



Industrial Market Update Navigating New Waters

June 22, 2021

Rising Rates

Entitlement Challenges

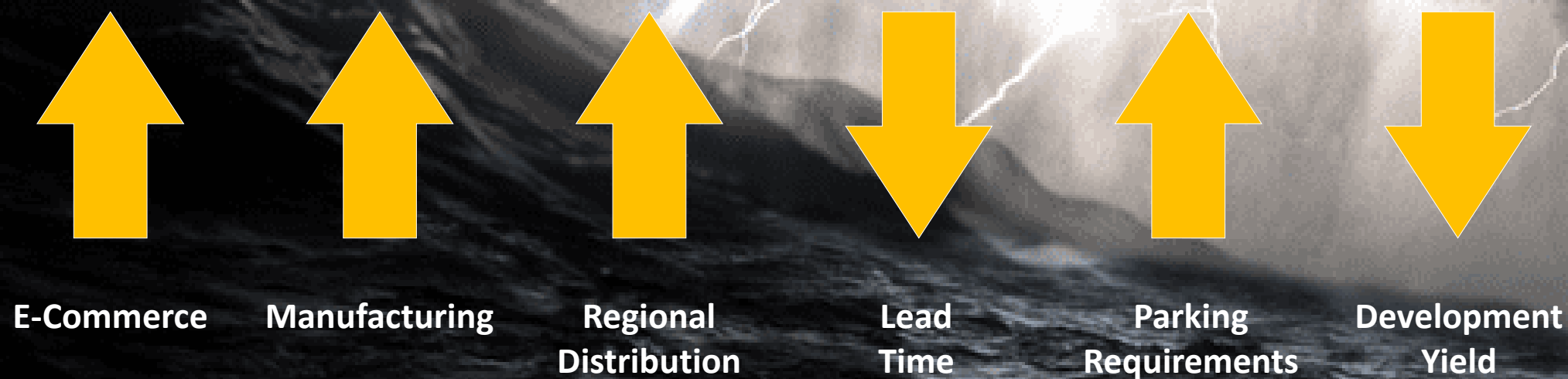
Limited Space Availability

Record Demand

Labor Challenges

Aggressive Capital

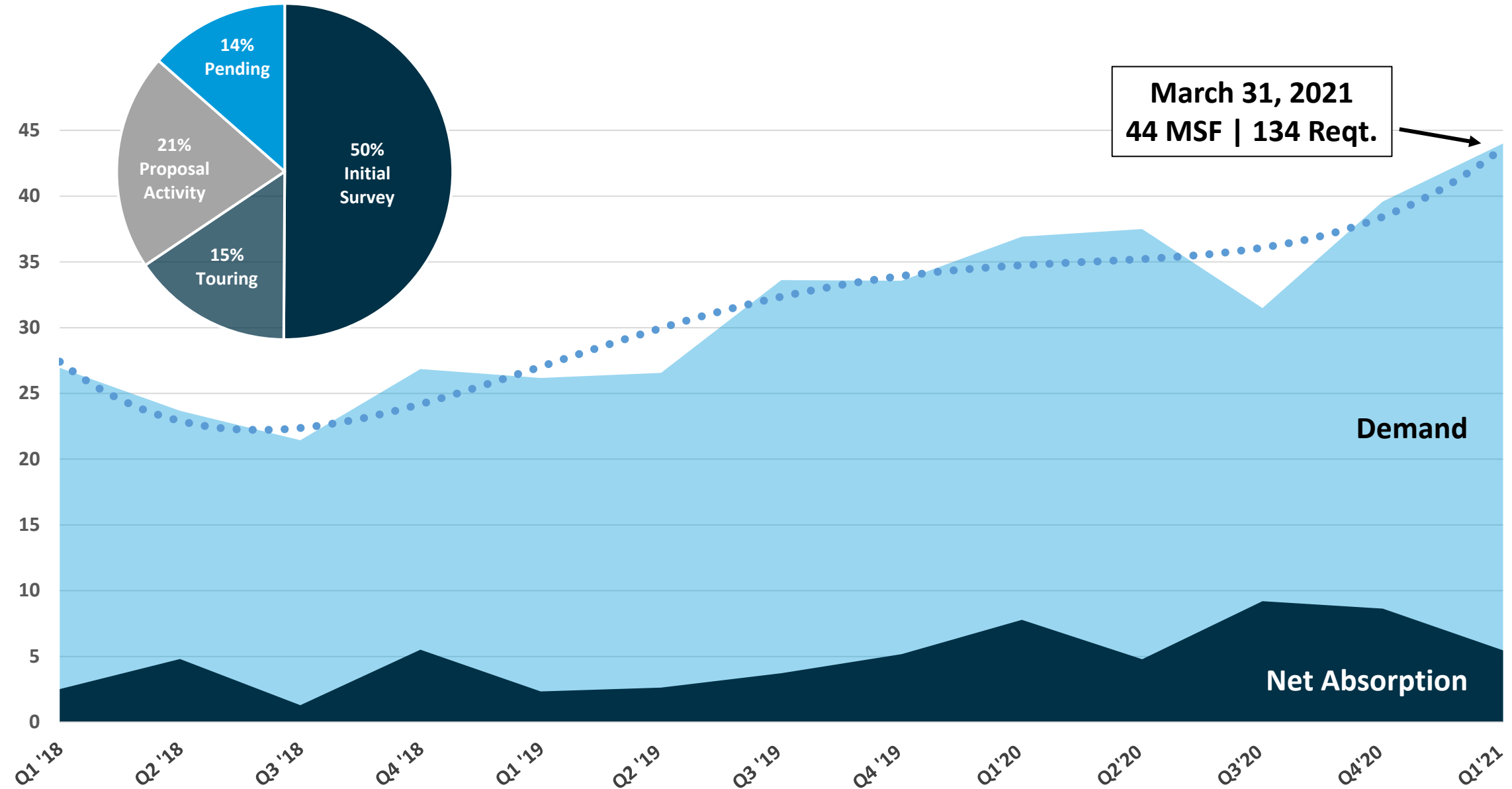
Construction Challenges

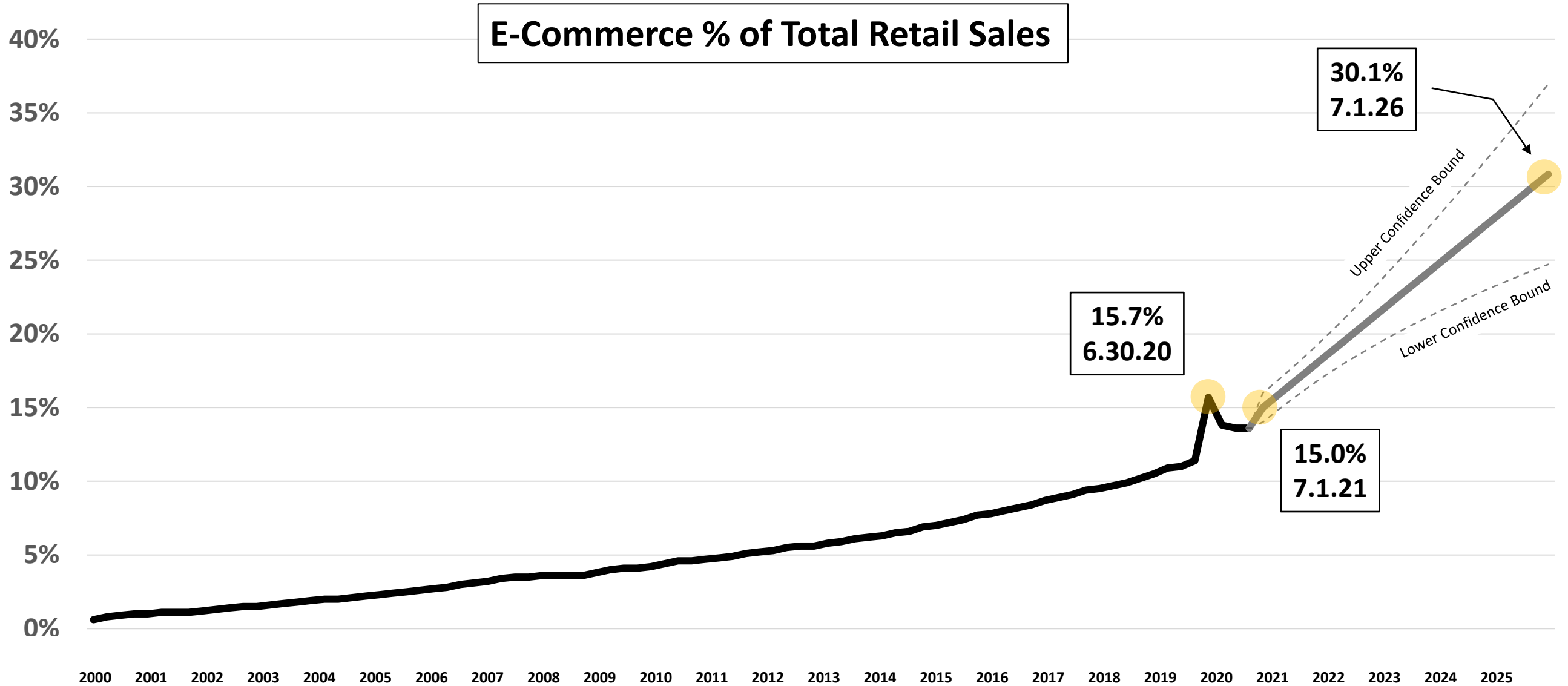


Challenges

- Labor Availability
- Competition for Space
- Rapidly Escalating Costs
- Mis-Alignment between Functional Requirements and Available Space
- Adaptive Use of 1st Generation Buildings

Q1'21 Regional Demand Metrics

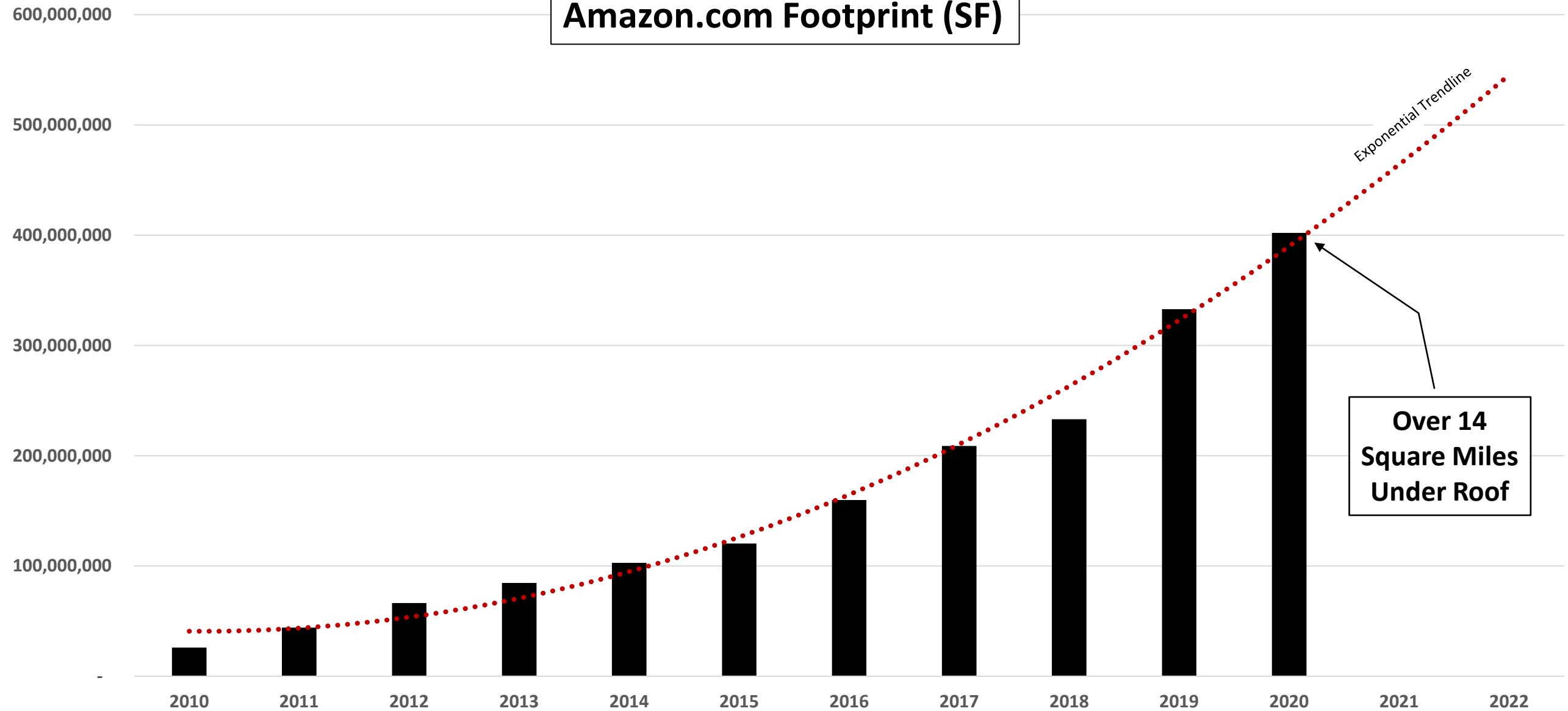




Historical Data Source: U.S. Census Bureau | Forecast: Microsoft Excel Forecast Function



Amazon.com Footprint (SF)







CANPACK | Olyphant, PA
1,000,000 SF



Ball Corp | Pittston, PA
1,080,000 SF



Niagra Bottling | Hazleton, PA
1,200,000 SF



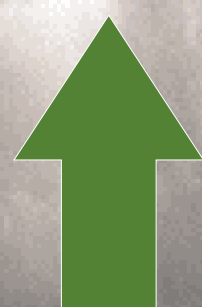
Pratt Industries | Carlisle, PA
938,000 SF



Demand



Vacancy



**Net
Absorption**



**Parking
Requirements**



**Rental
Rates**

Challenges

- Parking
- Infrastructure (Power in particular)
- Above Standard Tenant Improvements
- Shrinking Lead Times (to “Go Live”)
- Locations

