



## Sears Holdings Corporation

Seeking to build a 1 million sf. distribution center as part of a major supply chain reconfiguration, this \$50 billion retailer secured a location within a day's drive of one-third of the U.S. population — and put its tax burden on the shelf through 2013.

### The Challenge

When Sears Holdings Corp., the nation's third-largest retailer formed by the merger of Sears, Roebuck and Co. and Kmart, needed expansion space in the Eastern U.S., it turned to First Industrial Realty Trust to deliver a massive new facility before its existing warehouse lease expired — in just six months' time.

### Our Approach

With sizable industrial land holdings nationwide, First Industrial had at the ready an ideal large site in Northeastern Pennsylvania at the hub of interstates 81, 84, 380 and 476 that not only could provide easy access to the entire eastern seaboard but offered coveted Keystone Opportunity Expansion Zone status — near or total relief from property, state and other taxes into the next decade.

Drawing on established local market relationships and the experience of having completed build-to-suits in Gouldsboro, Pa., for Maytag and Caterpillar, First Industrial's team moved Sears' project forward quickly, developing a cross-docked facility with energy-efficient lighting plus all-concrete truck courts and driveways to greatly reduce required maintenance of the building's exterior.

### The Outcome

By working with a provider whose strategic land holdings anticipate the supply chain facility needs of Corporate America, Sears was able to secure in record time a 1 million sf. DC that delivers significant tax savings and ensures efficient delivery of merchandise to stores in Pennsylvania, New York and New Jersey.

#### Development

Acquisition  
Multi-Market  
Sale Leaseback



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