

**Organization:** Harford County Office of Community & Economic Development

**Community Size:** Large (More than 200,000)

**Project Name:** Eastgate

**What's unique about this project:** Everyone shops online, but not all customers understand the logistical process that happens after they click "Place Order" or how important logistics management centers are in their daily lives.

Eastgate, developed by MRP Industrial, presents a unique opportunity to lease or own a Class A regional distribution facility in one of the most land constrained locations on the East Coast. Eastgate's location offers direct access to I-95 and U.S. Route 40 as well as proximity to port and rail which provide rapid passage of products locally, regionally, nationally, and internationally. More than one third of the U.S. population is accessible from Harford County within an overnight drive and companies recognize the accessibility and convenience offered at Eastgate that comes with doing business in the Perryman area of the county.

**How did this project diversity the economy:** Construction is underway for the third building at the Eastgate Industrial Park, which will total more than 1 million square feet of industrial space and bring in \$41.5 million in capital investment and a projected 200 jobs. The three buildings will total more than 2.2 million square feet of industrial space, with acreage available for a fourth building, create a projected total of 450 jobs, and bring in \$101.5 million in capital investment to Harford County.

Two buildings are currently leased and operational, one by the Container Store and one by Kuehne & Nagel. The Container Store became fully operational in October 2019 with a 600,000-square-foot distribution center which employs more than 100 full-time workers, and the project brought more than \$24 million in capital investment to the county. Kuehne & Nagel's space covers 656,800 square feet, employs nearly 150 full-time workers, and brought \$36 million in capital investment to Harford County.

**Contributions to economic development best practices:** Eastgate contributes to the sustainment and growth of Harford County's economy by introducing \$101.5 million in capital investment, bringing a projected 400 quality jobs with a living wage to the area, and attracting nationally recognized companies into a diverse business community. Eastgate was also an infill development project on appropriately zoned land.

**Coordination of Partnerships:** The project came out of a collaborative effort between Harford County, MRP Industrial, and the Maryland Department of Commerce to address the need for new and expanded industrial space. The project utilized the county's Fast Track Permitting process, coordinated attraction efforts, and workforce development resources.

**Leverage of Resources:** The project takes advantage of real property and earned income tax credits, including the Job Creation Tax Credit and Enterprise Zone credits. It also takes advantage of Harford County's Fast Track Permit assistance program. Additionally, Eastgate utilizes workforce development resources for job seekers like coordinated job recruitment fairs through the Susquehanna Workforce Network and Harford Transit LINK's Silver Line, a bus route specifically developed to connect employees to jobs in Perryman.

**Innovation and Creativity:** The Eastgate project utilizes its strategic location and amenities to attract big-name tenants. The Container Store chose Eastgate to house its only East Coast distribution center, and only its second distribution center in the country joining its location in Texas. Kuehne & Nagel is the world's second largest third-party logistics provider.

The Container Store and Kuehne & Nagel buildings also contain a variety of green features:

- White TPO roof, which reduces the heat island effect of the building
- Full quality/quantity management of storm water onsite – nothing leaves the site and all water infiltrates
- Building features all LED interior and exterior lights
- Insulation (roof and walls) exceeds code-required minimums
- No landscape irrigation included – all plants are appropriate for the region and require no additional water
- HVLS Fans to move air within the facility requiring less heating and thus less energy
- Insulated overhead doors
- Upgraded ventilation includes one air change per hour

The Kuehne & Nagel building also utilizes a Building Management System that optimizes energy usage within the building.

**Jobs (before):** 0

**Jobs (after):** 450

**Source of Funds (public sector):** n/a

**Source of Funds (private sector):** MRP Industrial, PGIM Real Estate, the Conlan Company

**Leverage Resources (initial):** 0

**Leverage Resources (total):** 115000000

**Expansion of Tax Base (before):** 0

**Expansion of Tax Base (after):** 115000000

**ROI:** 450 jobs added

**Impact on Employment:** 450 jobs added

**Expansion of the Tax Base:** \$115 million added in taxable value

**Diversification of Economy:** Harford County has maintained its AAA Bond Rating largely due to its investment into the workforce, and the defense sector remains strong due to the presence of Aberdeen Proving Ground. MRP Industrial's stable investment into Harford County and its workforce through Eastgate helps to balance out the area business community by fortifying Harford County's position as a logistics management hub and leverages national brand distribution for e-commerce capabilities

#### **Files**

[https://www.medamd.com/index.php?gf-download=2019%2F12%2Ffeastgate\\_brochure1.pdf&form-id=12&field-id=40&hash=2ad14397cf69bf0810accd1fbfeac5dae785307daa880a1866fd85cc198df75c](https://www.medamd.com/index.php?gf-download=2019%2F12%2Ffeastgate_brochure1.pdf&form-id=12&field-id=40&hash=2ad14397cf69bf0810accd1fbfeac5dae785307daa880a1866fd85cc198df75c)

<https://www.medamd.com/index.php?gf-download=2019%2F12%2Ffeastgate-siteplan-final.pdf&form-id=12&field-id=40&hash=4b8e371ff4d14094164320684653237eff85ce6370d6909d67b83e4a09d475a1>

<https://www.medamd.com/index.php?gf-download=2019%2F12%2FMEDA-Awards-Project-2019.docx&form-id=12&field-id=40&hash=8cecc07b371eae13f05ad2fa3ec357ffa0544a2da3d76b61c41e5feef4e8c891>