturing
- // Core Distribution
- // Local & State Incentives
- // Property Management



“ ... On a handshake

NorthPoint started construction at-risk before contract was issued, in order to preserve the critical path timeline of the project demonstrating that **they are a true partner.**”



- Tim Conder
General Motors LLC Global Real Estate Investments

“ ... we were impressed

with NorthPoint’s in-house technical capabilities and industrial construction experience which resulted in lowering the total project costs...”



- Dan Walker
Yanfeng USA Automotive Trim Systems

“ ... NorthPoint delivered on every commitment they made to Magna. Our relationship with NorthPoint Development has been categorically positive, and we look forward to partnering with them on many future projects nationally.”



- Jeff Fuller
General Manager - Magna Spring Hill

INDUSTRIAL CLIENTS

References available from our clients; a few are represented below



Smithfield
Farmland

Jet

amazon patagonia®



Kubota

XPO Logistics

Spectrum
Brands

Continental

GRAINGER
FOR THE ONES WHO GET IT DONE

MOSAIC
LIFE-CARE

chewy.com

MAGNA

velocity
technology deployment experts

CATERPILLAR®

GALLAGHER

SaddleCreek
LOGISTICS SERVICES

unfi
DRIVEN BY NATURE

COMPREHENSIVE
LOGISTICS

BOULEVARD
BREWING CO.

MARLEN

PFG

Flexsteel

DELCO

KEYSTONE
FOODS
Expect Excellence

PLASTIC OMNIUM

DEMCO

Commonwealth Inc.
Seamless Distribution Solutions

MTB
MARTIN-BROWER

INDUSTRIAL PROJECTS //

LOGISTICS PARK KANSAS CITY | EDGERTON, KANSAS



INDUSTRIAL PROJECTS //

LOGISTICS PARK KANSAS CITY | EDGERTON, KANSAS



KANSAS CITY

// 24,000,000 SF Masterplanned Industrial Park
// \$1,000,000,000 Total Project Cost



INDUSTRIAL PROJECTS //

CENTRAL INDUSTRIAL PARK | KANSAS CITY, KANSAS



Inergy Automotive Plant

- // Tier 1 Gas Tank Manufacturing Facility
- // 80,000 SF
- // 75 FTE
- // \$24,000,000 Total Project Cost

GM Logistics Center

- // 840,000 SF
- // \$43,000,000 Total Project Cost



INDUSTRIAL PROJECTS //

RIVERSIDE HORIZONS INDUSTRIAL PARK | RIVERSIDE, MISSOURI



RIVERSIDE HORIZONS

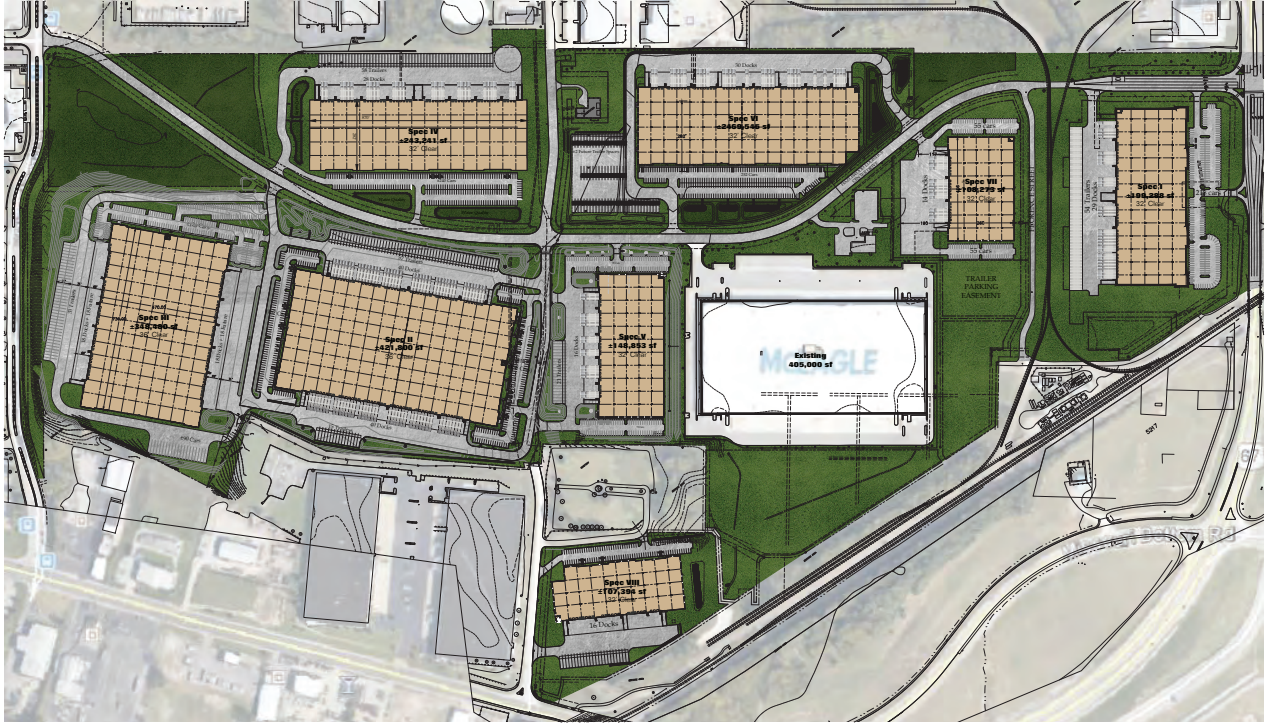
- // 250 Acre Masterplanned Industrial Park
- // 4,000,000 SF
- // Joint venture with Northwestern Mutual Life Insurance
- // \$300,000,000 Total Project Cost



INDUSTRIAL PROJECTS //

HAZELWOOD LOGISTICS CENTER | HAZELWOOD, MISSOURI

- // Acquired August 2015
- // First building delivered May 2016
- // ± 1,936,200 SF Masterplanned Park



INDUSTRIAL PROJECTS //

HAZELWOOD TRADEPORT 370 | HAZELWOOD, MISSOURI

// +1,960,300 SF Masterplanned Park



INDUSTRIAL PROJECTS //

GREENCASTLE LOGISTICS CENTER | GREENCASTLE, PENNSYLVANIA

// ± 8,400,000 SF Masterplanned Park

// ± \$450,000,000 Total Project Cost



INDUSTRIAL PROJECTS //

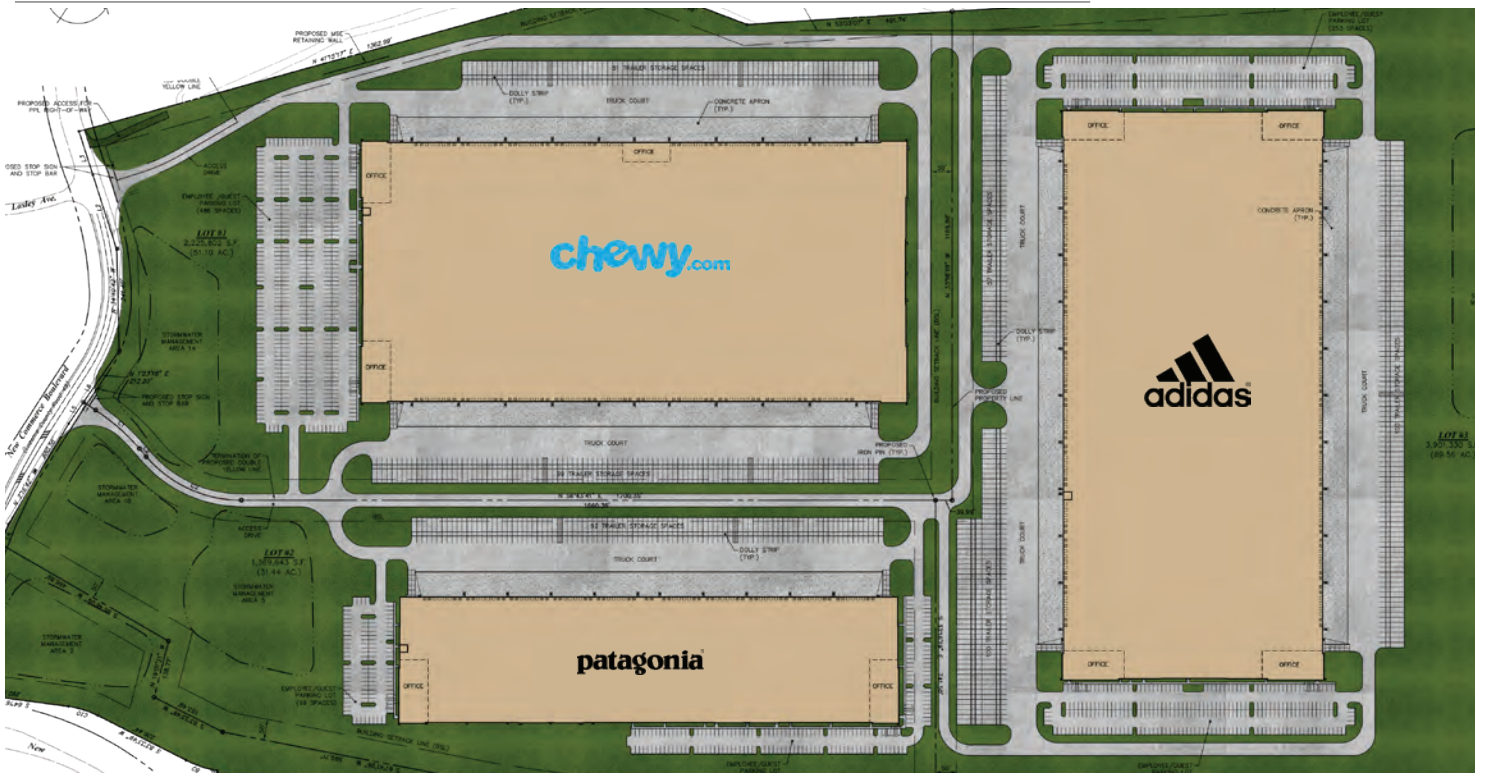
STATEN ISLAND MARINE DISTRICT | STATEN ISLAND, NEW YORK

- // ± 2,100,000 SF Masterplanned Park
- // ± \$460,000,000 Total Project Cost



INDUSTRIAL PROJECTS //

HANOVER RIDGE TRADE CENTER | WILKES-BARRE, PENNSYLVANIA



Chewy, Building I

- // 2,011,160 Total SF
- // Building I - Fully Leased, Chewy.com
- // Building II - Fully Leased, Adidas
- // Building III - Fully Leased, Patagonia



INDUSTRIAL PROJECTS //

HAWKS PRAIRIE LOGISTICS CENTER | LACEY, WASHINGTON



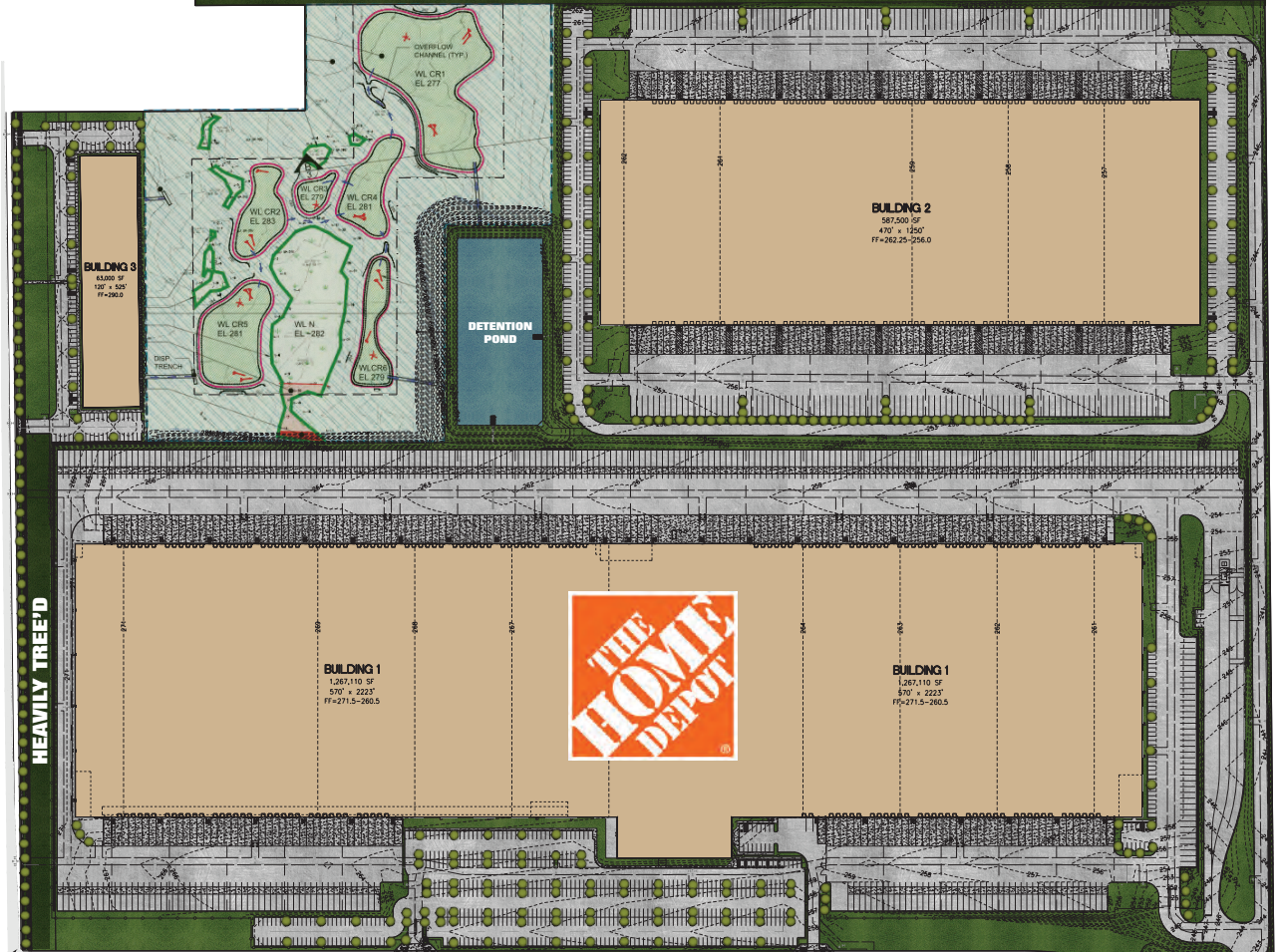
HAWKS PRAIRIE LOGISTICS CENTER

- // 100 Acre Development
- // ± 2,000,000 SF Masterplanned Park
- // ± \$200,000,000 Total Project Cost
- // Building I - Fully Lease, Home Depot



41ST AVE NE

HEAVILY TREE'D



INDUSTRIAL PROJECTS //

DALLAS GLOBAL INDUSTRIAL CENTER | GRAND PRAIRIE, TEXAS

- // 100 Acre Development
- // ± 3,800,000 SF Masterplanned Park
- // ± \$240,000,000 Total Project Cost
- // Building I - Fully Lease, Home Depot



INDUSTRIAL PROJECTS //

INTERIOR FINISHING SAMPLES

