



Navigating the I-15 Logistics Corridor

How Cullina Management Optimizes Site Selection & Due Diligence Across Nevada & Utah

Target Corridor: I-15 Freight Axis (NV, UT & ID) **Sub-Markets:** LV, Mesquite, St. George, SLC & South Eastern Idaho

1. Executive Summary & Market Thesis

The Interstate 15 (I-15) corridor represents the primary logistics backbone connecting Southern California's port infrastructure (Los Angeles & Long Beach) to the Intermountain West, Pacific Northwest, and Central Plains. As industrial land availability in Southern California collapses and occupancy costs remain elevated, institutional capital, third-party logistics (3PL) providers, and regional manufacturers are aggressively re-anchoring along Nevada and Utah's I-15 spine.

Cullina Management positions institutional investors at the forefront of this geographic realignment. By combining macro-level spatial analysis with hyper-localized multi-jurisdictional due diligence, Cullina de-risks developments, accelerates entitlements, and captures superior risk-adjusted returns across the 700-mile sub-corridor spanning Las Vegas, Mesquite, St. George, Salt Lake City, and Southern/Eastern Idaho.

48 Hrs

PORT OF LA/LB DRIVE TIME

46M+

WESTERN US REACHABLE VIA
TRUCK

< 3.5%

CLASS-A INDUSTRIAL VACANCY

2. Corridor Sub-Market Matrix: Key Nodes

Site selection along I-15 demands navigating distinct state regulatory frameworks, utility power queues, water rights, and municipal tax incentives. Cullina Management categorizes the corridor into five specialized investment nodes:

NODE / REGION	KEY STRATEGIC ROLE	TARGET ASSET TYPES	PRIMARY RISK VECTOR
Las Vegas Metro (Apex, North Las Vegas)	High-throughput regional distribution & e-commerce fulfillment. NV 0% corporate tax advantage.	Class-A Bulk Distribution (200k–1M+ SF), Cold Storage.	Substation transformer queues (NV Energy) & SNWA water allocation restrictions.
Mesquite Node (NV / UT Border)	Low-cost staging and fleet management alternative offering Nevada tax perks adjacent to Utah.	Mid-bay industrial, manufacturing, outdoor storage (IOS), fleet yards.	Highway interchange capacity & municipal infrastructure extension lead times.
St. George Node (Washington County, UT)	High-growth consumption hub bridging Southern Nevada and Northern Utah.	Last-mile distribution, light assembly, contractor flex space.	Strict local municipal zoning, expansive soils, and topographic constraints.
Salt Lake City / Wasatch Front	Major Intermountain multi-modal rail & freight crossroads with national reach.	Rail-served logistics, big-box fulfillment, specialized manufacturing.	Great Salt Lake basin wetland mitigation and regional air quality permitting.

NODE / REGION	KEY STRATEGIC ROLE	TARGET ASSET TYPES	PRIMARY RISK VECTOR
Southern & Eastern Idaho (Oneida, Bannock, Bonneville Counties)	Serve as a critical northern logistics, manufacturing, and innovation hub. Low cost labor and utility market.	Logistics, manufacturing, food processing, and energy.	Transportation risks due to reduced rail service. Uncertainty for rail-dependent industries, and rerouting constraints.

3. The Cullina Due Diligence Framework

Executing acquisitions across state lines—transitioning between Nevada’s gaming/commercial framework and Utah’s municipal development guidelines—requires a unified, concurrent due diligence methodology.

The Cullina Advantage: Concurrent Diligence Execution

By consolidating civil engineering, power queue verification, environmental baseline checks, and DOT access approvals into an integrated 60-day window, Cullina eliminates transaction drag and safeguards client capital prior to earnest money going non-refundable.

Stage 1: Power, Water & Utility Infrastructure (The Critical Path)

- **Substation & Grid Capacity:** Direct technical coordination with NV Energy and Rocky Mountain Power to verify circuit capacity and long-lead transformer procurement before purchase contract execution.
- **Water & Sewer Allocations:** Navigating Southern Nevada Water Authority (SNWA) non-functional turf and indoor water intensity limits vs. Utah Division of Water Rights appropriations.

Stage 2: Geotechnical, Environmental & Topography

- **Phase I & II ESAs:** Assessing historical agricultural, mining, or industrial legacy uses along key I-15 highway frontages.
- **Soils & Hydrogeology:** Identifying expensive caliche rock layers in Las Vegas and expansive clays in Southern Utah that dramatically impact earthwork and foundation budgets.

Stage 3: Transportation, Highway Access & Zoning Entitlements

- **DOT Highway Access:** Securing NDOT, ITD, and UDOT encroachment permits for turning radii, heavy truck trip counts, and signalization along arterial interchanges.
- **Municipal Entitlements:** Expediting Conditional Use Permits (CUPs), annexation agreements, and zoning overlays across fast-growing municipalities.

Stage 4: Tax Structuring & Economic Incentives

- Optimizing capital structures by leveraging Nevada’s zero corporate income tax against Utah’s post-performance economic incentives (EDCUt REDI tax credits).

4. Social-Ready Insights & Thought Leadership

Curated takeaways for executive sharing across LinkedIn, investor newsletters, and social platforms:

LINKEDIN EXECUTIVE QUOTE | SITE SELECTION STRATEGY

"Industrial site selection along the I-15 corridor isn't just about finding cheap acreage—it's about power grid queues, water allocations, and highway curb cuts. At Cullina Management, our integrated due diligence framework de-risks developments from Las Vegas to Salt Lake City, and north through Southeastern Idaho before non-refundable capital is deployed."

MARKET INSIGHT | NEVADA VS. UTAH CORRIDOR EXPANSION

"As Southern California ports push freight further inland, the I-15 corridor has emerged as the definitive trade vein of the American West. Winning in this space requires a local partner fluent in both NDOT/UDOT/ITD access approvals and municipal utility capacity."

5. Institutional Conclusion & Contact

Cullina Management continues to identify, de-risk, and execute high-yield industrial land acquisitions and developments along the I-15 logistics corridor. Our disciplined, institutional methodology guarantees rapid execution, risk mitigation, and strong value creation across all market cycles.

Cullina Management Strategic Advisory

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