



CenterPoint Properties®

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INVESTMENT | DEVELOPMENT | MANAGEMENT

April 14th, 2017

Mr. Micah Hinkle
Economic Development Manager
City of Hayward
777 B Street
Hayward, California 94541

Re: **Economic Development Preliminary Concept – Detailed Narrative
4150 Point Eden Way, Hayward, California (Oliver Salt Plant)**

Dear Micah:

CenterPoint is proposing a 98,545 SF Advanced Manufacturing / Light Industrial facility at 4150 Point Eden Way, Hayward, California. Currently we are envisioning the following specifications for the facility. The total project is approximately 40 acres, of which CenterPoint plans to develop ~8 acres with the rest set aside for mitigation and preservation.

Building Features and Specifications

- Highly articulated elevations along Highway 92 (rendering attached)
- 32' Clear Class A ESFR Concrete Tilt Up facility with a Hybrid structure along Highway 92
- 6,000 SF of office mezzanine structure (glazing and structural imbeds to accommodate additional office)
- 93 Car Parking stalls and 10 Trailer Parking stalls
- 6 Dock High doors and 2 drive-in doors
- 3,000 AMP power (pending PG&E approval)
- Useable lot size of 8.1 acres, remaining acreage to be either dedicated over to Fish and Wildlife or set up as perpetual open space
- Building will be designed for a single tenant
- LEED Certification

Project Team

- William Lu, Senior Vice President, CenterPoint Properties (Key Point of Contact)
- HPA Architects
- Kier & Wright Civil Engineers
- Huffman Broadway Group
- Cushman & Wakefield

Project Team Experience

CenterPoint Properties is a long-term developer, investor, and operator of Industrial real estate across the United States. The company is owned and obtains funding from CALPERS without equity partners or project level debt for its operations. Currently the company owns around 60 million square feet of assets in the United States. Typically, on a given year, the company acquires and develops around \$500 to \$750 million dollars' worth of asset.

The project lead, William Lu, has developed over 4 million square of industrial assets in California as the lead with his previous firm (Conor / McShane), including the Cherry Logistics Center in Newark, California (leased to Amazon), and the Hayward 92 Business Park (previously known as the Weber property and is leased to FedEx). The project team listed above is also the same team that acquired, developed, and leased the FedEx facility in Hayward. CenterPoint is currently constructing the following projects in the West Coast under Mr. Lu's supervision, 400,000 SF Build-to-Suit for 5.11 Tactical in Manteca, 550,000 SF speculative warehouse in Manteca, 200,000 SF warehouse expansion for Home Depot in Lathrop, 225,000 SF speculative warehouse in Kent, WA, and is in final negotiations with the Port of Oakland to construct a 450,000 SF on dock facility. The developer is experienced in developing in California, and has previously worked with the Army Corp, RGWQCB and the City of Hayward.

Tenant Demand and Marketing

CenterPoint Properties will be designing and marketing the facility as an advanced manufacturing / light industrial facility, which is different from standard distribution warehouse by providing: higher than normal car parking, additional power, reduced dock door counts, and a more highly articulated exterior.

CenterPoint views the most likely tenants to fall into the following categories

- Corporate Headquarters / Warehousing or Manufacturing – A tenant which bases their corporate headquarters including back office operations at this location, with portion of the remainder space being a combination of assembly, manufacturing, or warehousing.
- E-commerce Delivery – A tenant focused on providing immediate delivery of goods to the population base, normally an e-commerce user which needs to provide either next day or same day delivery.
- Tech Assembly – A tenant which focuses on assembly of goods from components manufactured over-seas on high value goods.

CenterPoint has also provided a list of current tenants in the market with details on which category the existing tenants fall into.

CenterPoint Properties is eager to work with the City of Hayward to receive feedback on our proposed project.

Very truly yours,

CENTERPOINT PROPERTIES TRUST

William Lu
Senior Vice President

cc: Jay Hagglund, Cushman and Wakefield
Adan Martinez, Cushman and Wakefield