

MATTHEW MARSHALL

PROFESSIONAL RESUME & DEVELOPMENT EXPERIENCE

MARCH 2023

Matthew Marshall

228 WALNUT AVENUE RADNOR, PENNSYLVANIA 19087
Cell: 610-574-4286 – r5local@icloud.com

Qualifications

- Command comprehensive knowledge of institutionally owned industrial real estate assets, privately owned land sites and investment strategies for developers and investors throughout North America and Europe.
- Sourced new business in the marketing, leasing and sales for large-scale industrial agency assignments
- Held positions in strategic marketing, site selection, economic incentives, transaction management services for corporate clients, including Albert's Organics (UNFI), Dentsply-Sirona Corporation, First Quality Corporation, General Mills, Ready-Pac Inc., Savona-Stavola Foods, Sterigenics, Vistar among others
- Actively manage corporate business platform from Philadelphia for multi-market customers with transactions throughout North America, Europe and APAC
- Procured consulting engagement for Link Industrial (Blackstone) and transacted a Starbuck’s Corporation (NASDAQ:SBUX) long-term lease renewal for a 1.2M sf coffee roasting facility in York, Pennsylvania

Skills

- | | |
|---|---|
| <ul style="list-style-type: none">• Property Acquisitions• Spec. & Build-to-Suit Development Agencies• Purchase & Sale / Lease Agreements• Dispositions/ Sale-Leasebacks | <ul style="list-style-type: none">• Property Underwriting• Due Diligence• Market Research• Financial Modeling and Investment Analysis, DCF |
|---|---|

Employment History

Principal, Industrial Brokerage

May 2020 - present

Avison Young – West Conshohocken, PA

- Equity Member of Avison Young’s global real estate operating company, and co-lead for Eastern Pennsylvania, Central and Southern New Jersey’s industrial brokerage practice.
- Actively represent investors in predevelopment acquisitions of industrial, manufacturing and distribution sites in Pennsylvania and New Jersey totaling +1,200 acres. The cumulative development of the sites equal +8Msf.

Managing Director, Brokerage Services

April 2015 to May 2020

Cushman & Wakefield – Conshohocken, PA

- Advisor to corporate occupiers and investors (corporate users, institutional owners and publicly traded REITs)
- Actively managing multi-market corporate accounts across various real estate product types, specializing in industrial uses for warehouse/ distribution and manufacturing clients.
- Provide successful property marketing, sales and leasing services to maximize investment returns for prominent real estate operating companies and their equity investors.
- Current large-scale property development experience includes Logan North Industrial Park, a 3.1 M sf, +400-acre master-planned park in Gloucester County, New Jersey.

Senior Vice President, Industrial Brokerage

December 2012 to March 2015

Cresa Philadelphia – Conshohocken, Pennsylvania

- National tenant and buyer representation for multi-market industrial and supply chain clients.

Associate Partner, Eastern Region

April 2010 to November 2012

Dermody Partners – West Conshohocken, PA

- Assisted Market leadership in expanding portfolio within the Eastern market for Dermody Properties.
- Served in supporting role in the operational execution of all facets of the development business, such as deploying capital, underwriting property acquisitions, developing pro forma, etc.

Vice President - Global Customer Solutions

January 2005 to January 2009

ProLogis – Cranbury, New Jersey

- Served on a team of 6 Global Services Officers, and personally responsible for 40 customers with multi-market leasing transactions for major corporations.
- Direct responsibility for generating new business opportunities from the 250 largest revenue-producing customers in the ProLogis (NYSE:PLD) operating portfolio.
- Worked with ProLogis Managing Directors and Market Officers, Fund Managers (Asset Managers) and Brokers in the creation of Lease and Build-to-Suit proposals, Lease renewal negotiations, and credit analysis.
- Sourced a BTS development (pre-leased by ProLogis to Comcast) was sold to a European Investment Fund (Falcon Real Estate Investments, LP) resulting in 30% or \$4 million pre-tax sales gain to ProLogis in 2007.

Senior Vice President, Corporate Advisory Services

August 1998 to February 2005

Trammell Crow Company – Conshohocken, Chatham, New Jersey and West Conshohocken, Pennsylvania

- Held positions in strategic marketing, site selection, tenant representation and transaction management services for corporate and institutional clients.
- Promoted in 2000 to a senior vice president in the corporate advisory services group.
- Actively managed the corporate business platform for Trammell Crow Company in the West Conshohocken, Pennsylvania and Chatham, New Jersey regional offices.

Education and Training

Supply Chain Certification:

Kellogg School of Business, Northwestern University – Evanston, Illinois

Smeal College of Business, Pennsylvania State University – State College, Pennsylvania

Bachelor of Arts: English major and Real Estate minor

College of Arts & Sciences, University of Pennsylvania – Philadelphia, Pennsylvania

Licenses

- New Jersey Real Estate Commission, License # 0123542
- Pennsylvania Bureau of Occupational Affairs, License # RS186086L

Community Service

- Advisor Board Member, BFW Group Inc., Philadelphia, Pennsylvania
- Committee Member, Friends of Radnor Lacrosse, Radnor, Pennsylvania
- Founder's Committee, Head Strong Foundation, Swarthmore, Pennsylvania
- Interim Commissioner and Planning Commissioner, Radnor Township, Pennsylvania
- Community Outreach, St. David's Episcopal Church, Wayne, Pennsylvania

Current projects



TAC-PAL LOGISTICS CENTER

702,450 SF Available | Divisible to +/- 351,225
SF *Warehouse / Logistics / Distribution*

Up to 702,450 SF
40' Clear Height



AVISON
YOUNG

CUSHMAN &
WAKEFIELD

SANSONE
group

CROW
HOLDINGS

Tac-Pal Logistics Center SPECIFICATIONS



Divisible to +/- 350,000 square foot industrial infill development available for lease or user sale.

The property has a 30-year PILOT with taxes fixed for the first 10 years at \$1.42 per SF

Tac-Pal’s superior accessibility to both the Philadelphia and New York metropolitan areas, as well as its high-income demographics, make it highly desirable. Since 2017, more than 90% of new industrial space delivered within Burlington County has been either pre-leased or leased within three months of being constructed.

Developed by The Sansone Group, Inc., the proposed master-planned industrial site will consist of one building of 702,450 SF with modern design and build-to-suit opportunities.

The Tac-Pal Logistic Center is expected to deliver in the first quarter of 2023, with tenant occupancy expected by June 2023.

The newly developed logistics center will provide superior access to all major cities, ports and modes of transportation across the Northeast. Located immediately off Interstate 295 and Exit 5 of the New Jersey Turnpike, the site is central to Philadelphia (7.5 miles), New York City (68 miles), Baltimore (112 miles), and Washington, D.C. (145 miles).

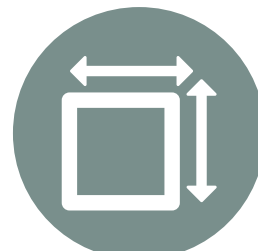
Building Size	702,450 SF
Premises Dimensions	630’ x 1115’
Ceiling Height	40’
Column Spacing	56’ x 51
Speed Bays	60’ Speed Bays
Loading Docks	107
Loading Door	9’ x 10’
Levelers	7’ x 8’ 40,000 lb Mechanical Levelers
Level Doors	4 Grade Level Doors w/ 12’ x 14’ Opening
Truck Court Depth	135’ Minimum
Off-Dock Trailer Stalls	255
Car Stalls	438 Car Stalls
Power System	4000 Amps 480 Volts 3-Phase Capacity
Sprinkler System	ESFR System
Fixtures	LED High Bay Fixtures w/ 30 FC



Property INSIGHT



Largest infill development in Southern NJ



Phase One: Up to 702,450 sf for lease



Located in an Federal Opportunity Zone



Proximate to Major East Coast Ports



0.5 miles to PA & Tacony-Palmyra Bridge



1.2 miles to I-95 Delaware Expressway



2.0 miles to Route 130/90 intersection



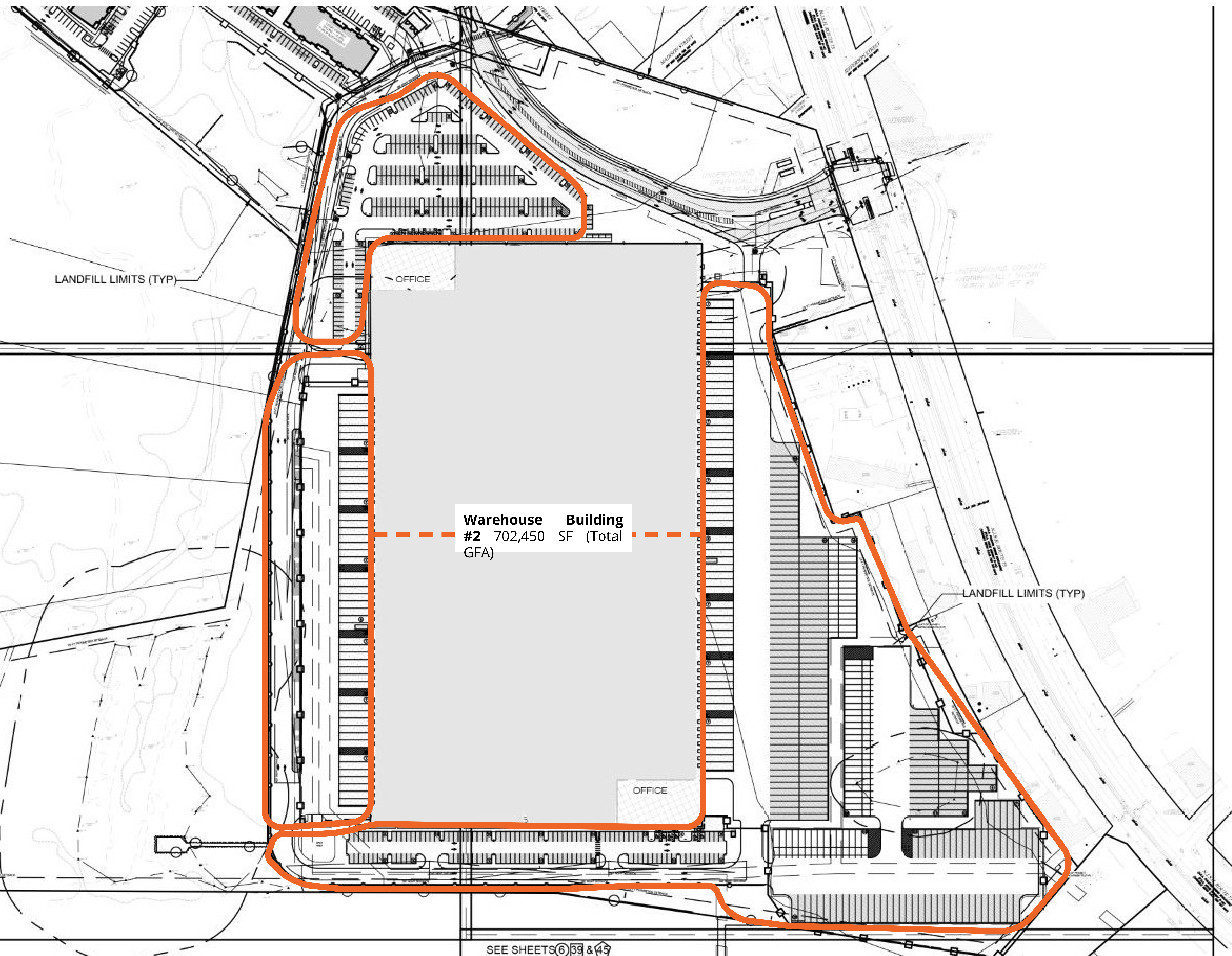
<6 Miles to Jersey Turnpike

Site AdvAntAgeS for ACceSS to LAbor

- Sizable and concentrated target demographic labor pool consisting of over 86,000 individuals within a 35-minute drive time.
- Higher blue-collar underemployment and unemployment rate will better absorb new employment demands.
- 10% lower median household income with 33.8% of people earning less than \$35,000 may indicate greater applicant appeal to a warehouse wage offering
- Favorable labor supply/demand in excess of 32,000 people within the target warehouse worker demographic pool reside within five miles.
- 30 Year PILOT with Taxes at \$1.42/sf for the first 10 Years. For more in depth information: [contact us for full breakdown](#)

incentive ProgrAmS

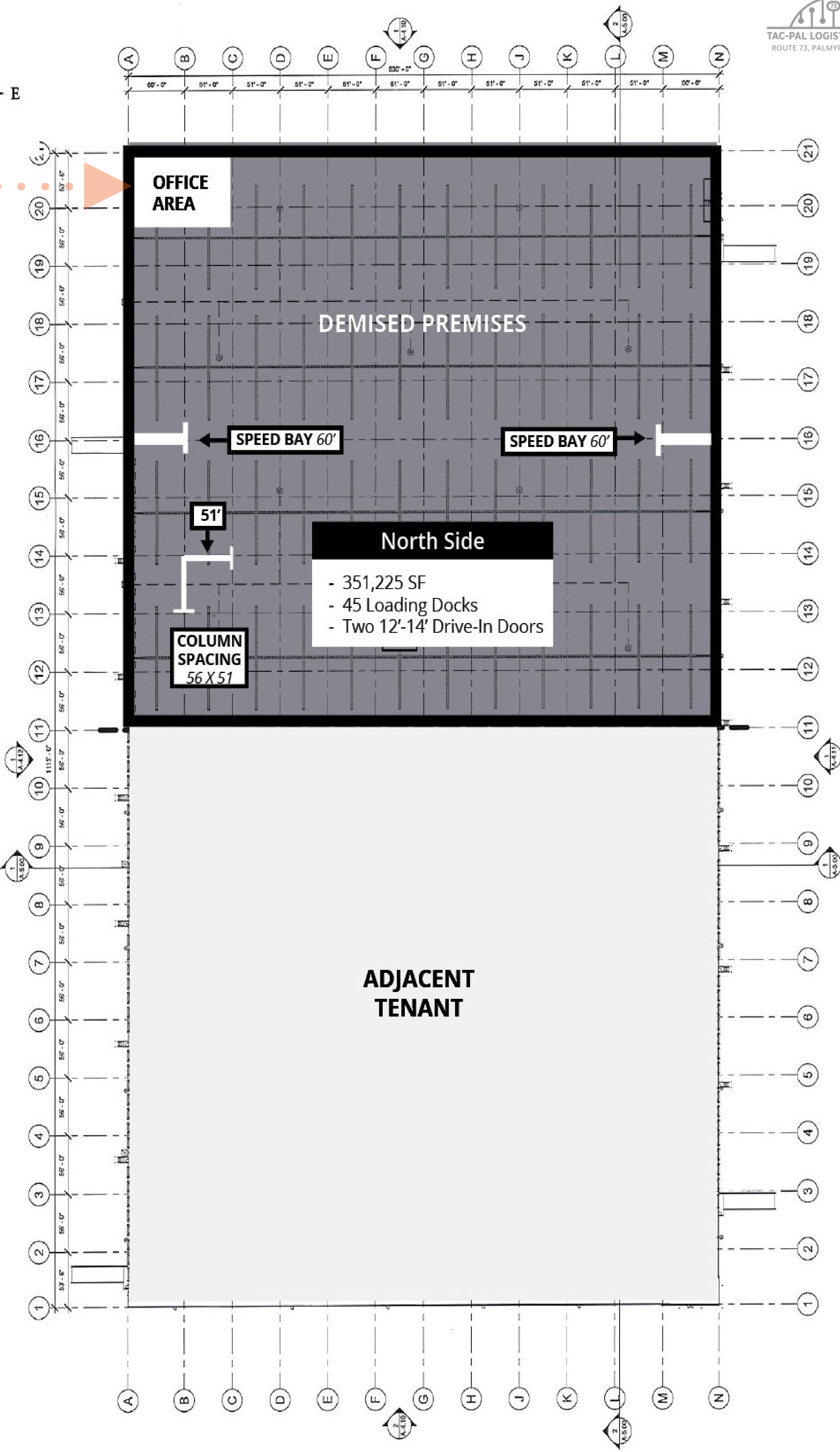
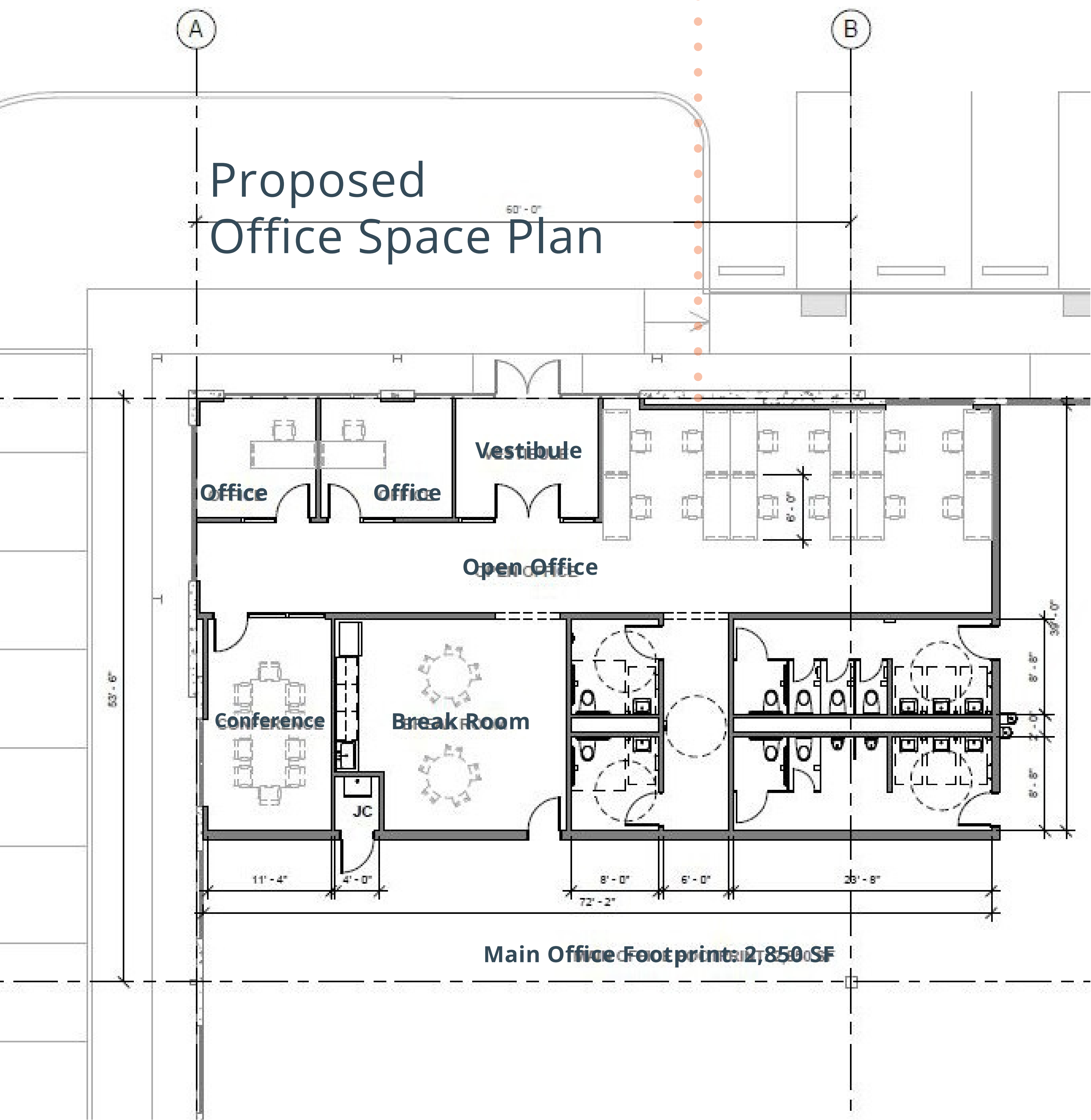
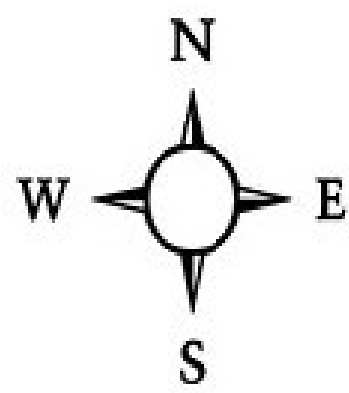
- **NJ Forward:** "New and Improved" - The Emerge Program
- **NJ Aspire:** Proposed as replacement to & ERG (Economic Redevelopment & Growth) program; Gap-based financing - \$100M Annually



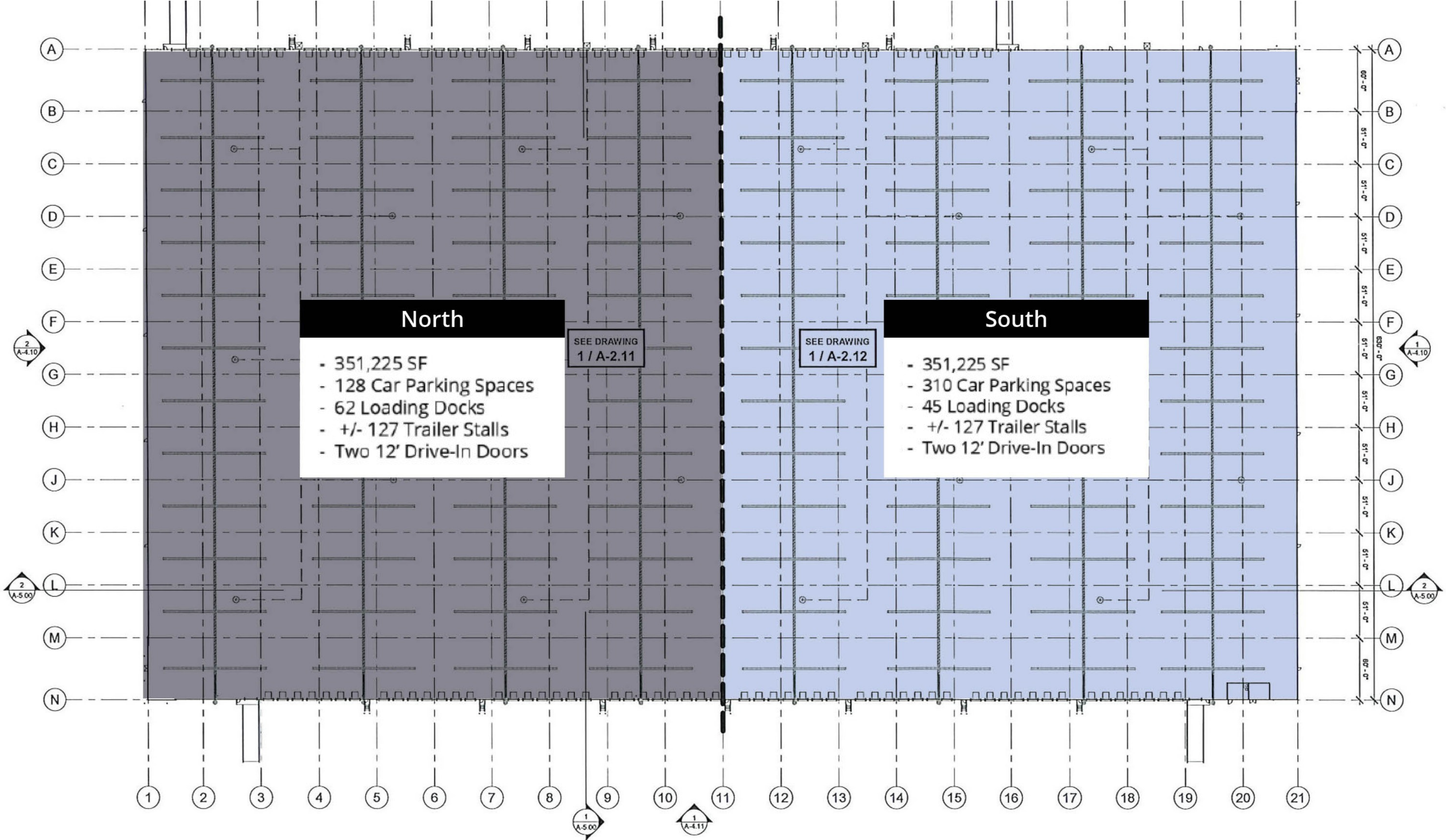
Warehouse Building
#2 702,450 SF (Total
GFA)

SEE SHEETS 63 & 45

Premises Divisible up to +/- 350,000 SF

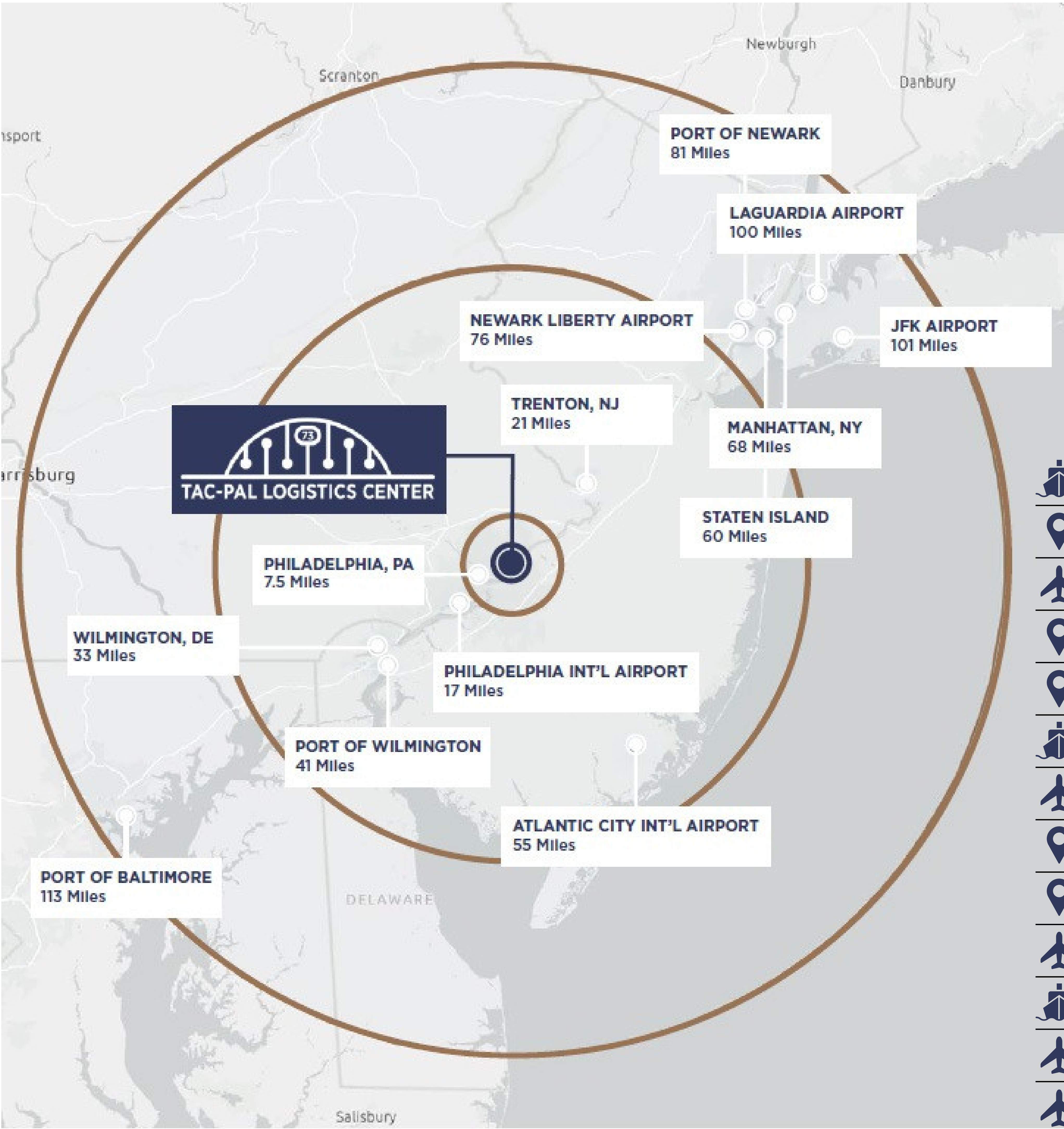


Premises Divisible up
to +/- 350,000 SF



Accessible to Several **MAJOR HIGHWAYS**

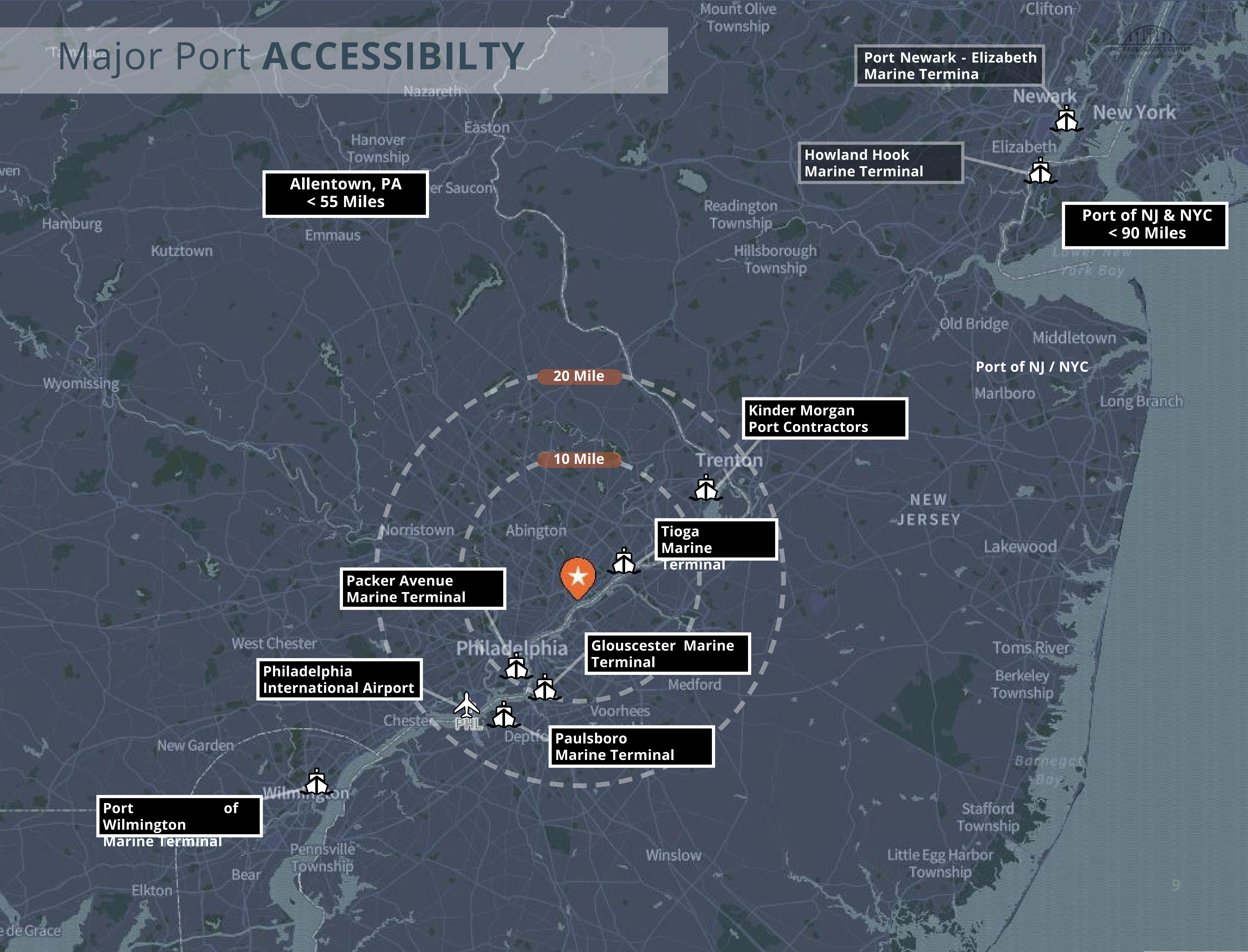




Regional Access to MAJOR NORTHEAST AIRPORTS

	Philaport	7 miles
	Philadelphia, PA	7.5 miles
	Philadelphia Int'l Airport	17 miles
	Trenton, NJ	21 miles
	Wilmington, DE	7.5 miles
	Port of Wilmington	41 miles
	Atlantic City Int'l Airport	55 miles
	Staten Island, NY	60 miles
	Manhattan, NY	68 miles
	Newark Liberty Airport	76 miles
	Port of Newark/Elizabeth	81 miles
	LaGuardia Airport	100 miles
	John F. Kennedy Airport	101 miles
	Port of Baltimore	113 miles

Major Port ACCESSIBILITY





FOR MORE INFORMATION, PLEASE CONTACT:

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BARTRAM'S MILE

DISTRIBUTION CENTER

1646 S. 51ST ST. PHILADELPHIA, PA



162,000 SF Warehouse Building
with Office Built to Suit

Well-Capitalized, Local Ownership

Q3 2024 Delivery





PROPERTY SPECIFICATIONS

Size

162K SF

Dock High Doors

41

Trailer Storage Spaces

18

Warehouse Size

146K SF

Building Height

36

Associate Parking Spaces

172

Office

BTS

,

Column Spacing

50' x 50'

I-2

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**AVISON
YOUNG**

LOCATION OVERVIEW

- » Immediate Workforce
- » Population Reach
- » Connectivity to I-76 - Access via Grays Ferry Ave / 1.2 Miles
- » I-95- Access via Lindbergh Blvd/ 3.18 Miles
- » Philadelphia Int'l Airport– 4.9 Miles
- » PhilaPort– 9.9 Miles



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DELCO LOGISTICS CENTER
EDDYSTONE, PA

770,000 SF “spec” industrial development project; acquired in 2018 and completed in 2022. Largest spec industrial development project in Delaware County.

Website: <http://www.delcologisticscenter.com/>



SONO
PHILADELPHIA, PA

Redevelopment of entire city block in Philly’s Northern Liberties neighborhood. Re-leased existing warehouse building to Yards Brewery, City of Philadelphia Archives and Target; constructed a 49 unit apartment building with 11,000 SF of retail. Acquired the Property in 2014 and finished construction/lease-up in 2022.

Website: <https://theblockatsono.com/>



1 & 2 GEOFFREY DRIVE
FAIRLESS HILLS, PA

In December 2021, Alliance acquired a 405,000 SF Class B industrial building with an adjacent 60,000 SF manufacturing building. After the existing tenant vacated, Alliance leased the warehouse building to a leading 3PL on a five year lease term. As part of the lease, Alliance will be demolishing the existing manufacturing building and building 250 trailer storage spaces.



6300 BRISTOL PIKE
LEVITTOWN, PA

150,000 sf industrial building acquired 2019 and 100% leased to an e-commerce company.



401 DOMINO LANE
PHILADELPHIA, PA

130,000 SF industrial building acquired in 2018. After a short leaseback from the Seller, Alliance completed base building improvements and leased the Property to Philabundance under a long-term lease.



175 DEROUSSE AVENUE
PENNSAUKEN, NJ

175,000 SF “spec” industrial redevelopment that was 100% pre-leased prior to completion in March of 2022.

Link to time lapse video: <https://m.youtube.com/watch?v=Vo6l3VBgIhs>



3900 COLUMBIA AVENUE
LINWOOD, PA

Alliance acquired 36,000 SF of existing flex-industrial buildings in March of 2022. As of June 2022, Alliance has broken ground on a “spec” 40,000 SF flex industrial building. Distance from Subject Property: 2.8 miles.

BARTRAM'S MILE
DISTRIBUTION CENTER



Philadelphia Intl Airport
4.5 Miles

Greenwich Intermodal
6.1 Miles

Walt Whitman Bridge
9.5 Miles

Betsy Ross Bridge
10.6 Miles

Commodore Barry Bridge
19.4 Miles

Interstate 476
11.1 Miles

Interstate 295
12.8 Miles

Benjamin Franklin Bridge
5.4 Miles

Northeast Phila Airport
18.3 Miles

Penn Terminals
11.1 Miles

Interstate 95
3.2 Miles

Interstate 76
1.7 Miles

Interstate 676
2.2 Miles

PhilaPort
9.9 Miles

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88
Binghamton



Waterbury

86

ALLENTOWN
45 MILES

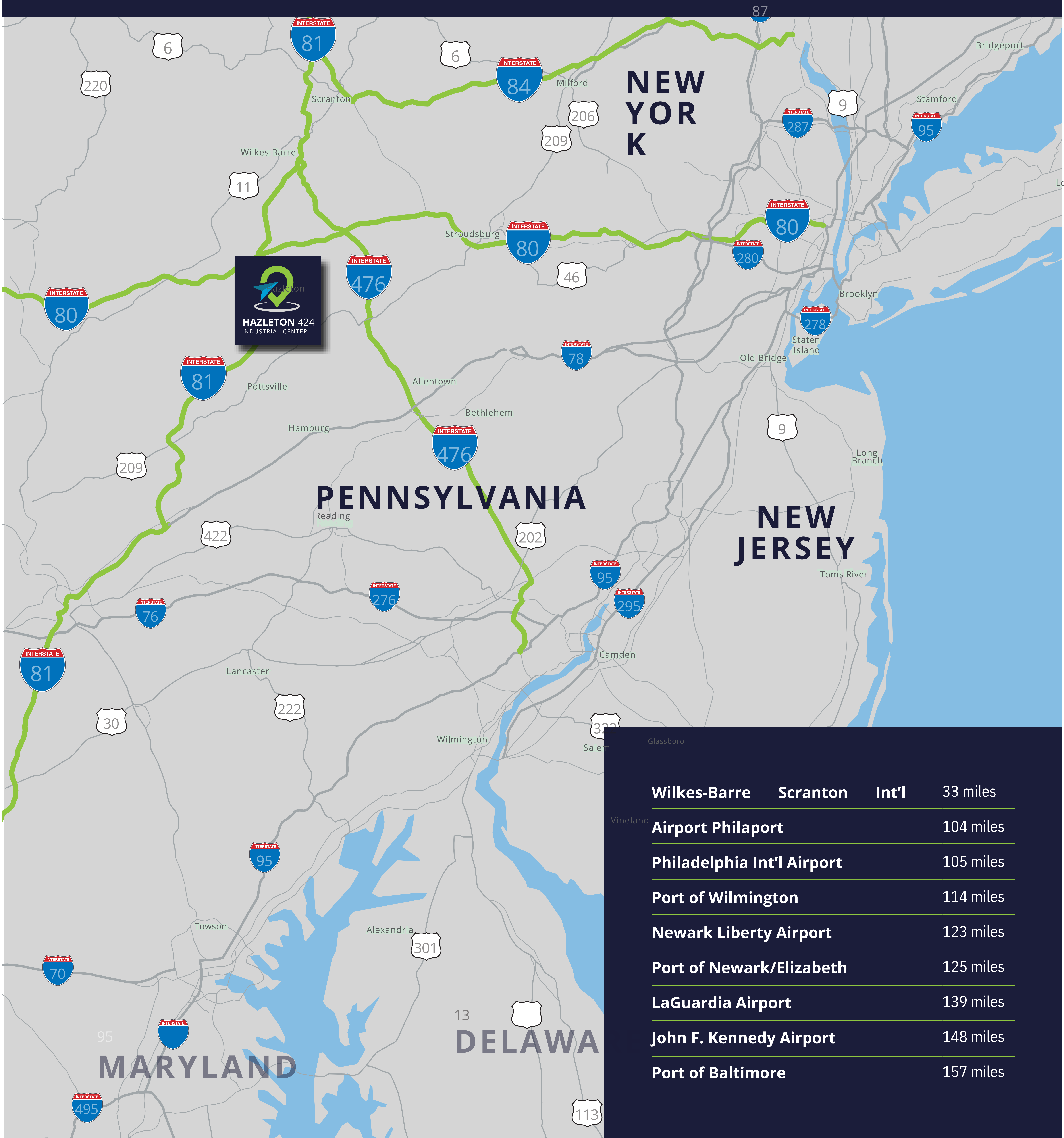
HARRISBURG
80 MILES

PHILADELPHIA
95 MILES

NEWARK
115 MILES

WILMINGTON
115 MILES
Newburgh

BALTIMORE
160 MILES
Danbury



Wilkes-Barre	Scranton	Int'l	33 miles
Airport Philadelphia			104 miles
Philadelphia Int'l Airport			105 miles
Port of Wilmington			114 miles
Newark Liberty Airport			123 miles
Port of Newark/Elizabeth			125 miles
LaGuardia Airport			139 miles
John F. Kennedy Airport			148 miles
Port of Baltimore			157 miles