

David Friedman, President of Conor Commercial Real Estate, discusses the changes in the development of contemporary industrial facilities.

The term “Modern Industrial Facility” has recently gained frequent attention throughout commercial real estate. As industrial development evolved in response to improving utilization needs from logistics users, the demand for contemporary facilities consequentially increased. With these facilities continuing to take the spotlight, let’s look at what is setting them apart from the rest.

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Starting at the bottom, floors are taking on increasing weight-bearing demands as racking capacities expand. Across the United States, 7” unreinforced floor represents today’s standard. However, build-to-suit developments frequently call for customization based on racking systems. An example of changing floor requirements can be noted in our current development in Redlands, California, where Ductilcrete is being implemented in lieu of a traditional concrete flooring.

The benefits realized included fewer floor joints, increased density and durability, and virtually no shrinking or curling.

There is also a growing need by tenants – particularly in e-commerce – for significantly more trailer parking. Developments of the past minimized, if not ignored, trailer parking as a way to cut costs. While building coverage ratios may fall with added trailer accommodations, user functionality greatly improves increasing a development’s chance at longterm success.

Dock-door density is another recent topic of conversation. In the past, speculative facilities were built with a single dock per 10,000 square feet. Today, e-commerce has created more demand for greater dock-door density. Facilities with the flexibility to increase the number of dock doors have a better chance of meeting today’s requirements.



To support improved weight-bearing flooring, greater density, and advanced racking systems, today's modern industrial facilities must offer substantial ceiling heights. The standard of years past was 18' clear, but there has been a recent shift to 32' clear height at a minimum for industrial buildings. In fact, Conor Commercial is currently developing a state-of-the-art 1,000,000 square foot industrial facility in Southern California that features a 40' ceiling height.

The evolution of the Modern Industrial Facility will continue to shape future development. Conor Commercial Real Estate is on the cutting-edge

of this evolution with an experienced national development team with a finger on the pulse of these changing trends.

Contact us today to learn about our development services and how we can deliver your next Modern Industrial Facility.



David Friedman
President - Industrial Division

David serves as President of Conor Commercial Real Estate and is a member of the firm's Executive Committee, Investment Committee and Advisory Board of Directors.

As President, he is responsible for the management and leadership of the firm's development and investment activities nationwide. He works hand-in-hand with Conor Commercial's development professionals throughout the firm's Chicago, Dallas, Houston, Phoenix and Southern California offices to secure opportunities within the industrial, office, multi-family and healthcare market segments.

With nearly 30 years of industry experience, David contributes to the firm's current and long-range goals by implementing plans and policies to drive growth and capacity. He ensures that Conor Commercial's development activities, business plans and budget requirements are consistent with the overall objectives of the company. He offers expertise in assessing risks and opportunities, formulating investment strategies and maximizing organizational structures to support business initiatives. David is recognized for his unique approach to raising capital and cultivating industry relationships resulting in a positive reputation and profile within the institutional investor community.