

# CASE STUDY

Development - Principal

## Staples, Inc. Regional Distribution Center Coppell, Texas



### Location:

201 S. Northpoint Drive  
Coppell, Texas

### Project Cost:

\$13,000,000  
\$56.90 PSF

*“The staff at Transwestern has not only been responsive to the City staff, but also to the customers they serve. The partnerships that have been created among Transwestern, its clients and the City have been long lasting and mutually beneficial. We believe that the emphasis Transwestern places on communication as part of their project development efforts is key to their continued success in our community, and the strong working relationship we have.”*

Jim Witt  
City Manager  
City of Coppell, Texas

### OPPORTUNITY/CHALLENGE

In 2002, Staples, Inc., needed to locate a site and complete a fast-track design and development of a new state-of-the-art warehouse to support a major expansion in Dallas/Ft. Worth. The project would support new Dallas-based store openings scheduled for the spring of 2003 with a highly-specialized distribution facility for a consolidated and centralized Fast Delivery Products (FDP) operation. Staples selected Transwestern to meet this challenge due to its extensive development experience in North Texas and the strategic location of the Amber Point Business Park in Coppell. Transwestern had only 18 months to arrange financing, obtain site plan approval, design/build the facility, and install the complex equipment for the Staples FDP operation.

### SOLUTION

The Transwestern development team’s knowledge of the local entitlement process and their long-term relationships with architects, engineers, and contractors, allowed the team to fast track approvals. Transwestern formulated a critical path analysis and development plan to ensure the project could be built to the tenant’s exacting needs within the extremely tight timeframe. Staples’ requirements included:

- 34-foot clear height, high-bay loading dock design
- Ultra flat 7-inch slab
- Engineered point-load steel structural design
- Integration of a complex electric control network operating 2,600 electric motors, conveyors and packaging systems for Staples FDP operations

Transwestern also directed all entitlement approvals, tax abatement agreements and public infrastructure agreements with the City of Coppell and county governmental authorities.

### VALUE ADDED BY TRANSWESTERN

- The project was completed on-time and on-budget
- The new facility, a first of its kind for Staples, was fully operational within three weeks of completion, and has been used as a successful benchmark for other FDP facilities planned around the U.S.
- Transwestern designed the property to accommodate a 190,000 SF expansion
- Transwestern worked closely with Staples to obtain a 10 year, 1% sales tax rebate from the city of Coppell, renewable for an additional 10 years. The rebate is expected to be worth approximately \$20 million during the primary term, alone.
- Staples bought the facility at completion