

# Sheetz Distribution Facility

## Related Professionals

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## Practices

Economic Development  
Land Use and Zoning  
State and Local Taxation  
Truck Accident Defense

**Sheetz is a market leader in its sector – quality gas stations, convenience stores, and foodservice facilities.**

With its unique brand of convenience restaurant, Sheetz dominates markets in which it competes, leading to extraordinary growth.

When this growth resulted in the need for a new distribution and commercial kitchen facility, Sheetz needed to identify the best location for this project. Sheetz has an existing distribution and commercial kitchen facility in Claysburg, Pennsylvania. For many years this has adequately served the needs of the company in its existing and growing market areas.

To serve its most aggressive areas of growth in North Carolina, Virginia, and West Virginia, Sheetz was considering locating a new distribution and commercial kitchen facility in Virginia or North Carolina. After interviewing a long list of recruitment incentive consultants and law firms to assist in this process, the Sheetz team chose to work with Ernie Pearson of Nexsen Pruet and his affiliated consulting firm Sanford Holshouser Economic Development Consulting, LLC.

After an exhaustive review of multiple sites in both states, a thorough due diligence review of all site selection criteria, and the negotiation of very supportive incentive and grant packages, a site was chosen in Burlington, North Carolina near Interstate 40 and Interstate 85. This facility will support the future growth of Sheetz. Also it will provide back-up capacity to the Pennsylvania facility for fulfillment of the company's stores' needs.

Ernie said, "The Sheetz management team working on this project was extremely professional and capable. It was a pleasure working with them. We are convinced that the location they chose is the best possible site for this new facility." He added, "Sheetz has been recognized by a poll of employees as the third best company to work for in North Carolina."

**"When I go into Sheetz stores and see employees who are very happy in their jobs, it reminds me of the best part of my work in site selection and incentive**

negotiations – creating opportunities for people.”