

# PROJECT PROFILE

## CLIENT SAVINGS: \$21 MILLION

### DISTRIBUTION CENTER

#### Engagement Overview:

FedEx Ground engaged an RSH Consultant to negotiate the incentives and credits for the establishment of three large (\$25,000,000 + each) distribution hub projects in Maryland, Texas and Georgia

#### About the Client

This division of the of the \$35 billion FedEx Corporation specializes in cost-effective, small-package shipping offering dependable business-to-business delivery or convenient residential services. The company has more than 7,000 employees and independent contractors delivering more than 3.5 million packages per day through a fleet of 20,000 motorized vehicles.

#### RSH Services:

RSH consultants gained a thorough understanding of the investment, jobs and payroll projections along with the corporate culture of FedEx Ground. We contacted representatives from the State of Texas, Commonwealth of Pennsylvania, State of Maryland, and the State of Georgia, as well as local economic development organizations in a number of potentially viable locations. A competitive process was set up with state and local organizations vying for the new jobs FedEx Ground was promising to create.



#### Benefits and Savings:

RSH consultants were successful in negotiating a number of grants, tax credits, real and personal property tax abatements and fee waivers to create almost \$21 million in savings for FedEx Ground. Among the benefits were:

- Maryland Community Development Block Grant of \$1.2 million
- Hagerstown, Maryland matching grant of \$200,000
- Maryland Job Tax Credits of \$119,500
- Maryland Workforce Grant of \$370,000
- Texas Enterprise Zone sales tax rebates of \$177,500
- Texas Highway Infrastructure Improvement Grant of \$1.3 million
- Hutchings, Texas infrastructure grant of \$200,000
- City real and personal property tax abatements of \$4,260,955
- County real and personal property tax abatements of \$808,250
- Georgia Job Tax Credit of \$793,750
- Georgia Job Training Credits of \$48,000
- Cobb County property tax abatements of \$4,725,692
- Construction materials sales tax savings of \$1,871,100
- MHE tax exemption of \$1,702,701
- Fee waivers of \$178,500