



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 5, 2024

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 the August 6, 2024, Infrastructure/Real Estate, Marketing and Business Development Committee meeting.
3. Building Occupancy & Rates (leased, 3PL & sold) Rates (April 29, 2024)
 1. Total Square 1,351,849sf
 2. TAC-Central 585,805sf of 585,805sf = 100.00%
 3. TAC-East 698,250sf of 1,133,783sf = ~61.59%
 4. TAC-West 43,794sf of 217,348Ksf = ~20.15%
4. Available Buildings –
 1. **TAC-East**
 - i. Area D
 - 548, 550, 551, 552, 553, 555, 556 Elm Circle – **Move-In Ready** – 22,150sf
 - 558 Elm Circle – 4,000sf Office Building; No Utilities
 - ii. Area U Buildings
 - 10 Storage Only Buildings, 11,500sf each; No Utilities
 - 150 Cypress (Area U Change House) 4029 SF; No Utilities.
 - iii. Area V Bunkers - 18 bunkers remaining, mix of ~1,100sf and ~1,600sf
 2. **TAC-Central**
 - i. 110/112 Texas Ave
 - 110 Texas - ~44,940sf
 - 112 Texas - ~23,732sf
 - Testing results show a significant LBP/ACM/other to be remediated
 - ii. Buildings that could transfer to TexAmericas Center in FY 2025
 - 15 James Carlow
 - 115 Texas Ave

- Security Buildings (17 James Carlow Dr.)
- iii. Feltz Tire building and lot
 - About 2-acres
 - About 2,000sf
- 3. **TAC-West** – Total Square feet available
 - i. Area A Bunkers – Total Square feet available - 72,990sf
 - ii. Area C Bunkers– Total Square feet available – 100,564sf

5. Transaction Activity

1. Property Sales
 - i. Expal USA - ~222-acres with option to exercise by May 31, 2025
 - ii. EnviroSafe Demil
 - 130-acre tract – option to purchase
 - a. funding resolved
 - b. TexAmericas Center agreed to owner finance until USDA Loan Guarantee can be processed
 - c. First USDA B&I Loan Guarantee in the Texarkana area
 - iii. Project Cobra
 - Company and TAC BOD’s have approved Sales Contract
 - Bowie County and Texarkana College have approved Property Tax Abetments
 - Nash ISD approved 403 request on 10/28/24
 - Governor’s office now has 30 days to sign off on application
 - There is another 30 days for the award letter to be processed and sent.
 - Closing expected by December 2024 or January 2025
 - iv. Project Lone Star Lithium
 - Leased of Area D Building
 - LOI for acquisition of ground
 - Interested in securing Mineral Rights for TAC East Campus
2. Property Acquisition:
 - i. None at this time.
3. Status Updates on
 - i. Recent Wins:
 - None to Report
 - ii. Finalist Pipeline:
 - Project Big Water (RWRD Water Plant)
 - a. 30MGD Water Plant
 - b. \$400 million investment
 - c. Create 6 to 10 jobs
 - d. Have letter from RWRD Consulting Engineer stating:
 - i. Ground-breaking will occur in December 2025
 - ii. Completion will occur in December 2027 or January 2028
 - Project Ra (ENGIE-NA)
 - a. 150MW Solar Project
 - b. \$150+ million investment
 - c. 6 jobs
 - d. SPP connection approval granted
 - e. AEP/SWEPCO PPA needed
 - Project Alpha Gamma Rho
 - a. AGR has been sold to PGS (MI)

- b. Company still interested in 50ksf TAC BTS lease
 - c. \$5+million investment
 - d. 120 jobs retained & 30 jobs created
 - Project A3K – Moses
 - a. Manufacture Hydrogen Reactors
 - b. Creating a partnership with TAMUT to put a demonstration operation on Texarkana Campus; approved by College Station
 - c. 35ksf TAC BTS Lease
 - d. \$5+/-million investment
 - e. 30 jobs created
 - Project Daphne II
 - a. Lost Daphne I to Rockford (IL)
 - i. A Chinese Solar Panel Manufacture was seeking to exit the US
 - b. 150,000sf TAC BTS Lease
 - i. Solar Panel Assembly operation and battery storage mfg.
 - c. \$15+ million investment
 - d. 100 jobs
- iii. Primer
 - LSK, LLC (we believe this to be Lone Star Kinetics) has bought the G-Line (aka Expansion Ammunition Property)
 - Attempting to make contact
 - iv. Eastwood
 - Secured new financial backers
 - Terms Email sent – verbally accepted
 - v. Viceroy
 - Working with C/W and client
 - 100 to 200 acres heavy power user
 - Sending LOI
 - Site Tour in November
 - vi. Security
 - Cybersecurity business in DOD Industry
 - Request cost estimates
 - Site Tour in November
 - vii. Ultraman
 - Initially had conversations with in 2021/2022
 - Energetics Company now represented by a consultant
 - viii. Prometheus Fire
 - EDT Lead
 - TAC is final Texas Site
 - Site Tour in November
 - ix. Zen Zebra
 - EDT Lead; heavy power user; rail user.
 - TAC is final Texas Site (need to confirm)
 - One of five sites total
 - x. Arnold #2
 - Existing Tenant
 - xi. Aviation
 - Existing Tenant

6. Capital Improvement Projects (CIP) – Jeff Whitten

1. Culvert Improvements for Maple Street & B-Line
2. Will be looking at paving improvements for TAC East in near future

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

1. New Projects (On Book) in pre-planning
 - i. Retrofit of Area C Building(s) – 580 Oak Street
 - ii. Natural Gas to Area D – Navitas provided installation quote of \$133,000.
 - iii. Area D – 558 Elm Circle
 - iv. Will begin looking at sanitary sewer main extensions for service to TAC Town Center and Braven.
2. Existing Project Book Status Update:
 - i. Utility Corridors
 - Crockett Site on South Ellis
 - a. ROW along No. Ellis has been cleared for future utility extensions.
 - b. TAC/ATCOG Submitted an EDA grant (see Area U comments)
 - Arkansas Ave. on Central Campus to 45-acre Defense Park – Other opportunities to be done first
 - ii. TAC/Hooks Town Center
 - Schematic Design Phase Complete.
 - Architect currently working on Design Development (DD) Phase.
 - TAC & Architect to have further discussions regarding fees
 - iii. Area U Infrastructure
 - Submitting EDA grant would include Project Cobra. Working on submittal with ATCOG.
 - Additional Option
 - iv. Area V Investments – No Update
 - Three tenants – Nearing Full Capacity
 - v. EDA Rail Grant – Status Update
 - Schedule – Project Complete

8. Logistics Building RFQ/SOQ –

1. H.E. Wright (HEW) selected for Project
2. Contract for design work executed
3. Preliminary Plans previously provided.
4. Preliminary Construction Cost Prepared.

9. Light Manufacturing Building RFQ/SOQ

1. Construction Plans complete
2. Construction price established
3. Met 10/18/24 with AGR successor to discuss plan revisions and moving forward.

10. Brazos Tract Clearing

1. Work to be complete End of October/Early November

11. Property Maintenance Report – Jeff Whitten

1. General mowing activities winding down
2. cleaning activities continue

12. Planning Activity

1. Center on Rural Innovation (CORI)
 - Phase II - No Current Activity
2. Texas A&M
 - i. College Station Planning Partnership
 - No current activity
3. Electricity Update on capacity planning – Brief on AEP meeting and future schedules
 - i. TAC East
 - Upgrade of existing Bowie Parkway sub is ongoing. The substation will be granted 10MW, the 69kv line has an additional 20MW of capacity to be supplied to future development projects on our East, Central, and West Campus. This leaves 10MW for other substations.
 - Met with AEP to discuss location for new substation connected to 138kV Transmission Line. Original location on Archer Avenue continues to be preferred location.
 - Met with AEP and prospect to discuss new connection to 345 kV line on TAC East, the placement of a new 345kv feed substation to serve southern portion of TAC East campus, prospect and future tenants and to discuss capacity for new prospect.
 - ii. TAC Central – No Update
 - Available capacity is believed to be about 7MW
 - iii. TAC West – No Update
 - Power study completed about October 2023 shows 170MW of capacity available in the three 138kv lines.
 - a. 138kv running East/West on the north side of TexAmericas Center has 100MW.
 - b. 138kv running North/South on the west side of TexAmericas Center has about 50MW.
 - c. The 138kv that connects into the New Boston substation has about 20MW.
4. Fiber
 - i. EDGE Data Center Park
 - Projects: No updates
 - ii. Green Data Center Park
 - Projects: No updates
5. Wetlands:
 - i. TAC Central – No new activities
 - ii. TAC West – No new activities
 - iii. TAC East – No new activities
6. TAC East Parcel & Utility Layout
 - i. Complete and available for presentation to this committee
7. Natural Gas:
 - i. Potential for Energy Transfer to divert lower cost Natural Gas here
 - ii. Transition of Natural Gas on TAC-Central Campus from RRAD distribution to Navitas or another provider

13. Qualified Sites

1. Brazos –
2. Duke East

3. STAR Site – recently discovered that endangered species component may need to be redone
4. Alamo
5. Waco Site
 - i. Innovation and Technology Park
 - ii. DataHub Park
6. TAC OPS has begun work on three additional sites

14. Organizational Development Activity

1. Access to Capital – Scott Norton
 - i. Hill and Voyles are pursuing TMPC Loan for all upcoming ED expenditures
 - ii. EB-5 Regional Center
2. Marketing & PR Activities – Eric Voyles
 - i. TAC E-Blast Metrics:
 - Sent: 4,016
 - Opens: 2,328
 - Open rate: 60%
 - a. Average is generally considered to be between 15–25%
 - b. Real Estate is 12.48%
 - CTR: 38%
 - a. Average email click-through rate is about 2.5 percent.
 - b. The average CTR for emails in Real Estate is 17.2%
 - ii. BF LiveXchange 12th thru 16th 2024 Hollywood, FL
 - iii. Big3
 - iv. Webinars
 - None to Report
 - v. Viewpoint
 - 5-, 3- and 1-minute video
 - PBS airing
 - TAC use
 - Watch video's if time permits
 - vi. Presentation
 - None to Report
 - vii. Awards
 - None to Report
3. Regional Economic Development – No Update
4. Incentives – Scott Norton & Jeff Whitten
 - i. Freeport Tax Exemption
 - Currently talking to HISD, TC and Bowie County
 - All Jurisdictions
 - ii. 403 Program
 - Hooks ISD had approved the Project Cobra 403 application
 - 313 with New Boston ISD in 2022 Project Ra
 - All Jurisdictions
 - iii. Recently found that BPP tax on M&E is not part of local property tax abatements available through Bowie County and Texarkana College; working to confirm and better understand.
5. Training & Conferences – No Update
6. TAC Strategic Doing – No Update

15. TAC Logistics – John Sesler

1. Current 3PL Contracts
 - i. Rowe Casa
 - ii. Texarkana Aluminum
 - iii. Maverick Pipe
 - iv. Lonestar Specialty Vehicle
 - v. Domtar
 - vi. Metal Exchange
 - vii. Tempo Global
 - viii. WW Williams
 - ix. General Dynamics
 - x. Cherokee Nation

2. Quotes
 - i. 1. Active quote submitted. Braven / Feed Stock Storage

16. TAC Rail – John Sesler

1. Union Pacific
 - i. Intermodal
2. Storage
 - i. (12) Number of Customers
3. Trinity Railcar/Industries – MRO
4. Spring Creek HWY 82 Rock Train Transload.
5. Upgrades & Maintenance

Locomotives MFG visit 1st week Nov.

17. 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.

18. Reconvene into Open Session.

19. Review and discuss other business as needed.

20. Adjourn.