



## **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, rail & transload operations and personal property disposal.*

11 Chapel Lane, Suite B, New Boston, TX 75570

November 7, 2023

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. Consider and approve minutes from August 1, 2023 Infrastructure/Real Estate, Marketing and Business Development Committee meeting.
3. Building Occupancy (leased & sold) Rates (June 30, 2023)
  - TAC-Central      585,805sf of 585,805sf = 100.00%
  - TAC-East        638,506sf of 1,133,783sf = ~61.90%
  - TAC-West        1,622sf of 259,520Ksf = ~0.63%
4. Available Buildings –
  - **TAC-East**
    - i. Area D
      - 546 – 550 & 552 Elm Circle – **Move-In Ready** – 22,150sf
      - 558 Elm Circle – 4,000sf Office Building; No Utilities
    - ii. Area U Buildings
      - 9 Storage Only Buildings, 11,500sf each; No Utilities
    - iii. Area V Bunkers - 22 bunkers remaining, mix of ~1,100sf and ~1,600sf
  - **TAC-Central**
    - i. 110/112 Texas Ave – significant LBP/ACM/other to be remediated
    - ii. 15 James Carlow & 115 Texas Ave may be transferred from RRAD in 2025
  - **TAC-West** – Total Square feet available
    - i. Area A Bunkers – Total Square feet available - 157,334sf
    - ii. Area C Bunkers– Total Square feet available – 100,564sf
5. Transaction Activity
  - Property Sales

- i. EnviroSafe Demil
  - 130-acre tract – option to purchase prior to 12/31/23
- ii. Project Cobra
  - Company and TAC BOD’s have approved Sales Contract
  - Company pursuing State of Texas and local Incentives
  - Closing expected by July 2024 needed for 403 Incentive
  - TC and BC asked to provide property tax abatements
- iii. Expal USA - ~222-acres with option to exercise by May 31, 2025
- Property Acquisition:
  - i. Project Zeitgeist has offered an LOI the Brazos Property
- Status Updates on
  - i. Recent Wins:
    - Ambica GS – One space in the Construction Trailer Park (1year with four 1-year options) First year paid in full.
    - Advanced Global Services – New Contract (3-yr with seven 1year options).
    - Expal USA – Hunt Street Bunkers (4) pending insurance and billing updates.
  - ii. Finalist Pipeline:
    - Project Big Water (RWRD Water Plant)
    - Project Ra (ENGIE-NA)
      - a. 100MW Solar Project
      - b. \$150+ million investment
      - c. 6 jobs
    - Project Alpha Gamma Rho
      - a. 50ksf TAC BTS lease
      - b. \$5+million investment
      - c. 30 jobs retained & 30 jobs created
    - Project Piasa Bird
      - a. 55ksf TAC BTS lease
      - b. \$7+ million investment
      - c. 60 jobs
    - Project Mohair
      - a. 45ksf TAC BTS lease
      - b. \$7+ million investment
      - c. 60 jobs
  - iii. Other???

6. Capital Improvement Projects (CIP) – Jeff Whitten

- Culvert Improvements for Maple Street & B-Line
- Asbestos abatement and removal of steam line crossing Montague Street

7. Existing Product Improvement Plan (EPIP) - Jeff Whitten/Eric Voyles

- New Projects (On Book) in pre-planning
  - i. ExpalUSA – Project on hold per Expal
    - Obtaining roof quotes for
      - a. E-16 – On hold
      - b. E-18 – Bids taken, contracts out for signature. Work scheduled for September 2023.
      - c. E-44 – On hold

- ii. Retrofit of Area C Building(s) – 580 Oak Street
  - TAC field staff completed office/bathroom demo
  - SWEPCO set meter and TAC wiring for power
  - TAC has lights working
  - First efforts at roof work complete – additional efforts required.
  - Due to sloping foundation, looking to demo all offices and make strictly a warehouse for storage
- iii. Natural Gas to Area D – Navitas provided installation quote of \$133,000.
- iv. Rehab of change houses to White/Grey Wall status
  - Area D – 558 Elm Circle
    - a. TAC field staff capable of demo of office & bathroom area
    - b. need to confirm remediation efforts previously made.
- v. Will begin looking at sanitary sewer main extensions for service to TAC Town Center and Braven.
- Existing Project Book Status Update:
  - i. Utility Corridors
    - Crockett Site on South Ellis – Project Cobra currently planning improvements on site including utility corridor improvements – On hold pending Project Cobra moving forward; submitted an EDA grant (see Area U comments)
    - Arkansas Ave. on Central Campus to 45-acre Defense Park – Still working on project but other opportunities to be done first
  - ii. TAC/Hooks Town Center
    - Schematic Design Phase Complete. Architect currently working on Design Development Phase.
  - iii. Area U Infrastructure
    - Submitted EDA grant would include Project Cobra, Project M&M, and new RWRD Water Plant (Project Big Water)
    - Six tenants – Need to consider Electronic Gate(s)
  - iv. Area V Investments – No Update
    - Four tenants – Nearing Full Capacity
    - Need to consider Electronic Gate(s) – Operations had call with contractor for gates and other site security. Future site visit to discuss scope and preliminary cost pending.
  - v. EDA Rail Grant – Status Update
    - Contract Approved by BOD
    - Pre-Construction Meeting -- Held
    - Schedule
    - PR potential

8. Logistics Building RFQ/SOQ –

- Step one submittals complete and field reduced for Step 2 Submittals
- Step 2 submittals due Nov 9. Recommendation to BOD in November

9. Light Manufacturing Building RFQ/SOQ

- Step one submittals complete and field reduced for Step 2 Submittals
- Step 2 submittals due Nov 9. Recommendation to BOD in November

10. Property Maintenance Report – Jeff Whitten

- General Mowing & Cleaning – seasonal decrease in mowing activities, cleaning continues
- Building AC Inventory Assessment – Ongoing, waiting on report
- Culvert improvements – B-Line & Maple Street

## 11. Planning Activity

- Center on Rural Innovation (CORI)
  - i. help rural towns become strategic about Tech job creation
  - ii. bring a range of expertise, programs, and partnerships to the table
  - iii. Phase I – Community Assessment
  - iv. Phase II - Devise tech economy strategies that support
    - innovation,
    - tech entrepreneurship,
    - workforce development,
    - tech job creation
  - v. Phase III – Implementation of Strategies focused on
    - Tech job creation
    - Place building
- Texas A&M
  - i. College Station Planning Partnership – No Update
  - ii. Texarkana Tuition Discount
- Electricity Update on capacity planning – Brief on AEP meeting and future schedules
  - i. TAC East
    - Power installation complete through portions of Area U
    - Upgrade of existing Bowie Parkway sub is being discussed Option #1 is to upgrade to 138kv and Option #2 Upon completion of the 138kv substation on the East Campus, the existing 69kv line could gain an additional 19MW of capacity to be supplied to future development projects on our East, Central, and West Campus.
    - Location identified for placement of new 138kv substation. Initial coordination with AEP for route of OHD lines through campus to location.
  - ii. TAC Central – No Update
    - Upon completion of the 138kv substation on the East Campus, the existing 69kv line could gain an additional 19MW of capacity to be supplied to future development projects on our East, Central, and West Campus.
    - Strategy is to locate Cryptocurrency and EDGE DC projects on site to force upgrades
    - RRAD is going to begin conversations regarding our growth and if 5MW is sufficient backup power for National Security Measures.
  - iii. TAC West – No Update
    - Upon completion of the 138kv substation on the East Campus, the existing 69kv line could gain an additional 19MW of capacity to be supplied to future development projects on our East, Central, and West Campus.
    - Power study completed about 170MW of capacity available in the three 138kv lines.

- TAC working to secure “Will Serve Letters” for each utility company that will describe current capacity, timeline to serve, potential budget and who bears the cost EDA Public Works Grant
- iv. Working with ATCOG
- v. Created a form for TAC staff to use to summarize needs for grant writers
- Fiber
  - i. Anchor Tenant Project
    - Projects: Darwin, Superman, Voltron,
  - ii. Green Data Center Park – working with an Active Infrastructure, interested in a JV to co-develop the park
  - iii. Middle mile investment needed to finish the Conterra loop around TAC
- Wetlands:
  - i. TAC Central – No new activities
  - ii. TAC West - AJD for portion of TAC West complete.
  - iii. TAC East – No new activities

## 12. Qualified Sites

- Brazos –
- Duke East
- STAR Site – recently discovered that endangered species component may need to be redone
- Alamo –
- Next Steps
  - i. Most likely location of next QSP to be NWC TAC West aka Waco Site

## 13. Organizational Development Activity

- Access to Capital – Scott Norton
  - i. Voyles and Hill are pursuing TMPC Loan for all upcoming ED expenditures
  - ii. Sesler, Hill and Voyles submitted for a TMPC DEAAG grant to fund two locomotives
- Marketing & PR Activities – Eric Voyles
  - i. BF LiveXchange 10/3-6/23 Columbus OH
  - ii. Pipeline back above 110
- Regional Economic Development
  - i. Working one lead with TXK Airport
  - ii. Working one lead supplied by REDI
  - iii. Coordination meeting with REDI schedule in November
- Incentives – Scott Norton & Jeff Whitten
  - i. Freeport Tax Exemption
    - Currently talking to HISD, TC and Bowie County
    - All Jurisdictions
  - ii. 403 Program
    - HISD asked to provide for Project Cobra
    - 313 with New Boston ISD last year Project Ra
    - All Jurisdictions
- Rail access on RRAD owned rail to main IP south of RRAD
- Transition of Natural Gas on TAC-Central Campus from RRAD distribution to Navitas or another provider
- Training & Conferences – No Update

- TAC Strategic Doing – CORI initiative is based on SD practices

14. TAC Logistics (7) – John Sesler

- Current 3PL Contracts
  - i. Rowe Casa
  - ii. Texarkana Aluminum
  - iii. Maverick Pipe
  - iv. Lonestar Specialty Vehicle
  - v. JCM Industries
  - vi. Domtar
  - vii. Metal Exchange
- Quotes
  - i. 5 Active quotes submitted.

15. TAC Rail – John Sesler

- Transload
  - i. 14 completed trains of 16-unit train end year 2023 may extend to 2024.
- Storage
  - i. (12) Number of Customers
- Trinity Railcar/Industries – MRO  
Operations starting W/O 11/6
- Upgrades & Maintenance  
EDA Grant – Rail and Maintenance  
DEAAG Grant - Locomotives

16. 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.

17. Reconvene into Open Session.

18. Review and discuss other business as needed.

19. Adjourn.