



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

November 2, 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 August 3, 2021 Infrastructure/Real Estate, Marketing and Business Development Committee meeting.
3. **Building Occupancy Rates**
 - a. TAC-East 398,100sf of 973,243sf ~46.71%
 - b. TAC-Central 578,328sf of 601Ksf ~ 94.84%
 - c. TAC-West 17,842sf of 260Ksf ~5.63%
4. **Available Move-In Ready Buildings**
 - a. **TAC-East**
 - i. Area U Buildings – Storage Only; No Utilities; 13 buildings, 11,500sf each
 - ii. Area V Bunkers - 22 bunkers remaining, mix of ~1,100sf and ~1,600sf
 - iii. Area D
 - Array Technologies = 177,200sf
 - a. Pending vacancy – Requests early release November 2021
 - iv. 554 Elm Circle – 22,150sf – Warehouse
 - b. **TAC-Central**
 - i. 228 Texas, Suite B, C & D – 7,237sf - Office
 - ii. 116 A, B, C, & D Technology Circle – ~24,000sf – Office – ~ 90 days of rehab needed
 - 116E - Terms email sent to Project And So On
 - 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 (On Book) in pre-planning

- i. 116 A-E Demo and Rebuild – Evaluation of 116E ongoing
- ii. Area U Infrastructure – No Update
 - 14 buildings...13 vacant each 11,500sf; 149,500sf
 - 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
 - Renovations to Building 3-1/4-1 Underway for Project Rod & Gun
- iii. Area V Investments – No Update
 - Electronic Gate(s)
- iv. Utility Corridors
 - Crockett Site on South Ellis – Project Cobra currently planning improvements on site including utility corridor improvements
 - South Lamar to Area U
 - a. Tied to Expansion Ammunition CapEx
 - b. Closed on 165+ acre property 7/15/21
 - TAC/Hooks Town Center
 - a. See exhibit attached for infrastructure improvements to serve the facility
- v. 175 Arkansas – Project Summer Kitchen II
 - On-hold pending further expansion evaluations by Prospect
- vi. 245 Ammunition Drive – Project Sanford
 - Improvements
 - a. Replaced drywall, ceiling grid, insulation, and other items in the north three offices.
 - b. Widening of four (4) openings and replacement of overhead/roll-up doors – Advertise 10/31 & 11/07. Bid 11/16
 - c. Fix leaks – Roof replacement – Advertise 10/31 & 11/07. Bid 11/16.
 - d. Misc. repairs to electrical system
 - e. Fill holes in parking lot
 - f. Paint building
 - g. Replace AC in middle portion of building – later in rental schedule - TBD
- vii. Elm Circle Buildings
 - 555 Elm Circle – Occupied by TAC Logistics with lease to local company for storage of material with potential for additional 3PL services
 - 547 Elm Circle – Showing/Showed building to prospect 10/28
 - Interest in other buildings from several prospect sources.
 - TAC to coordinate with Array for vacation of buildings as may be needed. Interior improvements vary with prospect.
- viii. 201 Bowie Parkway
 - Tenant lease approved by TAC BOD, Tenant legal review still in process.
 - TAC taken bids for rock improvements. Waiting on executed lease for contract execution.

b. Existing Project Book Status Update:

- i. Utility Corridor Oak Street – TAC East
 - Natural Gas to Area A – Installation Complete. Waiting to backfill & compact trenches.
- 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
 - None currently – Will be tenant specific
- iv. U33 (935 Bowie Parkway)
 - Tenant making improvements to building for occupancy. Improvements primarily to electrical systems.

6. Spec Building

- a. Building Substantially Complete with Deficiencies – Construction complete and addressing punchlist items.
 - i. [Construction Cam - link](#)
- b. Delivery date – TBD based on punchlist completion.
- 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 for initial portion of TAC East when USACOE changes regulations. TAC coordinating with consultant for process moving forward. Regulation changes basically mean more wetlands may be determined to be on-site.
 - i. TAC Central Preliminary Report Complete
 - ii. TAC West delineation complete
 - iii. Portion of remainder of TAC East Complete
- d. Texas A&M Planning Partnership – JDW currently scheduled to be at TAMU for meetings 11/12 to discuss future projects.
- e. EDA Public Works Grant
 - i. Rail Infrastructure – Announced – Kick-off Meeting earlier in October
- f. US DOT RAISE (Rebuilding American Infrastructure with Sustainability and Equity Grant
- g. Build Back Better (Regional Grant led by Ark-Tex COG) Regional Planning Grant with TAC & Hopkins County as lead entities with other smaller entities also participating. Targets Rail, Road, Infrastructure improvements. Eric Voyles to elaborate.

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. Chartwell Agency (Select coverage)
 - [TexAmericas Center moves to capitalize rail assets](#)
 - [TexAmericas Center announces GM of Rail and Transload Operations](#)
 - iii. 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
 - iv. Research On Investment – Lead Generation Update
 - v. Social Media
 - vi. Spec Building E-Blast
 - vii. Spec Building Micro-Website – <https://tacspebuilding.com/>
 - viii. [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. TAC Logistics – John Sesler

- a. 135 Miller
 - i. Southern Aluminum
 - ii. Rowe Casa
- b. 555 Elm Circle
 - i. Texarkana Aluminum

13. TAC Rail – John Sesler

14. 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.

15. Reconvene into Open Session.

16. Review and discuss other business as needed.

17. Adjourn.