FOR SALE
18300 SNOW ROAD
BROOK PARK, OH

RARE OPPORTUNITY FOR RE-USE AND/OR REDEVELOPMENT
IN CLEVELAND’S PREMIER AIRPORT SUBMARKET

TRAFFIC COUNTS
I-71/BROOKPARK ROAD - 102,860 VPD
I-71/I-480 - 107,720 VPD
SNOW ROAD/ENGLE ROAD - 25,350 VPD

±1.7 MSF ON ±195 ACRES

CONTACT INFORMATION
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MICHAEL TOTH
Senior Associate
+1 216 363 6422
michael.toth@cbre.com

CBRE, INC.
950 Main Avenue
Suite 200
Cleveland, Ohio 44113
PROPERTY OVERVIEW

- ADDRESS: 18300 Snow Road
  Brook Park, Ohio 44142
- FORMER USE: Ford Motor Company
- YEAR BUILT: 1955
- TOTAL SIZE: +/- 1,700,000 Square Feet
- MAIN OFFICE: +/- 120,000 SF (two story)
- SHOP OFFICE: Shop office/restrooms/breakrooms throughout the plant

±1.7 MSF ON ±195 ACRES

*All property lines reflect a proposed lot split by seller and could change at the time of sale.
*Estimated acreage is not exact and could change at the time of the official lot split/survey/legal description.
**FACILITY CLEAR HEIGHT & COLUMN SPACING**

- **HIGH BAY**
  - Size: +/- 210,000 SF
  - Clear Height: 40'
  - Column Spacing: 100' x 50'
  - Drive-in Doors: 4

- **INTERIOR RAIL BAY**
  - Size: +/- 109,000 SF
  - Clear Height: 22'
  - Column Spacing: 70' x 50'
  - Docks: 5
  - Interior Rail Spurs: 2

- **MAIN BUILDING**
  - Size: +/- 1,300,000 SF
  - Clear Height: 18' – 19'
  - Column Spacing: 50' x 40'
  - Docks: 25

- **MAIN OFFICE**
  - Size: +/- 120,000 SF (2 stories)

- **PAVED PARKING**
  - Size: +/- 10 acres
**FACILITY SPECS & BUILDING INFORMATION**

**IMPROVEMENTS:** New concrete floor throughout the entire plant, poured in 1990

212,000 SF high bay addition with 40 ft clear, constructed in 1998

**LAND:** 195 acres

**CLEAR HEIGHTS:** 18’ – 40’

**LOADING:** 30 docks and 12 drive-in doors

**RAIL:** 2 interior spurs coming in the building

**UTILITIES:**
- **Power:** Current project underway reconfiguring the power feed
  *Inquire with broker*
- **Water:** All mechanical drawings available via secure drop box
- **Gas:** All mechanical drawings available via secure drop box
- **Electric:** All mechanical drawings available via secure drop box

**ZONING:** U5-A Industrial

**LOCATION:** Strategically located in Cleveland’s premier airport submarket

Immediate access to I-71 & I-480

5 miles north of the Ohio Turnpike (I-80)

10 miles from Downtown Cleveland and the Cleveland Port

Adjacent to Cleveland Hopkins International Airport

**MUNICIPALITY:** Business friendly Brook Park, Ohio

http://www.cityofbrookpark.com/

Scott Adams – Commissioner of Economic Development
WHY CLEVELAND?

QUICK STATS

- 2,071,101 population
- 858,462 households
- 31 number of colleges/universities
- 30.3% workforce with bachelor's degree or higher
- 156 daily nonstop departures
- 4,763 number of restaurants/bars
- 5 number of fortune 500 headquarters
- $114 billion annual gross domestic product
- $43 million annual cultural district economic impact
- 32,120 number of high-tech workers
- $57,090 annual average disposable income
- 6 major health systems

Source: ESRI, CBRE Research, 2017
WHY CLEVELAND?

OUR EMPLOYMENT

NORTHEAST OHIO EMPLOYMENT BY SECTOR

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional-Business Services</td>
<td>11.3%</td>
</tr>
<tr>
<td>Financial Activities</td>
<td>11.0%</td>
</tr>
<tr>
<td>Health Care-Social Assistance</td>
<td>14.1%</td>
</tr>
<tr>
<td>Government</td>
<td>14.7%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5.4%</td>
</tr>
<tr>
<td>Construction</td>
<td>4.5%</td>
</tr>
<tr>
<td>Other Services</td>
<td>4.1%</td>
</tr>
<tr>
<td>Transportation-Warehousing</td>
<td>3.8%</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>2.2%</td>
</tr>
<tr>
<td>Leisure-Hospitality</td>
<td>9.1%</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>1.9%</td>
</tr>
</tbody>
</table>

CLEVELAND OFFICE SUBMARKETS (SF)

<table>
<thead>
<tr>
<th>SF</th>
<th>SUBMARKET</th>
</tr>
</thead>
<tbody>
<tr>
<td>16.4 M</td>
<td>CBD</td>
</tr>
<tr>
<td>5.1 M</td>
<td>East</td>
</tr>
<tr>
<td>1.6 M</td>
<td>Northeast</td>
</tr>
<tr>
<td>5.5 M</td>
<td>South</td>
</tr>
<tr>
<td>1.0 M</td>
<td>Southeast</td>
</tr>
<tr>
<td>1.7 M</td>
<td>Southwest</td>
</tr>
<tr>
<td>3.2 M</td>
<td>West</td>
</tr>
</tbody>
</table>

DID YOU KNOW?

HEALTHCARE

16% of the Northeast Ohio population are employed in the healthcare sector.

MOVING DOWNTOWN

76% increase in young and educated living in Downtown Cleveland from 2000 to 2012.

## Notable Greater Cleveland Headquarters

<table>
<thead>
<tr>
<th>Company</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cleveland Clinic Foundation</td>
<td>34,328</td>
</tr>
<tr>
<td>University Hospitals Health System</td>
<td>21,519</td>
</tr>
<tr>
<td>Progressive</td>
<td>9,490</td>
</tr>
<tr>
<td>Marc's (AKA Marc Glassman)</td>
<td>6,400</td>
</tr>
<tr>
<td>KeyCorp</td>
<td>6,160</td>
</tr>
<tr>
<td>MetroHealth Systems</td>
<td>6,000</td>
</tr>
<tr>
<td>Case Western Reserve University</td>
<td>4,455</td>
</tr>
<tr>
<td>Swagelok</td>
<td>3,917</td>
</tr>
<tr>
<td>Sherwin Williams</td>
<td>3,759</td>
</tr>
<tr>
<td>Drug Mart</td>
<td>3,500</td>
</tr>
<tr>
<td>NASA Glenn Research Center</td>
<td>3,200</td>
</tr>
<tr>
<td>Goodyear Tire and Rubber</td>
<td>3,000</td>
</tr>
<tr>
<td>Nestlé</td>
<td>2,750</td>
</tr>
<tr>
<td>Lincoln Electric</td>
<td>2,670</td>
</tr>
<tr>
<td>Lubrizol</td>
<td>2,300</td>
</tr>
<tr>
<td>Parker Hannifin</td>
<td>1,990</td>
</tr>
<tr>
<td>Medical Mutual of Ohio</td>
<td>1,900</td>
</tr>
<tr>
<td>FirstEnergy</td>
<td>1,600</td>
</tr>
<tr>
<td>Cleveland State University</td>
<td>1,573</td>
</tr>
<tr>
<td>Hyland Software</td>
<td>1,566</td>
</tr>
<tr>
<td>American Greetings</td>
<td>1,564</td>
</tr>
<tr>
<td>Ganley Auto Group</td>
<td>1,468</td>
</tr>
<tr>
<td>Scott Fetzer Co.</td>
<td>1,358</td>
</tr>
<tr>
<td>Travel Centers of America</td>
<td>600</td>
</tr>
<tr>
<td>Moen</td>
<td>600</td>
</tr>
</tbody>
</table>

Source: CBRE Research, Q4 2017

## Recent Corporate Expansions
- Cohen & Company
- Dealer Tire
- Heinen's Grocery
- Hyland Software
- IBM Explorys
- MCPC
- OnShift
- Quicken Loans
- Park Place Technologies
- Progressive
- Sherwin-Williams
- Technology Recovery Group
- Trelleborg

## Retailers Entering the Market
- BiboBop
- BrewDog
- Culver's
- Duluth Trading
- Firebirds
- Lucky's Market
- REI
- Topgolf
- West Elm

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CBRE
U.S. News & World Report Ranks
THE CLEVELAND CLINIC as the
#1 HOSPITAL FOR CARDIOLOGY AND
HEART SURGERY

IBM EXPLORYS - IBM WATSON
HEALTHCARE Collects and harnesses
patient data to help healthcare professionals
BETTER UNDERSTAND diseases and the
effectiveness of treatments.

GLOBAL CARDIOVASCULAR
INNOVATION CENTER (GCIC)
is a cardiovascular product
development consortium. GCIC
is focused on the formation,
attraction, expansion and retention of cardiovascular
companies to create jobs and facilitate economic
development in the State of Ohio. Created over
1,000 NEW JOBS TO DATE in companies
funded, attracted or incubated by GCIC.

PLUG &
PLAY TECH CENTER

The World's Largest
STARTUP ACCELERATOR
will establish an accelerator focused on biotech and
digital Health Innovation at the
GLOBAL CENTER FOR HEALTH
INNOVATION

BIOENTERPRISE Helps
companies innovate ideas and
technologies from the embryonic
stage, connecting them with critical
resources and relationships, guiding
them as they build their businesses,
sell their products and services,
and tell their stories. Their partnership has CREATED,
RECRUITED AND ACCELERATED MORE
THAN 350 COMPANIES.
### Why Cleveland?

#### Our Industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Key Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aerospace &amp; Aviation</strong></td>
<td>$3.2 Billion in economic activity annually</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>NASA</td>
</tr>
<tr>
<td></td>
<td>Northrop Grumman</td>
</tr>
<tr>
<td></td>
<td>Parker Hannifin</td>
</tr>
<tr>
<td></td>
<td>PCC Airfoils</td>
</tr>
<tr>
<td><strong>Biohealth</strong></td>
<td>$5.6 Billion GRP</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>Cleveland Clinic</td>
</tr>
<tr>
<td></td>
<td>GE Healthcare</td>
</tr>
<tr>
<td></td>
<td>STERIS</td>
</tr>
<tr>
<td></td>
<td>Philips</td>
</tr>
<tr>
<td><strong>Automotive</strong></td>
<td>$31 Billion of automotive related gross regional product is shipped out of state annually</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>Bridgestone</td>
</tr>
<tr>
<td></td>
<td>GM</td>
</tr>
<tr>
<td></td>
<td>Goodyear</td>
</tr>
<tr>
<td><strong>Information Technology</strong></td>
<td>15,800 Annual Graduates in computer-related fields within 200 miles of NEO</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>Brand Muscle</td>
</tr>
<tr>
<td></td>
<td>Hyland Software</td>
</tr>
<tr>
<td></td>
<td>Cisco Systems</td>
</tr>
<tr>
<td></td>
<td>Rockwell Automation</td>
</tr>
<tr>
<td><strong>Metal Production &amp; Fabrication</strong></td>
<td>3,457 Total Companies</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>AK Steel</td>
</tr>
<tr>
<td></td>
<td>ArcelorMittal</td>
</tr>
<tr>
<td></td>
<td>Parker Hannifin</td>
</tr>
<tr>
<td></td>
<td>Swagelok</td>
</tr>
<tr>
<td><strong>Polymers &amp; Materials</strong></td>
<td>Home to 935 industry firms, 70 foreign-owned, employing +26,000 polymer workers</td>
</tr>
<tr>
<td></td>
<td><strong>Local Companies</strong></td>
</tr>
<tr>
<td></td>
<td>Eaton</td>
</tr>
<tr>
<td></td>
<td>SaintGobain</td>
</tr>
<tr>
<td></td>
<td>PolyOne</td>
</tr>
<tr>
<td></td>
<td>Sherwin-Williams</td>
</tr>
</tbody>
</table>

Source: Team NEO
WHY CLEVELAND?

OUR ADVANTAGE

COST OF LIVING INDEX – 135

27% BELOW NATIONAL AVERAGE

CLEVELANDERS ONLY NEED TO MAKE $36,463/YEAR TO BUY A HOME WITH A MEDIAN VALUE OF $146,000

30.3% OF THE WORKFORCE HAS A BACHELOR’S DEGREE OR HIGHER

4.7% UNEMPLOYMENT RATE

1,025,100 CIVILIAN LABOR FORCE

OUT OF 87 CITIES, CLEVELAND RANKS AS THE 33rd LEAST EXPENSIVE CITY TO LIVE IN

RANKED #4 AMONG 25 CITIES WHERE PAY GOES FURTHEST

RANKED #9 AMONG 25 BEST CITIES FOR JOBS IN 2017

Access to young talent with +25 MAJOR COLLEGES AND UNIVERSITIES within the Northeast Ohio region, and 400 more schools within a 200-mile area around the region.

The Cleveland area has MULTIPLE MODES OF TRANSPORTATION CORRIDORS, including 6 deep-water ports, 3 Class I railroads, 5 interstate highways and 2 major airports.

Sources: from NER, NUSH.com, Ohio Labor Market Information (December 2017); Ent. Gluesoer.com, 2016.
Our EDS & MEDS

Number of college degree holders has increased 21% since 2001.

Ranked among the "Midwest's Best Universities", and is one of the "Top 10 Colleges for Musical Theater".

Ranked as the Top University in Ohio, 12th among colleges that contribute to the national good, and is ranked 37th among national universities.

Cleveland Clinic

 Ranked as the 2nd Best Hospital System in the U.S., and is ranked in the top 10 in 13 separate specialties, including #1 Rank in Cardiology

+51,489 Employees
7.14 Million Annual Visits
28 Hospitals & Full Service Health Centers

Cleveland State University

 Ranked "Best of the Best" and 18th out of 342 public universities in providing social mobility for their students and conducting vital research that benefits society.

John Carroll University

Ranked 7th among master's program offerings in the midwest and 7th in the midwest in "Best Colleges for Veterans".

MetroHealth

Transforming their campus to a new 12-story, 650,000 SF facility.

Combining the Akron-Canton-Cleveland metro areas, significant job gains were made in Educational Services (+4,100), Financial Activities (+2,000), and Manufacturing (+1,400). Several sectors showed significant job loss, including Leisure-Hospitality (-7,900), Retail Trade (-3,700), Government (-3,600), Other Services (-1,900), Health Care-Social Assistance (-1,900), and Professional-Business Services (-1,100). In the Cleveland-Elyria MSA, the biggest gain was in Manufacturing, adding 3,300 jobs year-over-year. Akron's top gainer was Financial Activities (+1,100), with Canton-Massillon adding the most jobs in Professional-Business Services (+800).

Average wages were essentially flat Cleveland metro area across 2017, moving from $882.27 per week in December 2016 to $881.33 in December 2017. Over the same time frame, Akron wages rose from $816.31 to $869.51, an increase of 6.5%. Canton also showed an increase, from $738.01 to $749.32, a 1.5% increase. For comparison, the State of Ohio experienced 1.8% gain, with wages in the manufacturing industry also rising, from $1,092.42 to $1,126.44, a 3.1% increase.

Progressive Insurance, one of Cleveland's Fortune 500 firms, has a goal of hiring 7,500 employees, 1,300 in Northeast Ohio, in 2018. The targeted positions include inbound sales representatives, app developers, data analysts and data scientists, among others, jobs which have average annual salaries of $60,350 to $83,660 in the Cleveland Metro area.

Although the Cleveland metro area is not a dominant tech hub, the number of tech jobs has risen an estimated 3.6% since May 2015. Tech firms that have been locally active in hiring include Hyland - Creator of OnBase, MRI Software, MCPc, OEC, Exploys, and OnShift. BioEnterprise, a biotech incubator, recently announced a move to the Global Center for Health Innovation, which will expand their startup capability, and offer a higher profile to the firms that they help seed.

Share of Total Regional Employment by Industry Sector

Source: Ohio Department of Job and Family Services, December 2017
2017 was a year in which last-mile logistics became a household term within Northeast Ohio. E-commerce, although still a small portion of retail trade, is growing and continues to drive much of the new construction that is within the industrial sector, not only in Northeast Ohio, but across the country. The more that people order goods online, the more warehouses will be needed in order to execute last-mile logistics.

Availability and vacancy in the Cleveland market continues to outpace the rates of the U.S. as a whole. Speculative multi-tenant warehouse construction is picking up, as are single-user building sales, as viable product is scarce. Lease rates are increasing within the Cleveland market, but are still not at the level of rates for the U.S. as a whole. However, much of this can be attributed to the lack of new construction over the past several years, an issue that is only recently being corrected.

Two dead mall sites were purchased, demolished, and cleared for development for future e-commerce distribution centers. In North Randall, the former site of Randall Park Mall was cleared for an 880,000 sq. ft. distribution center, centrally located in a population center, with excellent highway and road access. In Euclid, on the site of the empty Euclid Square Mall, a similar plan is underway, to raze the site for a new warehouse, specifically for e-commerce distribution. At 660,000 sq. ft., it combines with the other project to add more than 1.5 million sq. ft. of distribution space to the market. Both to be completed in 2018, this sequence of events illustrates how critical the "last mile" of the distribution of goods is becoming. Often the most expensive leg of the journey, it is quickly becoming a primary driver of industrial construction activity.

All told, 2017 was an active year for industrial real estate, with over 7.9 million sq. ft. of leases and user sales transacted. As new product begins coming to market, leasing activity should remain strong throughout 2018.

Source: CBRE Research, Q4 2017.
The Cleveland industrial market, one of the most tight in the country, is finally seeing a notable amount of new construction, much in the form of build-to-suit projects. However, a decent portion is now being represented by developers who are building speculative product. Eventually, the market should absorb this new space, but the overall market could experience a bump up in availability during the marketing process. This said, it is expected that the Cleveland industrial market will continue to outpace the U.S. average in availability, if not lease rates.

Cleveland and U.S. Industrial Availability and Rents, Historical and Projected

Source: CBRE Research Q4 2017, Econometrics Advisors

E-COMMERCE, ALTHOUGH STILL A SMALL PORTION OF RETAIL TRADE, IS GROWING AND CONTINUES TO DRIVE MUCH OF THE NEW CONSTRUCTION THAT IS WITHIN THE INDUSTRIAL SECTOR, NOT ONLY IN NORTHEAST OHIO, BUT ACROSS THE COUNTRY.
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