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Data Center, Hosting and  
related Report

TexAmericas Center – Texarkana MSA – Texas

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### 3.5 DATA CENTERS, DATA PROCESSING, HOSTING, & RELATED SERVICES

TexAmericas Center and the Texarkana is a favorable location for data centers, data processing, hosting, and related services for several reasons:

- **Proximity to the Texarkana Area Defense Cluster:** Barksdale Air Force Base, home to the United States Air Force Global Strike Command, and other DOD or related installations represents a significant demand and generator of data-related services. Military installations often require secure and reliable data storage, processing, and hosting capabilities, making Texarkana an attractive location to serve the needs of these bases and related government agencies.
- **Security and Reliability:** Given the presence of military installations, security is a top priority in the Texarkana region. Data centers in the area can benefit from the heightened security measures and protocols established to protect sensitive military information. Additionally, Texarkana's relatively low risk of natural disasters, such as hurricanes or earthquakes, can contribute to the reliability of data center operations.
- **Favorable Business Environment:** Texarkana offers a business-friendly environment, in a central time zone, with supportive local governments, favorable tax policies and incentives, financing programs, and access to resources for business development. This supportive ecosystem can encourage the establishment and growth of data-related businesses in the area. The region is also known as a Transportation hub as it sets where three interstates converge, thus providing low logistics costs.
- **Connectivity and Power Infrastructure:** Texarkana benefits from robust electricity and telecommunications infrastructure and connectivity, including access to major fiber optic networks and transportation routes. This connectivity facilitates high-speed data transmission and accessibility, essential for data centers and related services. Sites have access to 138kv and 345kv transmission lines in addition to a 600MW generation plant in the region.
- **Access to Diverse Energy Resources:** The Texarkana region benefits from access to various energy resources, including electricity, natural gas, biomass, and renewable energy sources such as wind and solar. This access to an assorted array of energy resources provides opportunities for different energy production methods, reducing reliance on imported energy and promoting energy independence.
- **Skilled Workforce:** The Texarkana region has access to an available, skilled workforce with expertise in information technology, data management, and related fields all in a Right-To-Work state. Local educational institutions offer programs tailored to these disciplines, providing a pipeline of low-cost talent for data-related businesses.
- **Cost of Living:** Texarkana generally has a lower cost of living compared to larger metropolitan areas, which can result in lower operating expenses for businesses.

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This affordability can be attractive for startups and small-to-medium-sized data-related firms looking to establish themselves in the market.

- **Market Demand:** Beyond serving the needs of military installations, there is a growing demand for data-related services from businesses, government agencies, and organizations in Texarkana and surrounding areas. Establishing data centers and related services in the region allows businesses to capitalize on this demand and provide critical infrastructure support.

Overall, the combination of proximity to military installations, security and reliability, favorable business environment, connectivity and infrastructure, skilled workforce, cost of living, and market demand makes Texarkana an advantageous location for data centers, data processing, hosting, and related services.

- The Texarkana region can handle high volumes of data and traffic with minimum latency, as it is uniquely suited for businesses in the technology and data businesses, thanks to its robust telecommunications connectivity, electrical power capacity & reliability, skilled worker availability, educated workforce, and dedicated sites for hyperscale, edge, micro, enterprise, co-location, and cloud data centers.
- The region boasts two long haul fiber lines, each with geographic diversity, and 12 metro fiber networks.
- The region also boasts available, reliable electrical capacity above 100MW to start with access to multiple 345kv lines. The presence of the RRAD in the market makes reliability a matter of National Security.
- The region also has a 600MW Coal Fired Plant that operates at a minimal level and is used as a Peaker Plant.
- Our sites offer multiple paths for power and the ability to have diverse cooling systems in place. We can offer the ability to update and maintain the data center without taking it offline. Our property should allow for an expected uptime of 99.982% (1.6 hours of downtime annually) making it a Tier 3 location.
- There is underemployment in this sector, because of these certain occupations are commuting out of the Texarkana Economic Region which include:
  - Computer Occupations with 763 total jobs had about 143 people commute outside the region each day for employment; between 2014 and 2019 this job category grew in employment by 5% over the same period.

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- Business Operations Specialists with 1,902 total jobs had about 118 people commute outside the region each day for employment; between 2014 and 2019 this job category grew in employment by 4%.

### 3.5.1 Why the Texarkana Region for Data Centers:

- **Availability, Reliability & Cost of Utilities** — Costs vary globally, and, in some geographies, you may not have the ability to easily understand capacity, reliability and pricing. The Texarkana region is your best option to place your data center because as a regulated market, all three can be known and built into your contract period. We also allow you to consider alternative power sources as is prudent and, in some cases, required.
- **Availability of Telecommunications Infrastructure** — There are multiple long-haul routes with geographic diversity. Local providers can meet your future bandwidth demands. There are not only redundant systems from our incumbent providers, but you have the ability to access multiple providers in close proximity to our sites.
- **Availability, Cost of Real Estate Options and Speed to Occupancy** — In total TexAmericas Center has dedicated over 1,000 acres to technology businesses. Build-to-Suit-to-Lease versus buy land and build requires considering building costs, quality of construction, and competency in construction management as well as skill in negotiating incentives from landlords and local governments. We understand the importance of estimating operating rent and the real estate component should represent no more than 10% of the total project costs. We will work with you to achieve a reasonable acquisition strategy that includes full development assistance. TexAmericas Center as a State of Texas special purpose district makes these decisions easy; we will lease, sell or sell with options to purchase more. Further, TexAmericas Center is the Authority Having Jurisdiction, so all land use, planning, building, and occupancy discussion occur with our organization providing you with a single POC and faster track to operations. An additional benefit of working with TexAmericas Center is the potential to estimate and deliver lower cost leasehold improvements. Similar to converting former retail properties, TexAmericas Center controls over 1,000,000sf of industrial and commercial space that is charged with redeveloping. A preferred path forward is to design and construct completely new facilities inside of these old structures.
- **Amount of Local and State Economic Development Incentives** — Beyond planning and construction considerations, our local jurisdiction provides development incentives because we are a rural, redevelopment area. This doesn't mean we are less inviting than more densely populated,

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under-resourced areas. Please understand that we have worked for over 25 years to get our property to the point where we can transact; we are seeking to bring quality jobs and investment to our area through a lower tax environment, fewer regulatory requirements, and increased speed to occupancy. We want to be known as a location that is less costly, less restrictive and offers a faster path to stabilization.

- **Proximity to Major Markets and Customers** — Latency and reliable connections play a major factor in running an efficient facility that meets customer demand. Texarkana is within 500-miles of 23 major MSA's, 10 of the fastest growing and over 2,200,000 businesses. We are also within 200 miles of seven of the major MSA's in the USA.
- **Labor Costs and Availability** — Labor costs are about 20% below the Texas average in the Texarkana region. Texas is a Right-To-Work state. We understand that the difference of a dollar-per-hour labor savings can offset a difference in cost per square-foot. Further there is access to skilled talent, across multiple disciplines, and over 33 institutions of higher learning educating over 86,000 students with 26,000 graduating every year, multiple have industry specific programs in the immediate Texarkana area including Southern Arkansas University, Texas A&M University-Texarkana, Texarkana College and University of Arkansas-Texarkana. We have the talent to run and maintain your data center.
- **Environmental Conditions** — Temperature and humidity variances wreak havoc on environmental systems and forecasting. Earthquakes, hurricanes, blizzards, and tornadoes are unpredictable and can shut down a facility indefinitely. Texarkana ranks favorably in all areas.
- **Airport and Highway Accessibility and Quality** — You need large equipment and service equipment to build and maintain the data center. The Texarkana region is well served by a local commercial airport and six more within a 2.5-hour drive. Texarkana's interstate system includes I-30, I-49 and I-369(I-69) and US 82. Rail service via UP and Amtrack is also an option. Our sites are readily accessible for delivery, services, and employees. Further, our on-site TAC3PL can assist with receiving, marshalling and delivery of equipment from on-site storage buildings.



Whether you are looking to expand your business, your current lease is expiring, you are planning a move to Texas, or you have considered leaving the mid-south region, talk to us first!

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