

THE CENTER

at Needham Ranch

NEEDHAM RANCH PARKWAY // SANTA CLARITA, CA 91321

A 135 acre master planned business park offering state of the art facilities on a speculative and build to suit basis

1 MILE FROM THE CITY OF LOS ANGELES. A WORLD APART



Trammell Crow Company

CLARION PARTNERS

CBRE



YOU ARE HERE.

A PREMIER
DEVELOPMENT
STRATEGICALLY
LOCATED. CLOSE TO
TOP TALENT, PRIME
AMENITIES AND YOU.

Artist representation for display purposes only. Subject to change.





THE CENTERED.
THE CENTER AT
NEEDHAM RANCH
PLACES YOU
IN THE CENTER
OF A VIBRANT
COMMUNITY.



STATE-OF-THE-ART FEATURES

- 28'–36'+ minimum clear height possible
- ESFR Sprinklers
- Exceptional architectural design
- Large truck courts featuring both dock high and ground level loading
- Office area can be build-to-suit



PROJECT HIGHLIGHTS

The Center at Needham Ranch is a master-planned 135-acre business park located adjacent to Highway 14 and approximately 1-mile north of Interstate 5. The project is approved to provide up to 4.3 million square feet of industrial, office and research and development facilities. Located adjacent to and minutes from the San Fernando Valley in the award-winning City of Santa Clarita, The Center at Needham Ranch provides outstanding access to a population of approximately 5.3 million people within a 30 minute commute including parts of the Santa Clarita Valley, San Fernando Valley and Antelope Valley with tremendous access to labor and ideally situated for “last mile” and regional distribution, studio and entertainment uses, manufacturing, research and development and corporate office uses.

- The project is situated in a beautiful park-like setting with access to hundreds of acres of open space overlooking the 14 Freeway and the Santa Clarita Valley.
- Amenity-rich environment with proximity to many retail and food services in the burgeoning historic Old Town Newhall and immediate area.
- Immediate access to Highway 14 and I-5 via Newhall Avenue with close proximity to the 210, 405, 118 and 126 Freeways.
- Convenient access to the San Fernando Valley, Burbank Airport, Downtown Los Angeles, West Los Angeles, Los Angeles International Airport and the Ports of Los Angeles/Long Beach.
- The business park includes speculative industrial building sizes from 40,000 SF to 216,320 SF.
- Build-to-suits are also available up to 500,000 SF.
- Contiguous parks and trail network.

DRIVE TIMES & DEMOGRAPHICS

DESTINATIONS

DISTANCE

San Fernando Valley	5 Minute Drive
Burbank Airport	15 Minute Drive
Downtown Los Angeles	25 Minute Drive
West Los Angeles	25 Minute Drive
Los Angeles Intl. Airport	35 Minute Drive
Port of Los Angeles	50 Minute Drive
Port of Long Beach	50 Minute Drive

2017 POPULATION

15 Miles	1,799,900
30 Miles	5,729,234
45 Miles	10,819,358



5.3 MILLION PEOPLE
WITHIN A 30 MINUTE
COMMUTE

LET'S GET CLOSE

LOCATED MINUTES
FROM THE SAN
FERNANDO VALLEY
IN THE AWARD-
WINNING CITY OF
SANTA CLARITA.



CONCEPTUAL SITE PLAN & BUILDING ELEVATIONS

PHASE 1-A



LEGEND

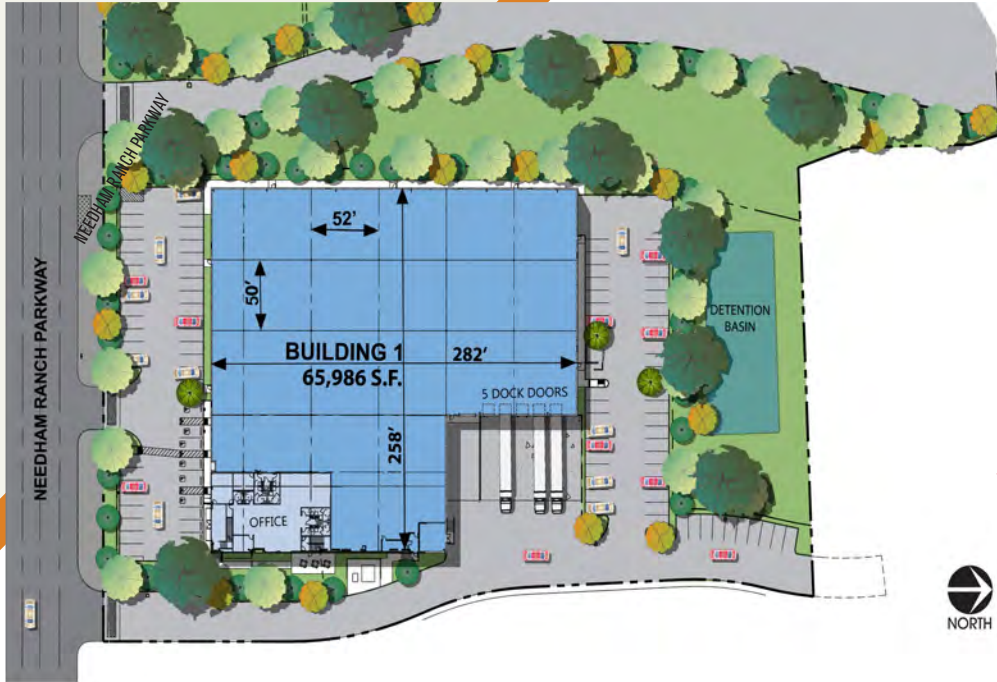
- PHASE 1-A
- PHASE 1-B
- OFFICES/MEZZANINE
- WAREHOUSE

Please note that all specifications are preliminary and subject to change

PHASE 1-A	BLDG 1	BLDG 2	BLDG 3
GL Office	TBD	3,512	3,512
Warehouse	59,628	161,097	201,026
Mezzanine	2,846	4,489	5,021
TOTAL BUILDING AREA	65,986	169,098	209,559
Clear Height	30'	36'	36'
Bay Spacing	60'x52'	60'x52'	60'x52'
Parking Spaces	82	194	236
Dock Positions	5	12	21
Power Amps Capacity (UGPS)	1600A	2000A	2000A

BUILDING 1

21335 NEEDHAM RANCH PARKWAY



PHASE 1

Site Area (Acres)

BLDG 1

3.6

Total Building Area

65,986

GL Office

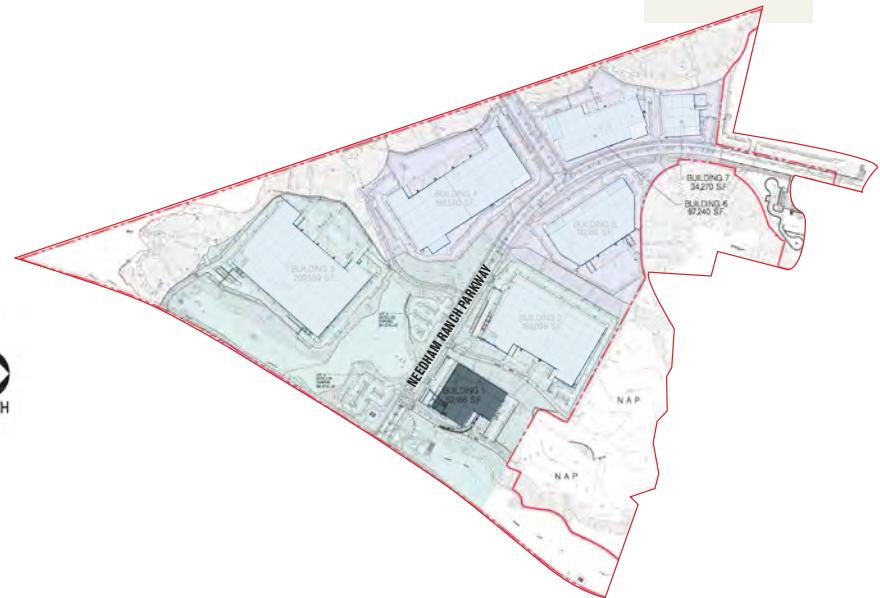
TBD

Mezzanine

2,846

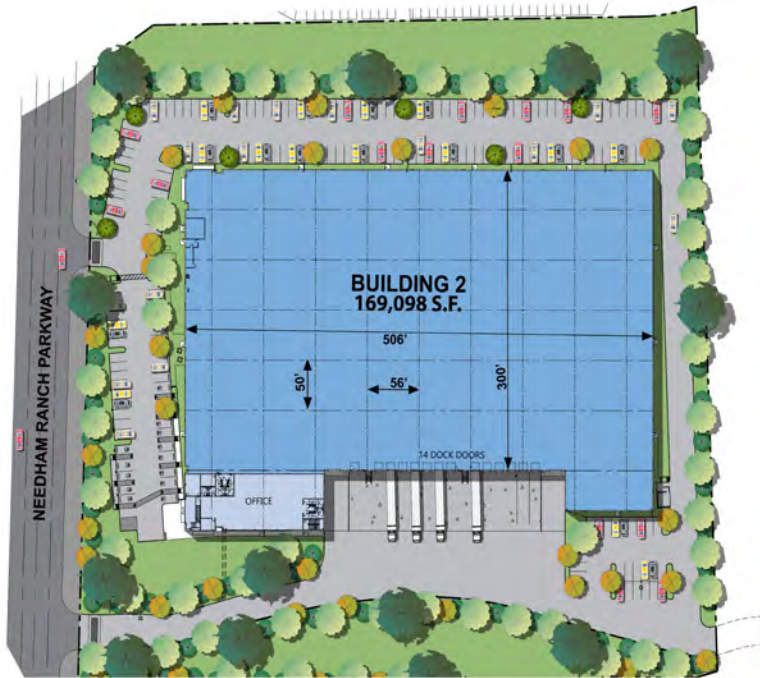
Parking

82



BUILDING 2

21375 NEEDHAM RANCH PARKWAY



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 2

7.7

169,098

3,512

4,489

194



BUILDING 3

21380 NEEDHAM RANCH PARKWAY



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 3

12.2

209,559

3,512

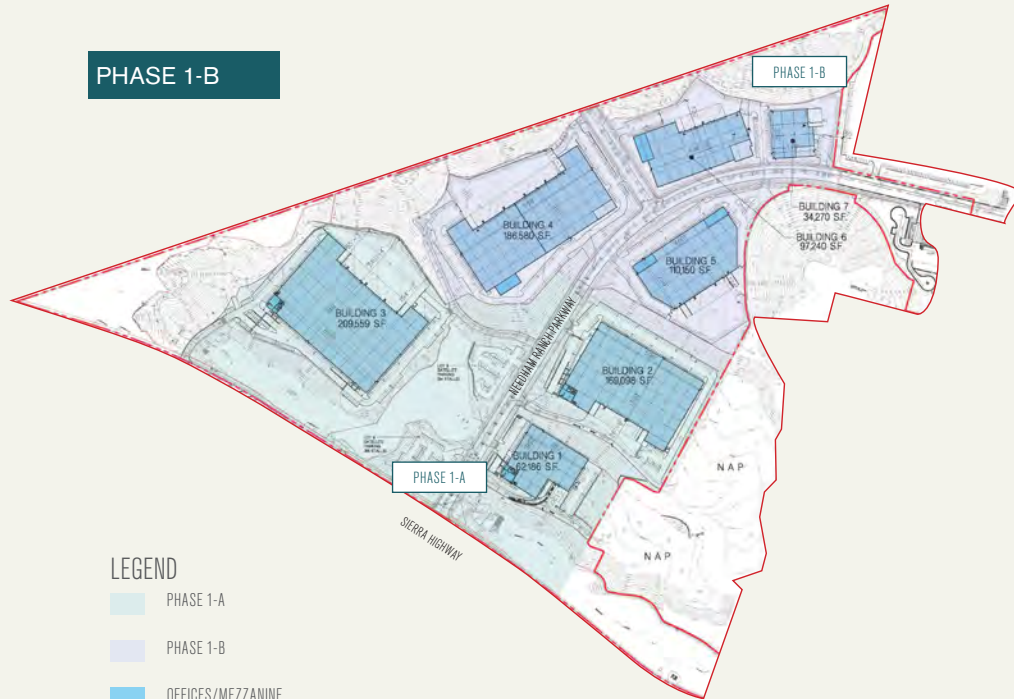
5,021

236



CONCEPTUAL SITE PLAN & BUILDING ELEVATIONS

PHASE 1-B

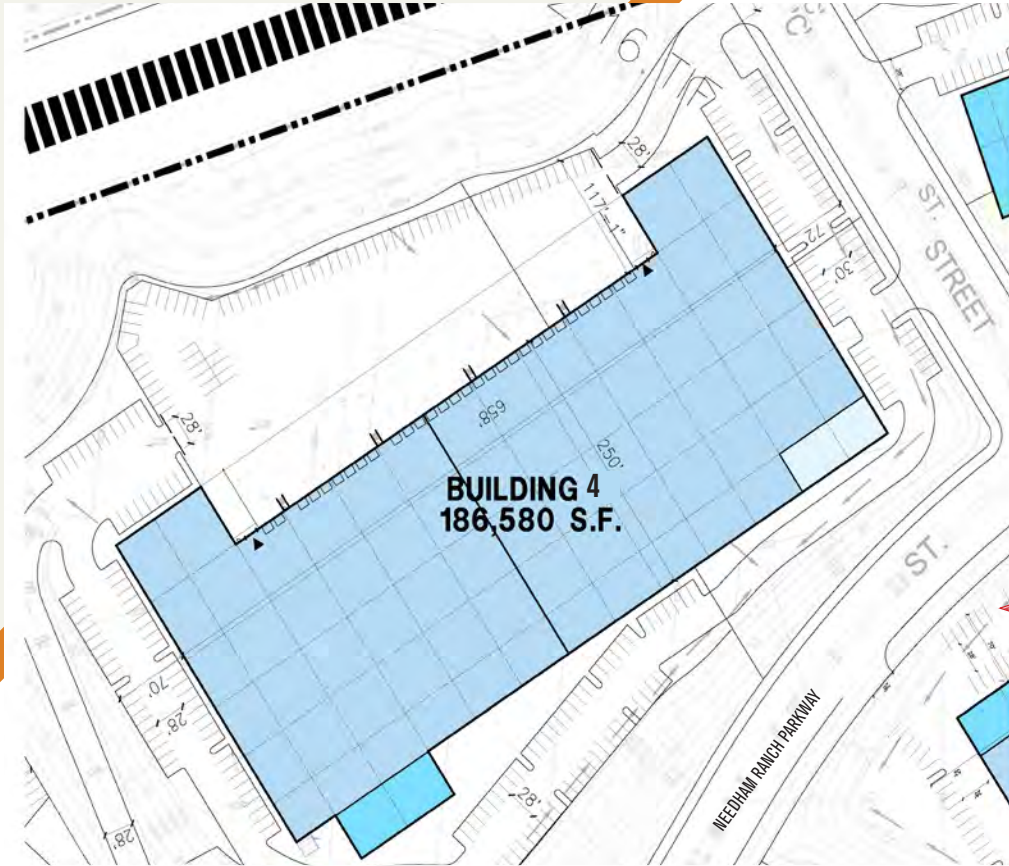


LEGEND

- PHASE 1-A
- PHASE 1-B
- OFFICES/MEZZANINE
- WAREHOUSE

PHASE 1-B	BLDG 4	BLDG 5	BLDG 6	BLDG 7
GL Office	7,000	5,500	6,000	1,714
Warehouse	174,580	103,650	89,240	32,557
Mezzanine	6,000	4,500	5,000	-
TOTAL BUILDING AREA	186,580	110,150	97,240	34,270
Site Coverage	46%	40%	49%	46%
Clear Height	36'	36'	30'	30'
Construction Type	III-B	III-B	III-B	III-B
Bay Spacing	60'x52'	60'x52'	60'x52'	60'x52'
Parking Spaces	260	198	133	51
Dock Positions	28	14	13	3
Power Amps Capacity (UGPS)	2000A	1600A	1600A	1200A

BUILDING 4



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 4

9.81

186,580

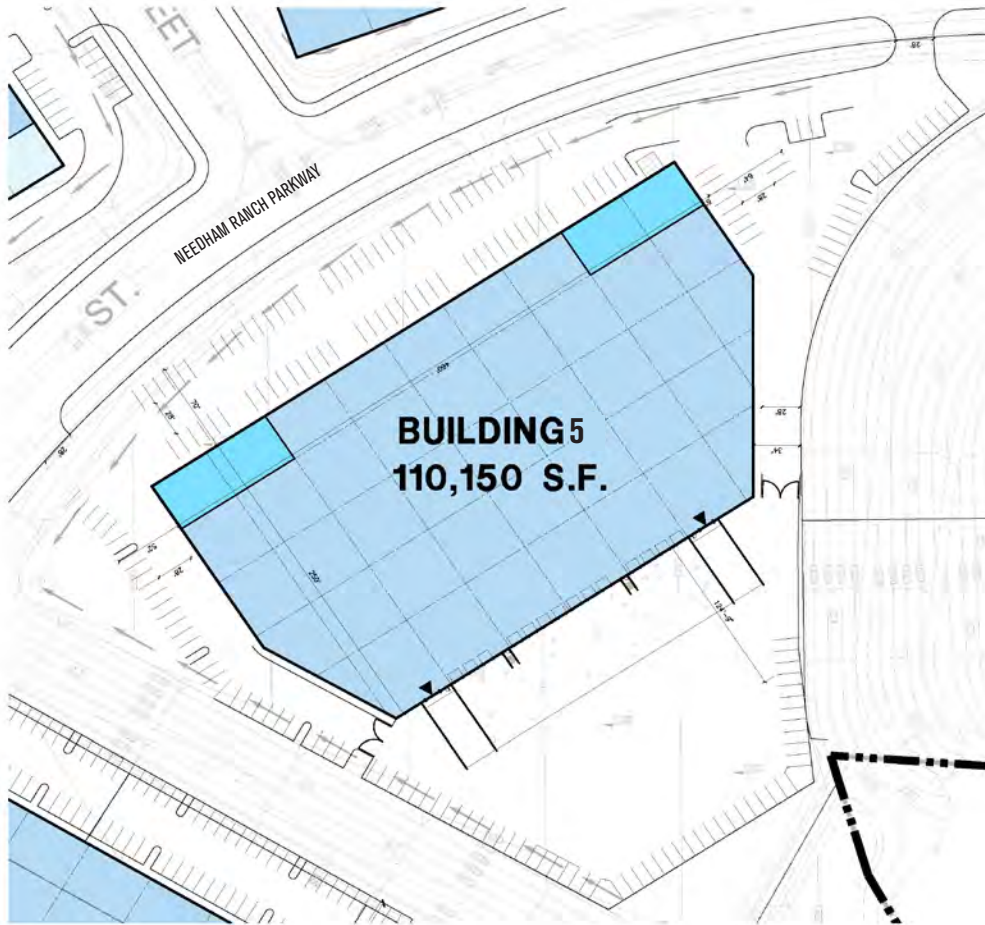
7,000

6,000

260



BUILDING 5



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 5

6.56

110,150

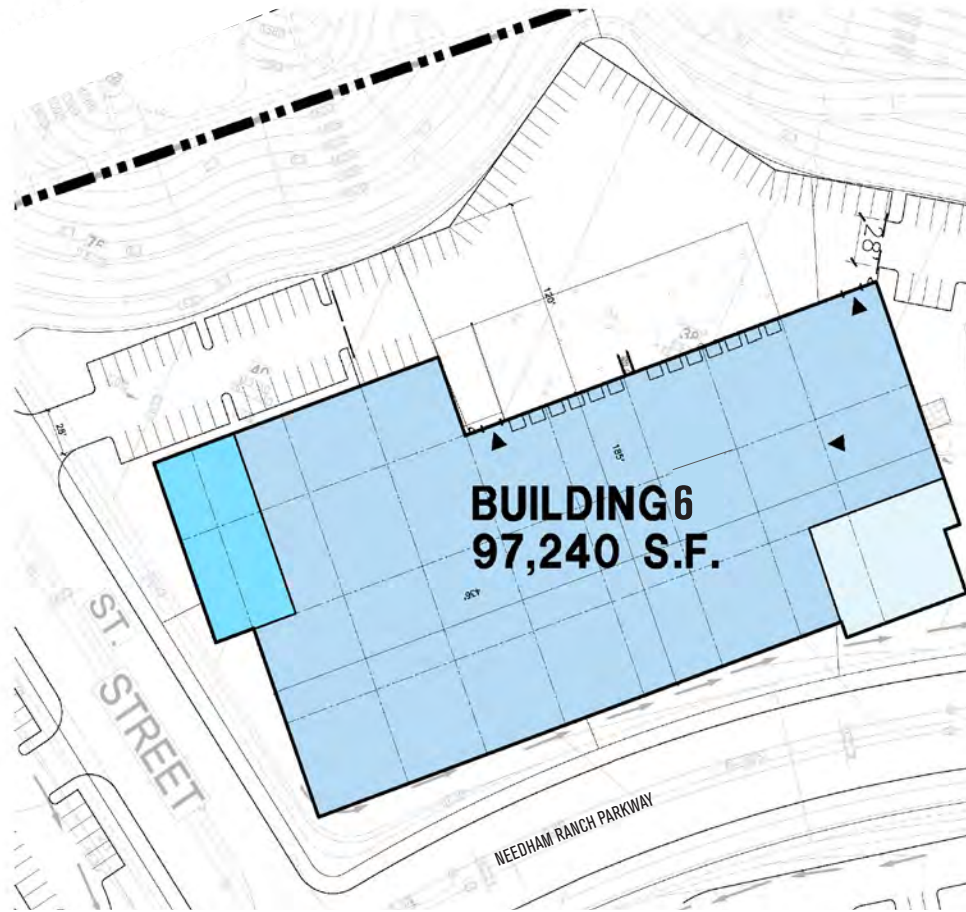
5,500

4,500

198



BUILDING 6



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 6

4.3

97,240

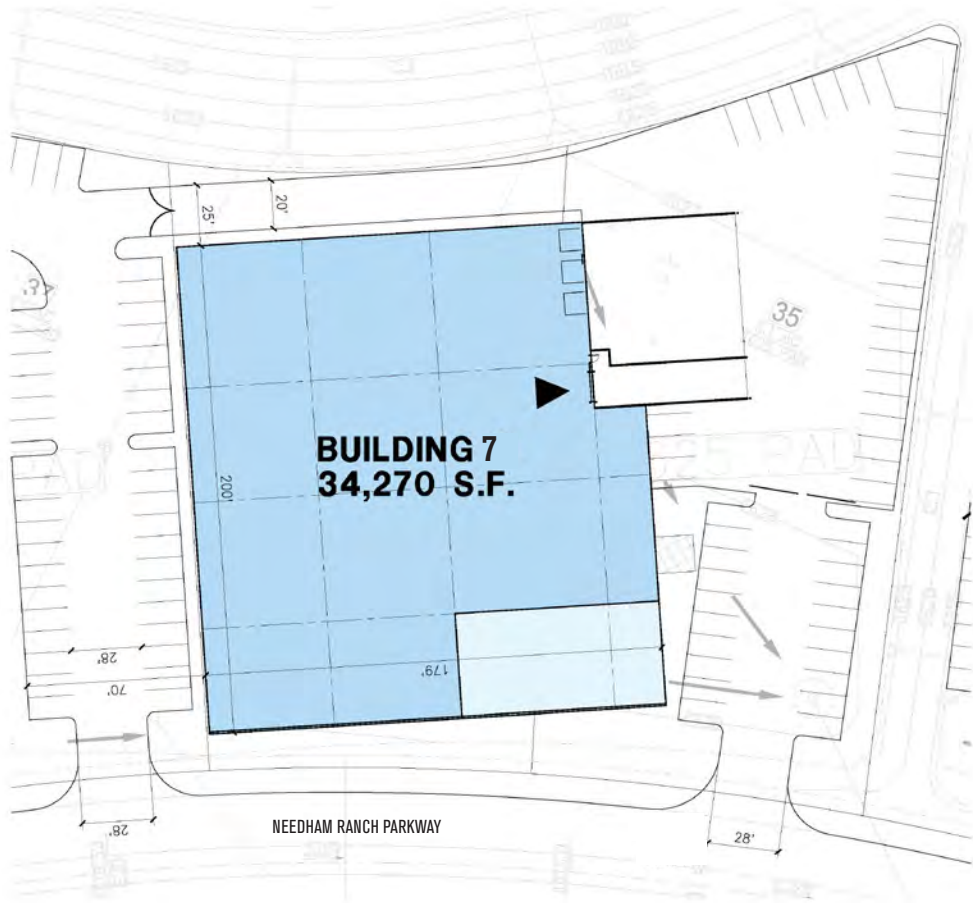
6,000

5,000

406 (additional parking available)



BUILDING 7



PHASE 1

Site Area (Acres)

Total Building Area

GL Office

Mezzanine

Parking

BLDG 7

1.95

34,270

1,714

51



LOCATION HIGHLIGHTS

Local culture meets luxe style in picturesque North Los Angeles. A favorite of industry types, not only is this area within the Thirty Mile Zone (“TMZ”), it is just 25 minutes from Downtown Los Angeles, airports and major highways. Tucked in this ideal location, The Center at Needham Ranch allows you to connect with the most influential companies in Los Angeles and around the world - at the speed of business.

Meanwhile, the local scene brims with excitement, placing you in the center of countless amenities, including diverse options at the Westfield Valencia Town Center- a 1.1 million square feet premier lifestyle destination offering upscale dining and high-end shopping from national retailers. In addition, Old Town Newhall, locally known as Santa Clarita’s arts and entertainment district, thrives with boutique shopping, casual dining and a variety of art and live entertainment choices. No other area fuses big city sophistication and small town charm as seamlessly as the Santa Clarita Valley.



NEWHALL

**READY FOR ITS
CLOSE UP**
NORTH LOS ANGELES
IS ALL DRESSED UP
AND HAS PLACES
FOR YOU TO GO







SANTA CLARITA RECENTLY NAMED:

1. Most Business Friendly City
(LAEDC)
2. Third Safest City in US
(National Council for Home
Safety and Security)
3. City of the Future
(fDi Magazine)
4. Best Cities to Live in the US
(24/7 Wall Street)

FIND YOUR CENTER WITH COUNTLESS AMENITIES

With direct access to the vibrant North Los Angeles market and at the gateway to the scenic Santa Clarita Valley, The Center at Needham Ranch places you at the core of an energetic and growing community. With a highly skilled workforce just minutes away, diverse entertainment, dining and housing options are all conveniently located nearby.

- Westfield Valencia Town Center
- Hyatt Regency Valencia
- Agua Dulce Winery
- Valencia Country Club
- Sand Canyon Hotel & Resort
- Robinson Ranch Golf Club
- Santa Clarita Performing Arts Center
- California Institute of the Arts
- UCLA Film and Television Archive
- College of the Canyons / University Center
- Laemmle Theatre
- Six Flags, Magic Mountain / Hurricane Harbor

MANY RESTAURANTS INCLUDE:

- Newhall Refinery
- The SmokeHouse on Maine
- The TPC Grill
- Bonefish Grill
- Kabuki Japanese Restaurant
- Brewery Draconum
- Stonefire Grill
- Egg Plantation
- Way Station

THE CENTER FOR BUSINESS & ENTERTAINMENT

THE THIRTY MILE ZONE

Long before it became a television ratings sensation, the TMZ was - and remains - the coveted location for studios and entertainment support. In the American entertainment industry, the TMZ is the area marked roughly around a 30-mile (50 km) radius from the intersection of West Beverly Boulevard and North La Cienega Boulevard in Los Angeles, California. The Center is well within this zone which allows a production company to avoid additional travel requirements and expenses.

This area not only charms, it is imbued with the entertainment spirit and shows no signs of waning. Buoyed by its pro-business environment and its diverse, creative local talent force, the Santa Clarita Valley continues to reign as one of Hollywood's most sought after destinations. It currently boasts more than 20 working sound stages and 3,500 acres of movie ranches. A myriad of hit shows and films including *The Mentalist*, *NCIS*, *Shooter*, *CSI*, *Antartica*, *Westworld*, *Blunt Talk*, *Criminal Minds*, *Modern Family*, *Fresh Off the Boat*, *Melrose Place*, *Big Love*, *Sons of Anarchy*, *The Girl with the Dragon Tattoo*, *Ted 2*, *Furious 7*, *Whiplash* and *Pirates of the Caribbean II & III* - among others- have all called this area home.

Moreover, The Center is less than one mile away from the current Disney Golden Oak Ranch and future \$300 million Studios at the Ranch.







YOUR BUSINESS. BETTER. LOCATION. LOCATION. LOCATION.

The city of Santa Clarita is the premier location for business, as evidenced by the major employers attracted to the area such as Advanced Bionics, ITT Aerospace, Sunkist and Logix to name just a few. And there is a reason for that. There are so many advantages to doing business here. A few of the attributes that make the Santa Clarita Valley the preferred destination for business development in Southern California include:

- Pro Business City
- Tax Incentive Credit Program
- 2014 California Employment Hiring Credit
- Industry Cluster Attraction Incentive
- Film and Television Production Credit
- Worksource Center
- Research and Development (R&D) tax credits.

Relocating your business to the Santa Clarita Valley will be your next smart business move. Here's why.

ANALYSIS OF POTENTIAL COST SAVINGS	CITY OF SANTA CLARITA	LOS ANGELES/ SFV	PASADENA	GLENDALE	BURBANK
	TAXES & FEES				
Business Taxes	0	\$1.01/\$1,000 in gross receipts	\$388.95 + \$194.47 /professional employee + \$29.17 /other employee	\$0	\$71.75+ \$6.75/employee
UTILITY USER TAX RATES*					
Electric	0	12.50%	15.1%	7.00%	7.00%
Gas	0	10.00%	7.90%	7.00%	7.00%
Water	0*	0	7.67%	7.00%	0
Telephone	0*	9.00%	8.28%	7.00%	7.00%
Cellular	0*	9.00%	8.28%	0	7.00%
Parking Tax	0	10.00%	0	0	12.00%

Source: SCVEDC.org



A HISTORIC LOCATION

HISTORY MAKING

The Center is adjacent to the Gate King Open Space, comprised of 180 acres of dense oak woodlands donated to the City of Santa Clarita as permanent open space by Needham Ranch's master developer Mark Gates as part of the 584-acre Needham Ranch project.

The history of Needham Ranch is colorful. Henry Clay Needham was a prohibitionist who bought large sections of the Rancho San Francisco (the former name of land currently located within the City of Santa Clarita) and land within the town of Newhall in 1889 in order to establish his own private alcohol-free zone, a so-called "dry colony". His plans never materialized, but Mr. Needham did later become an important community leader and philanthropist. After his death his heirs sold about 770 acres of the property - the portion bounded roughly by Pine Street, San Fernando Road and Sierra Highway - to Mark Gates Sr.

Gates eventually sold off a 220-acre portion. In the 1990s, Gates' son, Mark Jr., began entitlement of The project to develop the remaining 584 acres as the "Needham Ranch" business park. The historic "Live Oak Manor" rock archway built in 1889 can still be seen on Sierra Highway.

DEVELOPMENT TEAM

MOST PROLIFIC DEVELOPER OF AND INVESTOR IN COMMERCIAL REAL ESTATE

Trammell Crow Company (TCC), founded in 1948, is one of the nation's leading developers and investors in commercial real estate. The Company has developed or acquired 2,700 buildings valued at nearly \$65 billion and over 590 million square feet. As of June 30, 2018, TCC had \$8 billion of projects in process and \$3.9 billion in its pipeline.

Trammell Crow Company's teams are dedicated to building value for its clients with professionals in 16 major cities throughout the United States. The company serves users of and investors in office, industrial, retail, healthcare, multi-family residential, through its operating subsidiary High Street Residential and mixed-use projects. For those who occupy real estate, TCC can execute the development or acquisition of facilities tailored to meet its clients' needs. For investor clients, the company specializes in joint venture speculative development, acquisition/re-development ventures, build-to-suit development or providing incentive-based fee development services.

TCC is an independently operated subsidiary of CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, and the world's largest commercial real estate services and investment firm (in terms of 2017 revenue).

For more information visit www.trammellcrow.com.

TrammellCrowCompany

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

#1 | 2017
DEVELOPER OF THE YEAR

THIRTY-SIX

YEARS OF EXCEPTIONAL
JUDGEMENT

ABOUT CLARION PARTNERS

Clarion Partners LLC, an SEC registered investment adviser with FCA-authorized and FINRA member affiliates, has been a leading U.S. real estate investment manager for more than 36 years. Headquartered in New York, the firm maintains offices in key markets throughout the United States and in London, England. With more than \$45.6 billion in total assets under management, Clarion Partners offers a broad range of real estate strategies across the risk/return spectrum to its more than 300 domestic and international institutional investors.

More information about the firm is available at www.clarionpartners.com.

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THE CENTER

at Needham Ranch

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Trammell Crow Company



CLARION PARTNERS

CBRE

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