

# Tradepoint Atlantic

Case Study: Restoring Hope

Bank of America  
Merrill Lynch 

Aaron VO:

Sparrows Point is more than just a place. It's an identity, for the people in and around Baltimore.

[Visual of Steel mill at sunset, "The power to forge a new future" center screen]

Bethlehem steel provided for a lot of our infrastructure that we know today.

[Visual of black and white photo of steel mill, "Sparrows Point, Baltimore County, MD appears as a lower third, steel bridge]

It was a sight that once employed thirty thousand people.

[Visual of black and white photo of men sitting on steel beams, older couple in their home]

Female VO:

My dad worked there for forty four years. My grandpop worked there.

[Visual of older couple in their home]

Female VO: I remember going across the Francis Scott Key bridge, and you'd see that star. And they called it the star of Bethlehem.

[Visual of cars going over a bridge, Second older couple in a restaurant, old footage of start at the top of the mill]

Aaron VO:

As the economy began to shift, it became harder for places like Sparrows Point to compete in the global market place.

[Visual of Aaron Tomarchio, VP of Corporate Affairs, Tradepoint Atlantic, old run-down warehouse and boarded up buildings]

Phil VO:

All of us never thought that the plant would actually shut down.

[Visual of workers sitting and standing around a room together]

Male VO: When they turned that star out, I thought it's finished.

# Tradepoint Atlantic

Case Study: Restoring Hope

Bank of America  
Merrill Lynch 

[Visual of work shop with neon sign reading “God Bless America”, tools and hard hats lay on a table]

Phil VO:

From the outset when Tradepoint Atlantic took over, they started inviting the community in.

[Visual of “After years of neglect, the old steel mill was bought by Tradepoint Atlantic.” Over water, Tradepoint Atlantic water tower in a steel mill, worker speaks to camera]

Eric VO:

We said we are going to create a one of a kind industrial logistics campus.

[Visual of trucks rolling around the mill, Eric Gilbert, Chief Development Officer, Tradepoint Atlantic]

Aaron VO:

We’re remediating 125 years of steel making.

[Visual of smoke stack being torn down]

We’re cleaning up the actual ground. And then when you clean up the ground, you also clean up the ground water.

[Visual of the mill being cleaned up, clean water is running through a duct]

Female VO:

Five years ago you couldn’t see to the bottom of our creek, and now you can see to the bottom of the creek.

[Visual of two women in their home, creek being shown from a birds eye view]

Kerry Doyle:

We’ve been partnered with Bank of America for the last three years. They’ve understood the broader vision of the project.

[Visual of birds flying over the water with the mill in the distance, Kerry Doyle, Chief Commercial Officer, Tradepoint Atlantic]

Aaron VO:

One of the commitments that was made was jobs.

# Tradepoint Atlantic

Case Study: Restoring Hope

Bank of America  
Merrill Lynch 

[Visual of different men working]

Phil VO:  
The last couple years I've seen what their vision is.

[Visual of men and women working on the mill being updated]

Aaron VO:  
This is a unique thirty one hundred acre industrial site in the middle of a major metropolitan area. When you connect it to multiple modes of transportation, like a deep water port, a short line railroad and a highway, you open up a lot of possibilities for multiple tenants.

[Visual of overview of the mill space, boats on the water, trains running and cars driving on a highway from a bird's eye view, men and women working in the new mill]

Kerry VO:  
The scale of this project is enormous. Tradepoint is positioned to be the largest hub for East Coast commerce creating over seventeen thousand jobs.

[Visual of the levels of the new plant, "Over 17,000 jobs will come from tenants that Tradepoint Atlantic is bringing to the site." Is shown center screen over the mill]

The success of this project means the success of the surrounding community. I think that's really at the center of everything that we're doing here.

[Visual of a man playing pool, a man cooking on a grille, a man laughing in a bar, friends sitting around a table talking]

Female VO:  
The first time we saw the star relit, it's hard to explain what it was like. It's just wonderful.

[Visual of star lighting up, kids looking up at the star holding sparklers, older couple in their home]

Aaron VO:  
If we can find a way to translate what a global economy means here, then we should have the power to replicate that across our nation and share that message of hope.

# Tradepoint Atlantic

Case Study: Restoring Hope

Bank of America  
Merrill Lynch 

[Visual of kids holding sparklers up to the star, bridge at sunset, “What would you like the power to do?” shows center screen over the mill]

End card:

Bank of America Merrill Lynch

We are proud to work with Tradepoint Atlantic, who is committed to bringing jobs and prosperity back to the Baltimore community.

General disclaimer for Bank of America Merrill Lynch, visit [baml.com/disclaimer](http://baml.com/disclaimer)

“Bank of America Merrill Lynch” is the marketing name for the global banking and global markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed globally by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, strategic advisory, and other investment banking activities are performed globally by investment banking affiliates of Bank of America Corporation (“Investment Banking Affiliates”), including, in the United States, Merrill Lynch, Pierce, Fenner & Smith Incorporated and Merrill Lynch Professional Clearing Corp., both of which are registered as broker-dealers and members of SIPC, and, in other jurisdictions, by locally registered entities. Merrill Lynch, Pierce, Fenner & Smith Incorporated and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the CFTC and are members of the NFA. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured \* May Lose Value \* Are Not Bank Guaranteed. © 2018 Bank of America Corporation