

# AVONDALE Global Gateway



FOREIGN TRADE ZONES / BONDED SPACE AVAILABLE INDOOR & OUTDOOR  
CHICAGO MERCANTILE SPACE AVAILABLE INDOOR

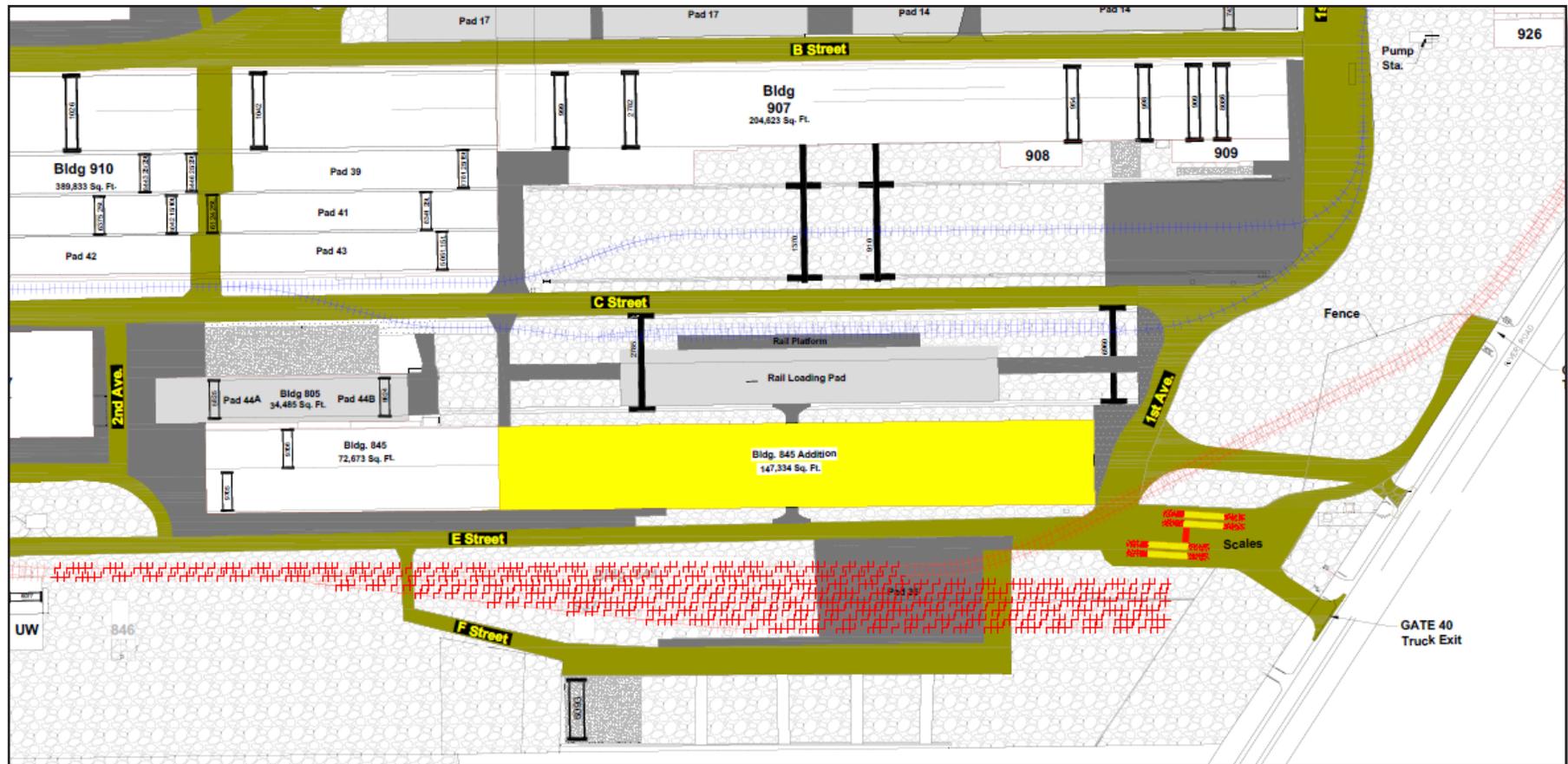
**NAI**READY

**NAI**Rampart

**HOST**

# NEW! Planned Warehouse & Rail Infrastructure Expansion to Boost Capacity & Logistics

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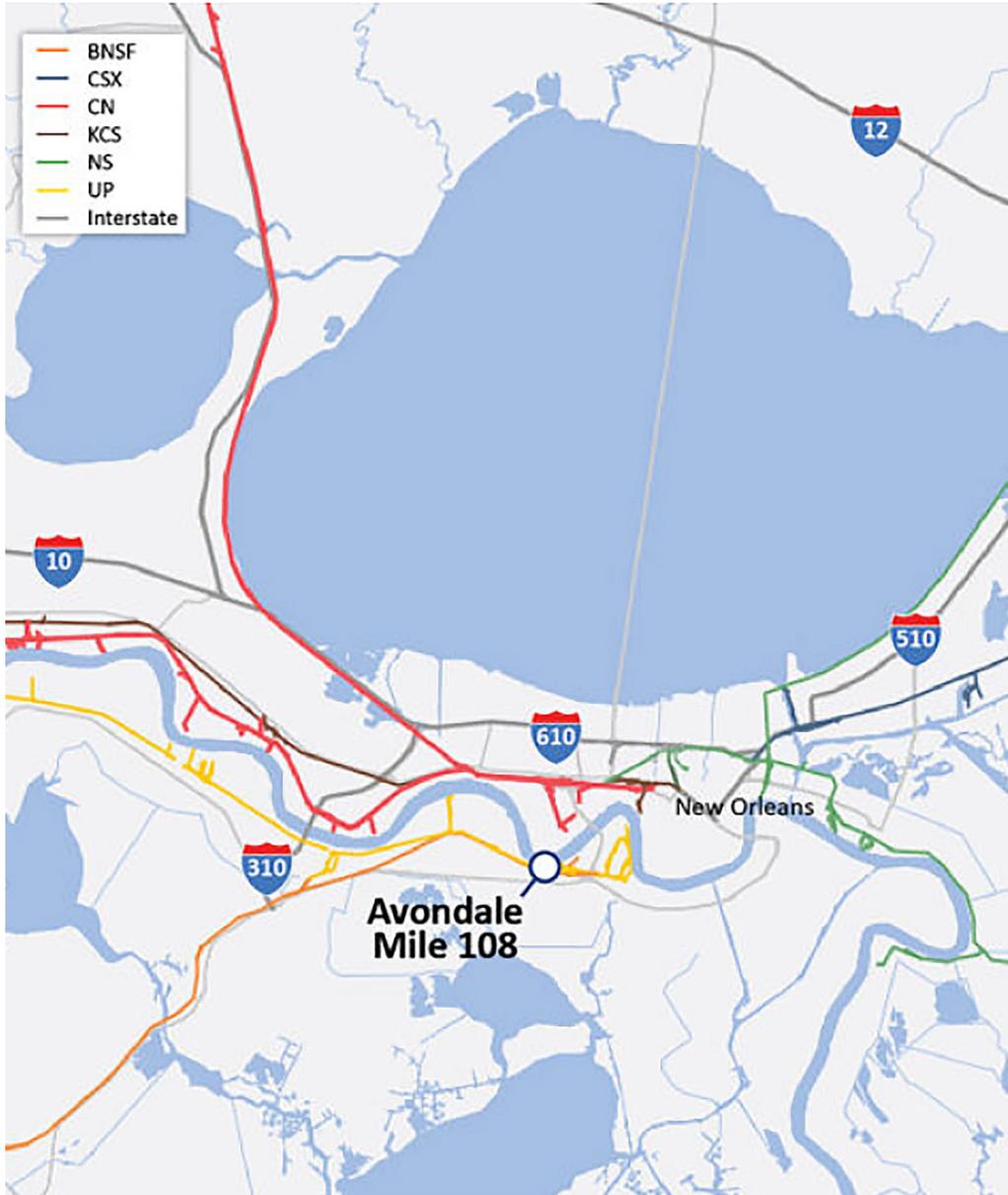
## Key Features of the Expansion

- ▶ 147,000 sq. ft. warehouse designed for high-volume industrial operations
- ▶ Extensive rail track expansion, enabling efficient inbound/outbound bulk material movement
- ▶ Short and long-term lease opportunities now available
- ▶ Located within a Foreign Trade Zone (FTZ) for tariff avoidance operations
- ▶ Direct access to vessel docks, ideal for import/export projects
- ▶ Material and cargo-handling services available on demand
- ▶ Positioned to support manufacturing, distribution, energy, and bulk logistics customers

# ABOUT THE SITE

# Jefferson Parish, New Orleans

A3



# ABOUT THE SITE

# Aerial Overview

A4

## Avondale Operating Districts

### Legend

-  Docks
-  Maritime Industrial District
-  Stevedoring Operations District

### Docks

- +/- 7,300 linear feet of dock improvements
- Draft Depth Range: 32-47 ft

### Traditional terminal operations ("Stevedoring Operations District")

- +/- 35 acres, inclusive of
  - 683,688** sqft of covered space (Bldgs. 240,827,907,910,&930)
  - 19** acres of open areas

### Industrial Park ("Maritime Industrial District")

- +/- 121 acres, inclusive of:
  - 478,471** sqft of covered space (Bldgs. 116,601,602,805,807,845,926,&927)
  - 110** acres of open areas (99 leasable acres)

Google Earth

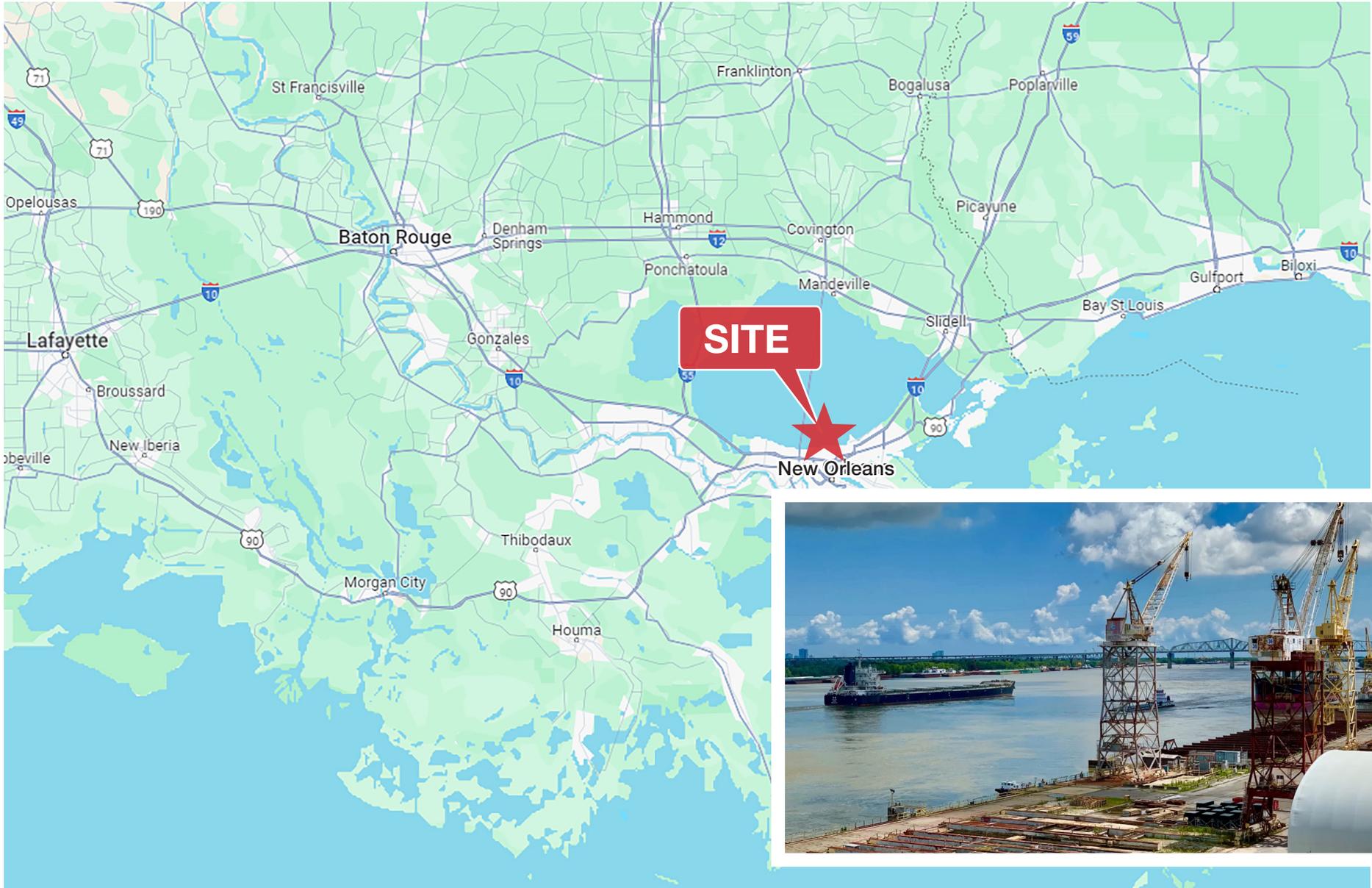
Image © 2023 Airbus

2000 ft

# ABOUT THE SITE

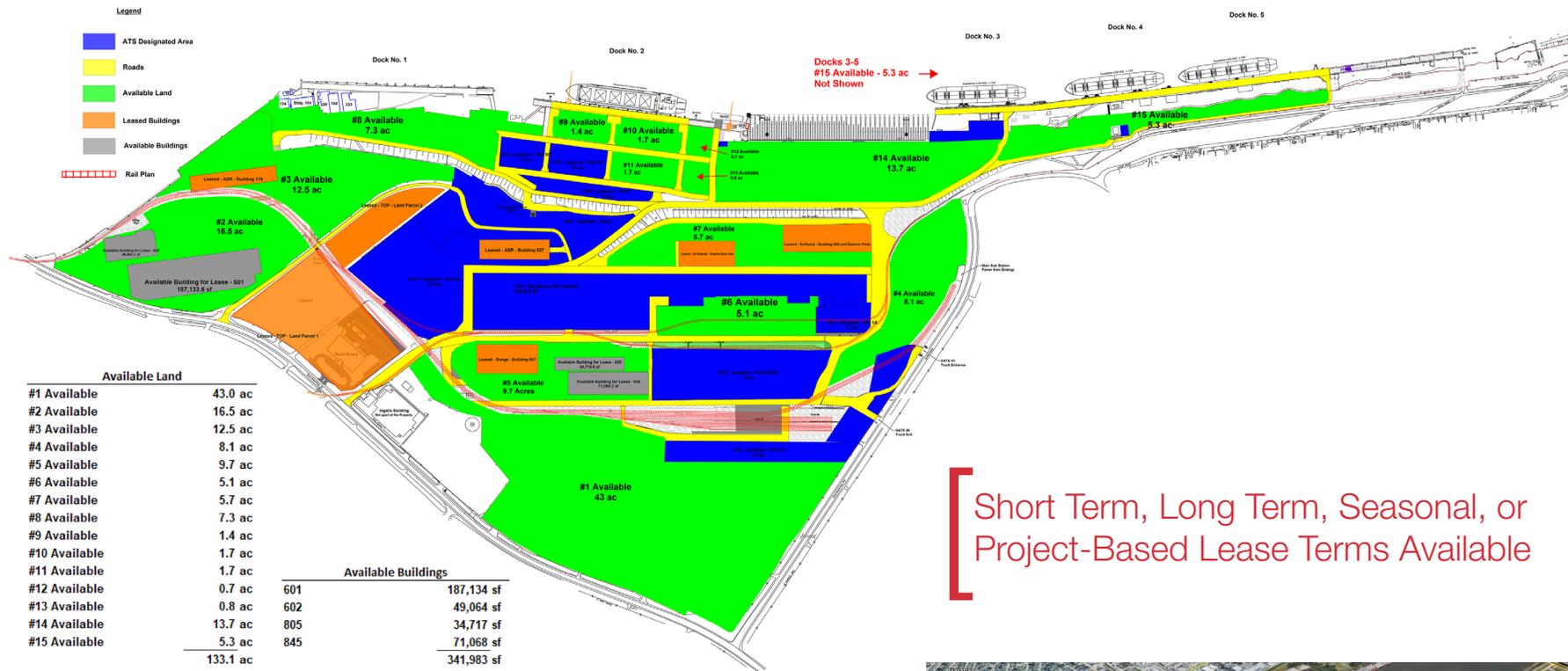
# Location Map

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# ABOUT THE SITE

## Site Breakdown



Short Term, Long Term, Seasonal, or Project-Based Lease Terms Available

## PROPERTY HIGHLIGHTS

- Heavy industrial power able to meet any user needs.
- 133 acres available, sub-dividable to tenant requirements. Can expand to 255 total acres.
- 478,000 SF of warehouse space is available, sub-dividable to tenant requirements. Can expand to total 1.5 million SF.
- Most warehouses have rail siding.
- Direct access to deep-draft ship and barge berths on-site.
- Rail access with daily switching and on-site storage.
- Zoning allows Heavy Industrial and Manufacturing uses.
- Industrial utilities exist, and Site has Foreign Trade Zone capabilities.
- Stevedoring, cargo handling, and drayage services offered based on Tenant needs.



# ABOUT THE SITE

# Property Photos

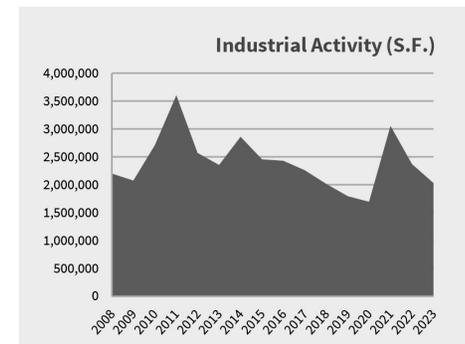
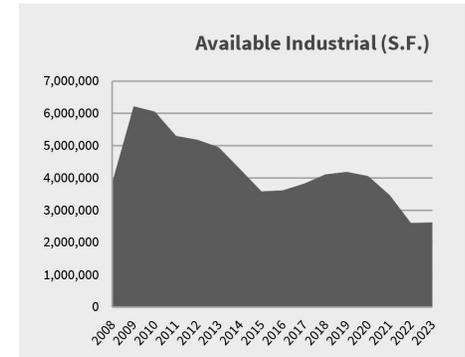
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## INDUSTRIAL INVENTORY AND PRICING REMAIN STABLE WITH MARKET PULL BACK IN 2023

In 2023, there was a marked decrease in new industrial sales and leasing activity, amounting to 2,030,000 square feet, compared to the 30-year average of 3,125,000 square feet per year. If we exclude a single sale transaction of 350,000 square feet on the Westbank, the activity would have been approximately half of the usual volume. Recent increases in sale pricing and lease rates have shown signs of leveling off in response to this shift in demand.

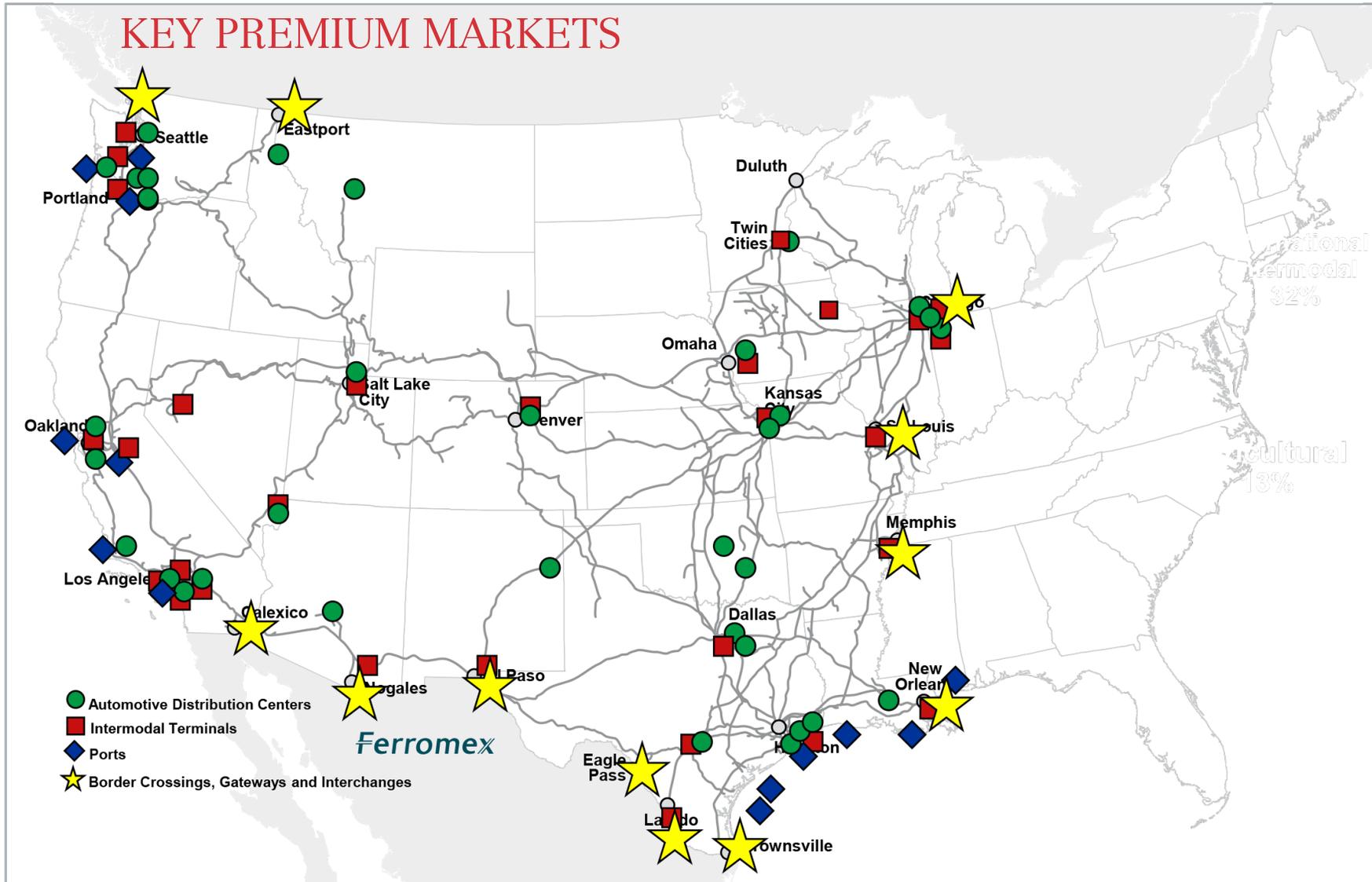
By the end of 2023, the available square footage of industrial inventory remained largely unchanged at 2,630,000 square feet, almost identical to its initial level for the year. Despite the significant absorption resulting from the aforementioned large transaction, around 380,000 square feet of net inventory were actually added during this period. This negative absorption reflects a noticeable slowdown in the market, influenced by factors such as rising insurance premiums, construction costs, and interest rates. Inventory levels continue to stay historically low, especially in desirable locations where functional properties still attract ample demand. Any further increases in inventory could potentially stimulate the market as we enter 2024.



## INDUSTRIAL MARKET OVERVIEW

SUBMARKET	INDUSTRIAL RENTAL RATES (PSF NET)		IND. LAND PRICING	INDUSTRIAL ACTIVITY (SF)		INDUSTRIAL VACANCY RATES		AVAILABLE INDUSTRIAL (SF)		CHANGE
	WHSE	SERV. CENT.	SF	2022	2023	WHSE	SERV. CENT.	01/2023	01/2024	
St. Charles/John	\$5.00 - \$6.75	\$7.00 - \$10.00	\$3.00 - \$9.00	346,322	258,571	8%	5%	450,226	350,320	-22%
Kenner	\$3.50 - \$5.00	N/A	\$5.00 - \$14.00	138,049	95,432	4%	N/A	97,055	206,072	112%
Elmwood/Labarre	\$5.00 - \$7.00	\$8.50 - \$10.00	\$11.00 - \$17.00	1,368,701	493,666	3%	2%	496,235	634,189	28%
New Orleans	\$3.00 - \$5.00	N/A	\$2.00 - \$8.00	125,162	175,137	10%	N/A	660,136	777,480	18%
N.O. East	\$3.00 - \$4.50	N/A	\$0.50 - \$3.50	150,240	315,222	10%	N/A	55,502	359,143	547%
West Bank	\$3.00 - \$4.50	N/A	\$2.00 - \$6.00	233,199	681,241	3%	N/A	837,368	257,373	-69%





Source: 2022 Investor Factbook



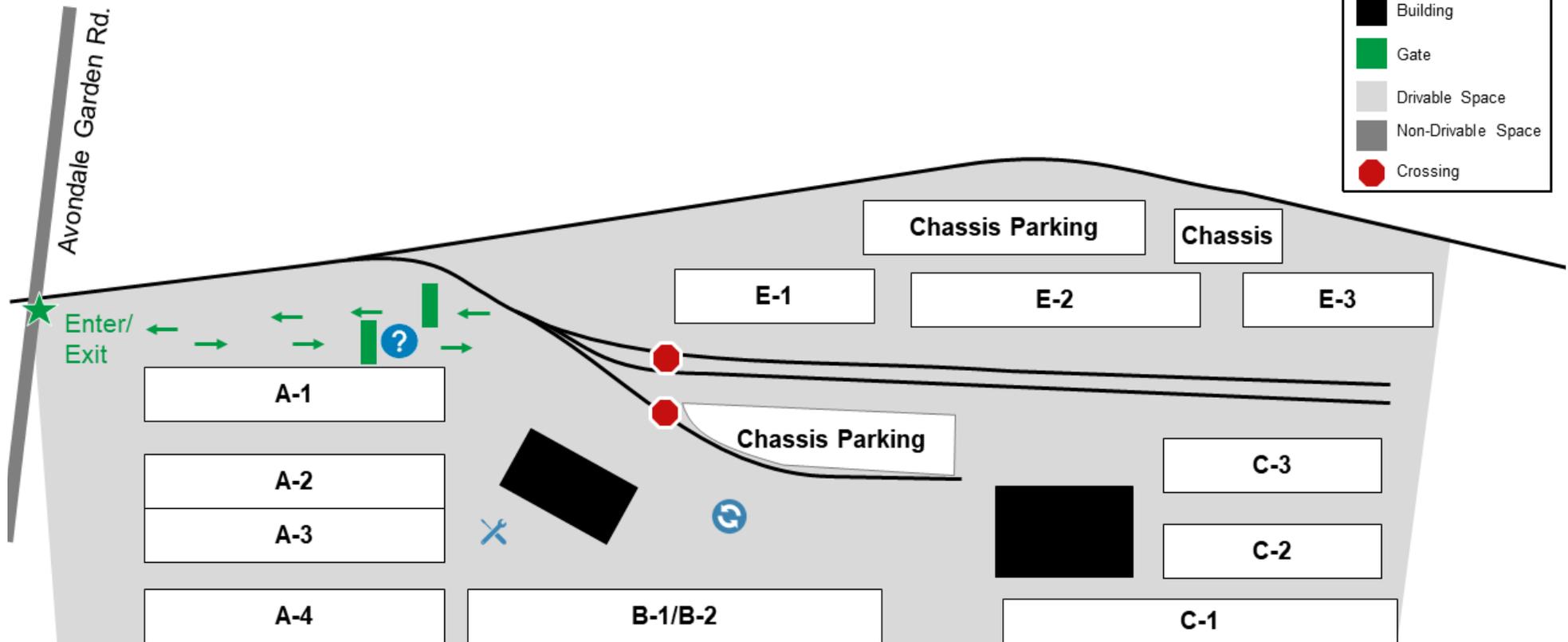
## Avondale Intermodal Terminal

Avondale, LA

*\*UP's Perspective*



	Roadability
	Flips
	Drivers Assistance
	Restroom
	Building
	Gate
	Drivable Space
	Non-Drivable Space
	Crossing





**HAL JOHNSON**

- » Project Lead
- » Lead generator, incentives, development consultant
- » Mid and South Atlantic Prospecting
- » Based in Charleston, SC Office



**STEVE PASTOR**

- » Northeast Representative
- » Lead generator, railroad-based prospecting, inland port prospecting
- » Northeast Prospecting
- » Based in Teterboro, NJ Office



**KENNY THOMPSON**

- » Lead generator, incentives, development consultant
- » Mid and South Atlantic Prospecting
- » Based in Greenville, SC Office



**JACOB CRIST**

- » Local Representative
- » Lead generator, valuation services, port development
- » Gulf Coast and Port Authority Prospecting
- » Based in Mobile, AL Office

## HAL JOHNSON



**Hal Johnson, SIOR**  
Broker | Consultant

Hjohnson@naiready.com  
864.907.6000

### Education

The Citadel  
B.S. Business Administration  
University of Oklahoma  
Economic Development  
Institute

Hal works directly with clients and business partners to ensure the success of their projects and determine evolving market needs. As the leader of NAI READY, Hal provides full-service site selection, incentive negotiation, and strategic advisory solutions to businesses, developers, and economic organizations across the country. With 18 years of experience in all efforts of economic development, Hal brings practical real world solutions to your company to make it completely READY for your next project activity. Hal brings extensive knowledge in assisting companies seek the right site taking into consideration the entire scope of the project and the company's bottom line. With a deep understanding of rail, port, power, and industrial site selection, Hal has helped global corporations, manufacturers, and logistics firms secure optimal locations while maximizing financial incentives and reducing development risks. Throughout his career, he has worked with major companies such as BMW, Magna, Walmart, Oatly Inc., Pet Supply Plus, AFL Communications, Lennox International, Food Lion, Husqvarna, Zeus, and many more overseeing projects ranging from 50,000 SF to over 800,000 SF.

### AFFILIATIONS

State of Georgia | Licensed Real Estate Agent  
State of North Carolina | Licensed Real Estate Agent  
State of South Carolina | Licensed Real Estate Agent  
Industrial Asset Management Council | Member  
Southern Economic Development Council | Member  
Georgia Economic Development Associate | Member  
Society of Office and Industrial Realtors (SIOR) | Member

- American Fujikura Limited Global
- Brennan Investments
- BrooksGlover Group
- Evoluxon Logistics
- Freudenberg NA
- Green Metals Inc.
- Greenwood Fabricating & Plating
- Hounen Solar America
- Kearney Co.
- Kisol US
- LioChem e-Materials Kentucky
- Logisticus Group (4)
- Magna NA
- Mixon Investments
- Moore Food Resources
- Nature's Value
- Oatly Inc
- Ottobock
- Pet Supply Plus
- Precision Terminal Logistics
- Sempra Energy
- Slumbershield Inc.
- Sunnex Tools
- Thermo King
- Toyota Tsusho America
- Walmart
- Wingfan
- Zeus Industries (6)
- The Aberdeen Carolina & Western Railway
- Norfolk Southern Railroad
- North Carolina Railroad
- BNSF Railroad
- Atlas Insight
- Global Location Strategies
- McQuire Sponsel
- Whitaker Park Development Authority
- Laurens Electric Coop/  
Connexial Center Industrial Park
- Superland Holdings/Shamrock  
Commerce Center
- Orangeburg County/City  
Industrial Park – Building One
- Sandy Run Industrial Park
- Calhoun County Industrial Park
- Carolina Connector Rail Park
- Mobile Gateway Park



## STEVE PASTOR



### Steve Pastor

Global Supply Chain, Ports  
& Rail Logistics Practice  
Industrial Chairperson for  
NAI Global

spastor@naihanson.com  
201.478.7376

### Education

Fairleigh Dickinson  
University, B.S. in Business

Steve is the National Leader in the United States for corporate, industrial real estate, supply chain, ports and rail logistics that he created. He is the National Industrial Chairperson for the NAI Global Logistics & Ports/Rail Practice Group, which represents companies operating within the industrial sector on a local, regional and national basis. Steve's straight forward approach and out of the box methodology creates winning solutions for his clients. He is one of the most sought after experts/consultants in the industry. He is known for his ability to analyze difficult challenges for his clients and provide quantifiable, creative solutions for them.

Steve currently represents three Class One Railroads (Norfolk Southern (NS), Kansas City Southern (KCS) and (BNSF) for inland ports and port-related projects around the United States and advises them on how to create strategies for their real estate projects, which ultimately maximizes their bottom line for their real estate.

Steve's primary focus is to maximize business results and create opportunities for national corporations by evaluating their real estate assets and portfolios that leverage the supply chain. He assists clients with strategic planning for all of their real estate. He has an uncanny ability to juggle multiple market projects for national accounts by successfully integrating the best qualified teams to serve the specific projects assigned.

He published numerous articles and has been quoted in In Bound Logistics Magazine, Site Selection and the JOC. He is as sought after speaker on national and international emerging trends impacting the industrial ports/rail and logistic real estate.

## SIGNIFICANT TRANSACTIONS

- 1,220,742 SF Pension Fund Portfolio, 62 transactions
- 443,803 SF Kuehne & Nagel Inc.
- 340,900 SF Central Pet
- 265,000 SF Industrial Sale, El Reno County, OK
- 259,369 SF Cooper Electric Supply Company
- 251,177 SF Investment Sale, Jersey City, NJ
- 154,830 SF Pactiv/Reynolds Corp.
- 180,000 SF R. Siskind & Companies
- 119,264 SF Sale/Leaseback, Mahwah, NJ
- 106,950 SF Investment Sale, Eatontown, NJ
- 90,000 SF R. Siskind & Companies
- 86,000 SF Piscataway, NJ
- 48,400 SF Harris County, TX
- 33,000 SF Carlstadt, NJ
- 32,250 SF El Reno, OK
- 19.5 Acres, Staten Island, NY
- National Retail Systems (multiple transactions)
- Norfolk Southern (multiple transactions)
- Kansas City Southern (multiple transactions)

## KENNY THOMPSON



**Kenny Thompson**  
Broker

kthompson@naiready.com  
919.402.3461

### Education

Virginia Tech  
B.S.

Prior to joining NAI READY, Kenny served as a property manager at NAI. In his role, he collaborates closely with clients and business partners to drive the success of their endeavors while also identifying and adapting to changing market demands. Kenny works directly with Hal Johnson, who leads NAI READY, and specializes in sales, leases, dispositions, consolidations, greenfield developments and research.

### AFFILIATIONS

State of South Carolina | Licensed Real Estate Agent

### SIGNIFICANT TRANSACTIONS

- American Fujikura Limited Global
- Brennan Investments
- BrooksGlover Group
- Evoluxon Logistics
- Green Metals Inc.
- Hounen Solar America
- Kearney Co.
- Kiswel US
- LioChem e-Materials Kentucky
- Logisticus Group (4)
- Magna NA
- Mixon Investments
- Nature's Value
- Oatly Inc
- Pet Supply Plus
- Precision Terminal Logistics
- Slumbershield Inc.
- Thermo King
- Toyota Tsusho America
- Walmart
- Wingfan
- Zeus Industries (6)
- The Aberdeen Carolina & Western Railway
- Norfolk Southern Railroad
- North Carolina Railroad
- BNSF Railroad
- Atlas Insight
- Global Location Strategies
- McQuire Sponsel
- Whitaker Park Development Authority
- Laurens Electric Coop/Connexial Center Industrial Park
- Superland Holdings/Shamrock Commerce Center
- Orangeburg County/City Industrial Park – Building One
- Sandy Run Industrial Park
- Calhoun County Industrial Park
- Carolina Connector Rail Park
- Mobile Gateway Park



## JACOB CRIST



**Jacob Crist, CCIM**  
Broker | Consultant

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504.906.4091

### Education

Masters in Business  
Administration,  
Louisiana State University  
BA International Business &  
Finance, Auburn University

Jacob is a highly experienced real estate professional with a focus on industrial land leasing and development. He specializes in maritime industrial properties and public-private logistics projects. Based in the Mobile Region and reporting to the Gulf Coast office, Jacob combines his background in valuation finance, development expertise, and knowledge of port authority operations.

His extensive experience in both public and private sectors allows him to apply his skills in corporate operations, infrastructure finance, development services, and port authority management to benefit property owners and users. Known for his practical, market-driven solutions, Jacob excels in navigating complex scenarios to achieve optimal financial and operational outcomes. His expertise includes brokerage, development, appraisal, and expert witness services, and he has a history of managing revenue tasks in supply chain logistics, port authority operations, economic development, and portfolio strategy.

### AREAS OF EXPERTISE

**Maritime & Port Logistics Expertise** – With extensive experience in port authority operations, supply chain logistics, and industrial waterfront development, Jacob brings specialized knowledge of maritime real estate and public-private logistics projects. His insights help businesses secure strategic port-accessible sites that optimize trade, transportation, and infrastructure efficiencies.

**Comprehensive Industrial Real Estate & Development Strategy** – With a strong background in industrial land leasing, development, and infrastructure finance, Jacob helps clients navigate complex transactions, valuation finance, and economic development incentives. His ability to balance financial feasibility with market-driven solutions ensures optimal investment outcomes for property owners and industrial users.

**Proven Public & Private Sector Experience** – Having worked at both NAI Latter & Blum and the Port of New Orleans, Jacob understands the intersection of government regulations, corporate operations, and economic development strategies. His expertise allows him to streamline transactions, manage portfolio strategies, and deliver practical solutions that drive long-term success.

With a 15-year career, Jacob has demonstrated exceptional skill in tackling complex business challenges. Before joining Colliers, he worked in the Corporate Services team of NAI Latter & Blum, where he provided brokerage, advisory, development, and valuation services. Jacob's career began at the Port of New Orleans, where he spent 12 years in various roles, including operations, real estate, business development, and management.

### AFFILIATIONS

State of Alabama | Licensed Real Estate Agent  
State of Mississippi | Licensed Real Estate Agent  
State of Louisiana | Licensed Real Estate Agent  
Counselor of Real Estate (CRE)  
CCIM Institute | Member

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**NAI**Rampart

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