



## FASTRAC MARKETS, LLC

### *Cooperation with Neighbor Leads to Resolution of Both Parties' Concerns*

Fastrac Markets LLC, the combined entity of three area convenience store companies, has more than 45 convenience store/gas station locations throughout Central New York.

#### SITUATION

Mackenzie Hughes has helped Fastrac obtain zoning approvals for several of its Central New York locations. The association dates back to the late 1990's, when Mackenzie Hughes assisted Fastrac in obtaining the requisite zoning approvals for its new "flagship" location in Clay, N.Y. While most of the cases had elements that made them challenging, most noteworthy was one involving approvals to build that new store at Routes 31 and 57 in Clay.

#### CHALLENGE

- The sewer system on Fastrac's site stopped just short of the property of a neighboring fire station.
- The fire department expressed concern over aesthetic issues related to the new Fastrac store.

#### SOLUTION

It became apparent that the local fire department wanted access to the sewer on Fastrac's property. Through persistent discussions with the counsel representing the fire department, Mackenzie Hughes negotiated an agreement for the fire department to have access to the sewer in exchange for the department's conveyance to Fastrac of a strip of bordering land on which Fastrac agreed to construct a landscape buffer. This buffer consisted of an earth berm and newly planted trees along the side of the site facing the fire station.

#### SUCCESS

Mackenzie Hughes' plain talk and exceptional expertise paid off. Both parties walked away winners as the fire department was satisfied with the aesthetics-friendly buffer and its access to the sewer, and Fastrac built its new store, while gaining the good will of the department.

