

NORTHPOINT

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The company has managed to raise \$9.5 billion in capital since its inception, constructing projects that it says have created in excess of 65,000 jobs.

Last year alone, it leased some 16 million square feet, he said.

“That’s the type of demand we’re dealing with. It’s a type of industrial revolution that we are dealing with out there, as you’re seeing in Edwardsville and Pontoon Beach.”

Rahman made an extensive presentation this past month to Leadership Council of Southwestern Illinois, a business group that seeks economic development and retention in Metro East. The group invited him to speak to members, which includes the Illinois Business Journal.

In Greater St. Louis, NorthPoint has four other major industrial parks and is pursuing projects at two others.

The projects done or nearly complete so far on the Missouri side include:

- McDonnell Logistics Center in Hazelwood, Mo., which accounts for 204,000 square feet, one building, a \$13 million investment and 115 jobs created at full buildout. The building is leased to a Boeing supplier.

- Hazelwood Logistics Center on Missouri Bottom Road, 1.85 million square feet, eight buildings, \$109 million, and 1,237 jobs.

- Hazelwood TradePort, located off Missouri Highway 370, which when completed will have 3.1 million square feet of development, eight buildings, an \$180 million investment and account for 2,261 jobs; and

- Wentzville Logistics Center, adjacent to the GM plant there, which will account for 1.34 million square feet, two buildings, \$91.1 million and 897 jobs. The occupants will primarily serve needs of the GM plant.

Two other St. Louis area projects are being pursued, one in the Riverport area of Maryland Heights, the other in Lakeside 370, the industrial area in St. Peters.

The Gateway TradePort development holds the most interest for Metro East.

Ground was broken in early 2019 on the first building, a 550,000 square foot facility, fully leased by Amazon even before it was completed.

“That was a great way to kick off this park,” Rahman said.

Gateway’s Building 2, also fully leased, will be wrapped up by the end of this quarter. QPSI is the first tenant to lease, taking almost half the 620,000 square feet. Liberty Tire Recycling’s IMC Outdoor Living is taking the balance of the building.

“That’s more than a million square foot, under lease, done,” he said of the first two buildings.

Building 3, offering 645,000 square feet, will be done by later this year. It is not yet leased.

Building 4 will feature a 1 million square foot pad, and it may be the first such spec building in the metropolitan area to stake that claim.

“We’re ready to take that jump,” Rahman said.

Dirt was being moved for Building 4 as of last month, and completion is anticipated in 12-14 months.

Both Building 1 and 2 feature 36-foot height clearance inside, representing the height to which products can be racked.

The amount of demand the company is seeing, though, will prompt 40-foot clearance in Buildings 3 and 4. That’s a relatively new phenomena in the Midwest although such height is more typical on the coasts.

Most of the other buildings in the master plan will range between 680,000 and almost 1 million square feet al-



NorthPoint Development’s second large distribution facility at Gateway Tradeport in Pontoon Beach, Illinois is complete. Contegra Construction Co. built the 544,000-square-foot warehouse six months after completing the first distribution center at the development. Gateway Tradeport was launched in 2019. It is a 600-acre master planned industrial park with space to host more than 7.5 million square feet of distribution space.

though the plan is flexible, he said.

All total, the work will represent about a \$400 million capital investment in Pontoon Beach and could be done in five years.

“When would all that square footage exist? I’d say five years is not a crazy bet,” Rahman said.

The mayor of the community is understandably happy about the industrial park.

“The Village of Pontoon Beach is looking forward to the continued partnership and growth powered by NorthPoint Development. We are all excited with the rapid development taking place,” Mayor Mike Pagano said earlier this year.

The park is expected to generate some 5,000 jobs, a number based on an

industry formula that figures 0.67 jobs per 1,000 square feet of development. Nearby Gateway Commerce Center, located in Pontoon Beach and Edwardsville, has a base of more than 10,000 jobs.

NorthPoint worked with village officials to establish a tax increment financing district that will provide tenants a break on taxes.

The company was founded by a St. Louisan, Nathaniel Hagedorn, who remains CEO and works from Kansas City. The St. Louis office has around a 20-person team that works closely with people in the KC headquarters.

In house it has an architect, studioNorth Architecture, a wholly

owned subsidiary of NorthPoint, that designs every building that is constructed for the parent company.

Another in-house company, sitePoint, focuses on engineering and site design, he said. The company employs local civil engineers to take the plans through construction documents.

NorthPort Labs, a data research arm, looks at each market for such important measures as labor market supply and demand, site suitability and freight costs.

Among the company’s big clients are national names. General Motors and its suppliers, Chewey.com, Adidas, Home Depot, Walmart and Lowe’s are among more than 400 clients.

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