

## HIALEAH

### Company's move to Hialeah means more jobs

**An Indianapolis company is moving its headquarters to Hialeah and is expected to fill about 350 jobs by September.**

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Crossroads Transportation & Logistics, a warehousing and transportation company based in Indianapolis, announced Tuesday it is relocating its headquarters to Hialeah and will occupy a major part of the Centergate at Gratigny business park.

Crossroads signed a long-term lease for 978,164 square feet of the 1.6-million-square-foot warehouse and office facility, owned by Higgins Development Partners.

The property was previously owned by ABC Distributing, which shut down in June 2006, putting about 1,000 people out of work.

Crossroads plans to fill about 200 jobs immediately when it opens in Hialeah, then add 150 permanent jobs in September, Hialeah Mayor Julio Robaina said.

"Crossroads seems to be able to provide more jobs, more steady jobs" than ABC Distributing, Robaina said, adding that ABC's jobs were mostly temporary and that there is potential for expansion and additional jobs at Crossroads.

"I think you'll see an impact just because of the quality of the jobs," Robaina said.

Higgins Development Partners and Walton Street Capital, both based in Chicago, bought the property for about \$90 million from ABC Distributing, located near Gratigny Parkway and Le Jeune Road. The site was renamed Centergate at Gratigny, and Higgins worked with Fairchild Partners, a real estate services firm, to find a tenant.

With the warehouse a short distance from the airport and major highways, the property was in high demand, Robaina said.

"The Miami industrial market has gone through an evolution in the past 18 months to two years," said Gene Preston, a senior vice president at Higgins.

"The requirements for market space are much larger than they used to be."

And having such a large space helped lure buyers.

Details of the lease were not released, but, Preston said, "We're very happy with the return of this transaction."

Robaina said the city is working with Crossroads and Higgins to create incentives for building more facilities on the additional space.

He added that helping fund the expansion is a "win-win for the city" because even if Crossroads doesn't expand to the rest of the property, it will help lure another business to take up the rest of the space.