



## **Infrastructure, Real Estate, Marketing and Business Development**

*Oversight, review and recommendations relating to all infrastructure needs of the properties of the organization and shall also oversee all real estate marketing activities, facilities master planning and personal property disposal.*

107 Chapel Lane, New Boston, TX 75570

August 3, 2021

12:00 P.M.

The Infrastructure, Real Estate, Marketing and Business Development Committee of TexAmericas Center Board of Directors will meet to conduct business on the date, time and location listed above.

### **AGENDA**

1. Call to order.
2. Review minutes from May 4, 2021 Infrastructure/Real Estate, Marketing and Business Development Committee meeting.
3. Building Occupancy Rates
  - a. TAC-East 483,491sf of 973,243sf ~47.83%
  - b. TAC-Central 501,855sf of 601Ksf ~ 92.32%
  - c. TAC-West 17,842sf of 260Ksf ~5.63%
4. Available Move-In Ready Buildings
  - a. TAC-East
    - i. 201 Bowie Parkway – 7,254sf – Industrial
      - Terms email accepted by Project AEP-Trans21
      - Lease being drafted
      - Pending – August BOD meeting for consideration
    - ii. Area U Buildings – Storage Only; No Utilities; 14 buildings, 11,500sf each
      - Project Rod & Gun – one building (partial use)
        - a. Terms email accepted
        - b. Lease being drafted
        - c. Pending – August BOD meeting for consideration
    - iii. Area V Bunkers - 22 bunkers remaining, mix of ~1,100sf and ~1,600sf
    - iv. Area D
      - 555 Elm Circle:
        - a. ~ 90 days of rehab needed
        - b. Financing Approved
        - c. 3PL Approved
      - Array Technologies = 177,200sf

- a. Pending vacancy – Requests early release November 2021
  - Loc Performance – 22,150sf
    - a. Available September 1, 2021
- b. TAC-Central
  - i. 245 Ammo – 15,850sf – Industrial
    - Terms email sent to Project Sanford
    - Verbal acceptance – waiting on formal
    - Requested follow-up meeting to discuss additional opportunities
  - ii. 228 Texas, Suite B, C & D – 7,237sf - Office
  - iii. 116 Technology Circle – ~24,000sf – Office – ~ 90 days of rehab needed
- c. TAC-West – Total Square feet available
  - i. Area A Bunkers – Total Square feet available - 144,358sf
  - ii. Area C Bunkers– Total Square feet available – 100,564sf

5. Existing Product Improvement Plan - Jeff Whitten/Eric Voyles

- a. New Projects (No Book) in pre-planning
  - i. 116 A-E Demo and Rebuild – Begin assessment July 26<sup>th</sup>
  - ii. Area U Infrastructure – No Update
    - 14 buildings vacant each 11,500sf; 161,000sf
    - Approximately \$1,700,000 to extend all utilities; can be phased by row
    - Estimated investment:
      - a. Per building = \$75,000
      - b. Aggregate all 14 - \$1,050,000
    - Annual Revenue potential
      - a. 161,000sf x \$3.50psf = \$563,500
      - b. 161,000sf x \$5.00psf = \$805,000
  - iii. Area V Investments – No Update
    - Electronic Gate(s)
  - iv. Utility Corridors
    - Crockett Site on South Ellis - No Update
    - South Lamar to Area U
      - a. Tied to Expansion Ammunition CapEx
      - b. Closed on 165+ acre property 7/15/21
  - v. 175 Arkansas – Project Summer Kitchen II
    - Developed Scope of Work for 6,000sf expansion onto existing pad
    - Evaluating window replacement
  - vi. 245 Ammunition Drive – Project Sanford
    - Potential Tenant Looking at space; terms email issued
      - a. Need to replace drywall, ceiling grid, insulation, and other items in the north three offices.
      - b. Replace two overhead doors
      - c. Fix leaks
        - i. Roof
        - ii. Windows
      - d. Misc. repairs to electrical system
      - e. Fill holes in parking lot
      - f. Paint building
  - vii. 555 & 553 Elm Circle – Project Hanks
    - Initial terms email sent; revision required

- Discussing required renovation
- 555 Elm Circle - the manufacturing building
- Saw out and repour some of the floor
  - Foam insulate and paint the ceiling
  - LED lighting
  - Two offices/Break area/bathroom
  - Heating and air
  - Close in all windows, roll up doors, install insulated man doors
  - Replace one overhead door with an electric insulated door
  - Sheetrock inside walls
  - Fiber optic internet
- 553 Elm Circle - material processing, shipping/receiving, warehouse and office building
- Foam insulate and paint the ceiling
  - LED lighting
  - 3 offices, bathroom, break area with heat and air, big ass fans in remainder
  - Close in all windows, roll up doors and install man doors
  - Replace one overhead door with an electric insulated door
  - Fiber optic internet

b. Existing Project Book Status Update:

- i. Utility Corridor Oak Street – TAC East - COMPLETE
  - Natural Gas to Area A
- ii. Rehabilitation of 555 Elm Circle (Area D) & C-1 – Have bids for doors and finish-out and holding at this time.
- iii. Retrofit of Area D Buildings
  - Current Construction Projects
    - a. Roof Punch List Items
- iv. 125 Austin Street
  - Extending fiber
  - Adding new dispatch office area
  - Removing janitor closet and building in coffee bar
  - Reflooring and painting walls
  - Improving the hardstand area to improve entrance and exits
  - Evaluating painting exterior of building

6. Spec Building

- a. Pouring parking lot
  - i. [Construction Cam - link](#)
- b. Delivery date – approximately August 29, 2021 but still pending based on weather delays
- c. Referrals Welcome
- d. Prospect Activity
  - i. Lease & Sell
  - ii. Design Build

7. Property Maintenance Report – Jeff Whitten

- a. General Mowing & Cleaning – seasonal decline in mowing activities, cleaning continues
- b. Building Inventory Assessment - Ongoing

8. Planning Activity

- a. Telecommunication Infrastructure – Eric Voyles
  - i. Connectivity Study
    - TAC property well positioned for hyperscale, corporate, retail, edge, backup, bitcoin or similar data center applications
    - TAC property less well suited for wholesale data center applications
    - Review study
- b. Wireless Back-up System - No Update
- c. Status update: Wetlands – Consultant working on current USACOE comments
  - i. TAC Central Preliminary Report Complete
- d. Texas A&M Planning Partnership – Conference calls with TAMU with future conversations planned but not yet scheduled.
- e. EDA Public Works Grant
  - i. Rail Infrastructure –Announced - JDW to elaborate
  - ii. Next grant target – Area U infrastructure
- f. US DOT RAISE (Rebuilding American Infrastructure with Sustainability and Equity Grant)

## 9. Qualified Sites

- a. Brazos
- b. Duke East
- c. STAR Site

## 10. Organizational Development Activity

- a. Access to Capital – Future Capital Projects Funding – Scott Norton
- b. Incentives
  - i. Freeport Tax Exemption - All Jurisdictions
  - ii. Add Leary to All Incentives as Needed
- c. Marketing & PR Activities
  - i. Annual Census – Preliminary data
  - ii. BF – Top 5 US Industrial Park
  - iii. Chartwell Agency (Select coverage)
    - [Arkansas-Based Trucking Business Coming to Texarkana](#)
    - [Industrial-Strength Resiliency: How TexAmericas Center coped in 2020](#)
    - [Military Base Becomes Regional Economic Opportunity](#)
    - [Remediation of Ammunition Plant Creates Thousands of Acres of Development-Ready Land in Texas](#)
    - [TexAmericas Center adds roof to new Spec Building, takes another step in \\$8.5M project](#)
    - [TexAmericas Center Announces Extension of its SBA HUBZone Designation](#)
    - [Texarkana Partnership Addresses Trucker Shortage](#)
  - iv. Familiarization Tours:
    - Blitz to Omaha, NE
    - East Texas Entrepreneurship Center, UOT-Tyler
    - Small Business Development Center, NETexas
    - CBRE – IT Advisory Services
    - Agracel
    - Texarkana Regional Airport - Manager
  - v. Research On Investment – Lead Generation Update
  - vi. Social Media

- vii. Spec Building E-Blast
- viii. Spec Building Micro-Website – <https://tacspebuilding.com/>
- ix. [TAC Overview Video](#)
- d. Regional Economic Development – No report
- e. Training & Conferences – No report
- f. TAC Strategic Doing – No report

11. Proposed TAC Ordinances

- a. None currently

12. If needed, adjourn to Executive Session pursuant to the following Sections:

- a. Section 551.072 of the Texas Government Code; Deliberation of the purchase, exchange, lease, or value of real property.

13. Reconvene into Open Session.

14. Review and discuss other business as needed.

15. Adjourn.