



## Corporate Real Estate Services Owner Representation

### **PETSMART** **Southwest Distribution Center** *Phoenix, Arizona*

**ACS Services Provided:**  
**Real Estate-Site Selection & Land Purchase**  
**Entitlement Services**  
**FTZ Designation-Application to Designation**  
**Coordinated Building & Racking Permits**  
**Preparation of Financing Marketing Package**

**ACS** assignment – Identify sites in west Phoenix that would meet current and future operational requirements as to location and site configuration. Initial building size; 450,000 square feet.

**ACS** assignment – Research possible FTZ advantages that would apply to current and future operations.

**ACS** assignment – Land to be purchased, building constructed and FTZ designation appointment within two years.

**ACS** assignment – Identify alternatives for building design and site configuration allowing on-going expansion of DC as company expands by new store openings and acquisitions. Current size nearly 1 million square feet.

**ACS** assignment – Assist with building design to accommodate warehouse distribution, corporate disaster recovery function, and new fish distribution center within the initial building envelop. Building and site design would also have to accommodate the security requirements of the FTZ designation.

**ACS** assignment – Research and recommend furniture alternatives for offices, lobby, warehouse floor stations, and lunch/break room.

**ACS** assignment – Obtain necessary entitlements and building/racking permits.

**Results** – Various services performed:

- Identified and negotiated the purchase of a 35 acre site located within the City of Phoenix. Participated in the development of purchase documents and negotiated same with seller.
- Prepared FTZ feasibility analysis and secured strategic partner to assist with the preparation and distribution of application.

Tasks Included:

- Meetings w/City of Phoenix Zone Manager – Granting Authority.
- Interviews with Corporate Merchandising, Operations and Logistics Departments to identify benefits of FTZ designation.
- Determination and ACS recommendation to include 35 acre site for FTZ boundary in lieu of building parameters. Allowing expeditious future expansions of building within the zone.
- Obtained approval for zone from various taxing entities.
- Preparation of application drafts.
- Submittal and monitoring of application process.

**Secured Zone Status within 9 months at a time when this type of zone process was 18 months (Pre-ASF process).**

- Entitlement services included: Public Hearing for Abandonment of Public Street, Coordination of Re-plat, Expedited Plan Reviews and Building Permits.