



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 26th
 - 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.