

Customer Spotlight:

Launchbox Flexible Warehouse Suites at 6 Northway Lane Latham, NY

As business needs evolve, many older buildings no longer meet today's expectations. Launchbox at 6 Northway Lane shows how the right mix of design, technology, and incentives can transform an outdated property into a flexible, modern workspace.

The Opportunity

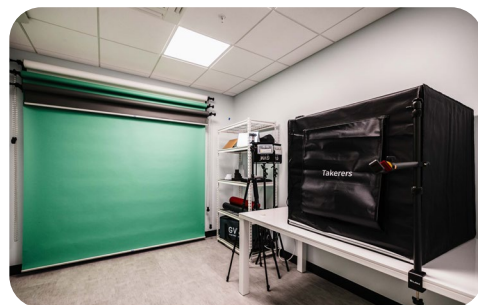
Located near Albany International Airport and the I-87 corridor, the warehouse facility at 6 Northway Lane offered a strong location—but the building itself no longer met modern needs. Dating from the 1970s, the property featured outdated layouts and limited clear heights. The building was poorly insulated with aging windows, doors and HVAC system, making it unsuitable for today's industrial users. After the property became vacant, the new ownership team at The Rosenblum Companies saw an opportunity to rethink the space and better align it with current market demand.

The Solution

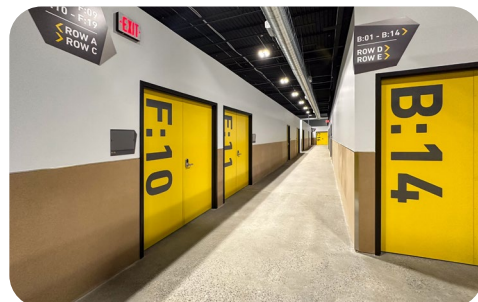
Rather than repositioning the building as a traditional warehouse, Rosenblum introduced Launchbox, a flexible co-warehousing concept designed for small and mid-sized businesses.

The updated facility offers private warehouse suites along with shared amenities like a three-bay loading dock, photo studio, meeting rooms, and more.

The building was upgraded with a high-efficiency, all-electric heating and cooling system, including a Variable Refrigerant Flow (VRF) system for suites and offices, rooftop units for larger spaces, and energy recovery ventilation for fresh air and efficiency. These improvements were paired with upgrades to insulation, windows, and doors, along with a rooftop solar installation to help reduce



Launchbox Photo Studio



Launchbox Interior Corridor



energy use.

The Results

Launchbox now delivers a modern, flexible, and energy-efficient environment that meets the needs of today's businesses.

Key benefits of choosing a heat pump system include:

- Consistent, year-round comfort
- Ability to serve different tenant needs, whether they are making, shipping or just storing goods.
- Improved indoor air quality
- A modern space that supports tenant attraction and retention

These upgrades add long-term value by improving tenant experience and supporting sustainability goals.

Launchbox's Impact

This project highlights how energy efficient, sustainable upgrades can help modernize existing buildings, keeping them competitive in a changing market. Incentives from NYSERDA and National Grid helped offset upfront costs, making it easier to invest in high-efficiency, all-electric systems.

By combining thoughtful design, energy-efficient solutions, and available incentives, Launchbox has been transformed into a space that better serves today's businesses—while setting a strong foundation for future performance.

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Building Type:
Industrial-Warehouse

Clean Heat Incentive:

\$41,259

**Annual Avoided
CO₂ Emissions (est.)**

423.9
Metric tons

Annual Energy Savings:

494.9
MMBtu