

Scannell Properties for
FedEx Mini- Hub
East Greenbush, NY

Case Study

Involved Agents:

Daniel Slote &
Jim Harder

Requirement

Locate a suitable site with zoning to support an industrial/distribution building of at least 150,000SF with a minimum 15 usable acres and good highway access. Assemblages, redevelopment sites, or vacant sites were acceptable. The client, Scannell Properties, is the #1 FedEx developer in the country with \$500 million in annual volume.

Approach

The client wanted to have their distribution center built in Albany, in the zip code with the greatest number of deliveries. Scannell exhausted the search on their own, and was unable to find a site that met their needs. Slote and Harder proposed 10 sites that were not currently on the market, including sites that were just outside of FedEx's target area, and worked with the property owners to finalize a deal.

Results

After numerous attempts to secure a location, NAI Platform ended up representing Albany International for the disposition of numerous manufacturing sites. FedEx was placed in a 235,000SF mini-hub on a 72 acre site 10 minutes away from their target location, with the ability to expand the building to 300,000SF if needed. Slote and Harder greatly assisted the client throughout the approval process for a PDD, and were able to complete the deal in one and a half years from time of proposal to time of contract.

