



## Screen for Target Geography and Logistics Access

Identify and verify FedEx & UPS Ground Hub locations

### Focus Target Geography

Access to population and existing orders within a 1,2, & 3-day delivery

### Overlay 60-Minute Catchment from Hub Location

Areas within desired proximity to ground hub location short list

## Study Industrial Labor Availability & Cost

## Overlay Preliminary Real Estate Pricing

### Recommend Markets for Further Due Diligence

Labor market depth, logistics friendly, warehouse availability

| City  | 1-Day |       |        | 2-Day  |        |        | 3-Day |         |         | 60-Minute Drive Time |      |      |    |    |
|-------|-------|-------|--------|--------|--------|--------|-------|---------|---------|----------------------|------|------|----|----|
|       | Pop.  | Cost  | Vol.   | Pop.   | Cost   | Vol.   | Pop.  | Cost    | Vol.    | 10                   | 20   | 30   | 40 | 50 |
| 17.0% | 2,554 | 53.1% | 10,220 | 74.6%  | 15,081 | \$     | 4.22  | \$15.16 | 61,177  | 7.0%                 | 1.36 |      |    |    |
|       | 14.6% | 3,781 | 53.9%  | 11,208 | 73.9%  | 15,151 | \$    | 4.58    | \$15.60 | 18,532               | 8.3% | 0.93 |    |    |
| 17.0% | 2,444 | 52.0% | 10,098 | 73.7%  | 14,684 | \$     | 4.22  | \$15.16 | 81,390  | 6.1%                 | 1.25 |      |    |    |
| 15.4% | 2,428 | 51.5% | 9,645  | 71.0%  | 14,332 | \$     | 3.69  | \$15.92 | 67,036  | 6.9%                 | 1.3  |      |    |    |
| 16.6% | 2,431 | 51.3% | 9,581  | 67.7%  | 13,213 | \$     | 2.85  | \$16.39 | 36,199  | 3.2%                 | 1.35 |      |    |    |
| 15.7% | 2,440 | 51.1% | 9,519  | 67.8%  | 13,226 | \$     | 2.85  | \$16.39 | 34,767  | 2.9%                 | 1.14 |      |    |    |
| 16.6% | 3,912 | 50.8% | 9,871  | 71.4%  | 14,717 | \$     | 3.43  | \$16.27 | 6,646   | -1.6%                | 0.79 |      |    |    |
| 16.0% | 2,312 | 50.5% | 9,944  | 75.9%  | 15,261 | \$     | 3.87  | \$16.38 | 55,463  | 5.1%                 | 1.65 |      |    |    |
| 11.1% | 2,577 | 50.2% | 10,131 | 75.3%  | 15,034 | \$     | 5.83  | \$15.50 | 57,534  | 12.6%                | 1.17 |      |    |    |
| 12.6% | 2,580 | 50.1% | 10,202 | 75.3%  | 15,062 | \$     | 5.83  | \$15.56 | 51,306  | 13.8%                | 1.16 |      |    |    |
| 12.2% | 2,260 | 49.4% | 9,438  | 74.0%  | 14,337 | \$     | 4.95  | \$16.38 | 50,429  | 4.9%                 | 1.7  |      |    |    |
| 14.4% | 2,296 | 48.6% | 8,956  | 64.3%  | 12,182 | \$     | 5.63  | \$16.23 | 38,649  | 6.1%                 | 1.55 |      |    |    |
| 9.6%  | 1,417 | 44.7% | 8,387  | 71.6%  | 14,562 | \$     | 2.79  | \$14.81 | 66,535  | 2.7%                 | 2.35 |      |    |    |
| 9.4%  | 1,468 | 44.6% | 8,624  | 71.5%  | 14,549 | \$     | 3.70  | \$14.81 | 66,073  | 2.7%                 | 2.38 |      |    |    |
| 9.8%  | 1,416 | 44.4% | 8,242  | 71.6%  | 14,559 | \$     | 2.79  | \$14.81 | 66,677  | 2.7%                 | 2.31 |      |    |    |
| 11.7% | 3,388 | 44.2% | 10,368 | 72.0%  | 14,743 | \$     | 5.00  | \$15.04 | 130,708 | 7.7%                 | 1.27 |      |    |    |
| 15.8% | 1,884 | 43.9% | 7,919  | 74.0%  | 14,220 | \$     | 3.64  | \$16.41 | 124,410 | 6.0%                 | 0.99 |      |    |    |
| 11.9% | 3,725 | 43.8% | 21,811 | 72.8%  | 14,816 | \$     | 5.06  | \$14.87 | 156,758 | 7.8%                 | 1.3  |      |    |    |
| 13.7% | 1,282 | 43.8% | 7,324  | 72.9%  | 13,976 | \$     | 4.50  | \$16.89 | 55,327  | 6.3%                 | 0.92 |      |    |    |
| 11.8% | 3,672 | 43.6% | 10,118 | 71.4%  | 14,623 | \$     | 5.00  | \$14.97 | 130,243 | 7.8%                 | 1.25 |      |    |    |
|       |       |       |        |        |        |        |       | \$15.74 |         | 6.2%                 | 1.6  |      |    |    |

## Site Selection to Optimize Distribution

## Consulting Services

Founded in 1823, the oldest 3PL in the world was seeking to identify a location for distribution that would replace existing bifurcated facilities comprising over 200,000 square feet of distribution space with a temperature-controlled component.

Emphasizing the value of a data-driven approach, Transwestern developed a custom screening model to locate the optimal market that would maximize population access via one-, two-, and three-day shipping, provide access to FedEx and UPS ground hubs, minimize labor cost, maximize labor availability, and contain real estate costs.

Based on the team's recommendations and thoughtful approach, Transwestern was awarded additional assignments for expansion across the United States and Canada and continues to deliver exceptional portfolio and transaction strategy services.