TexAmericas CENTER®

Texarkana, USA

Overview of TexAmericas Center

TexAmericas Center is one of the largest mixed-use industrial parks in the Americas, with **12,000 acres** and **3.5 million square feet** of commercial and industrial property.

- Ranked No. 5 Best Industrial Park in the U.S. by Business Facilities Magazine.
- A State of Texas Local Redevelopment Authority located in the Texarkana MSA at the crossroads of Texas, Arkansas, Louisiana and Oklahoma.
- Founded in 1997.
- 150+ years of staff experience in community & economic growth, property development and business management.
- Controls own zoning, permitting, platting and occupancy processes.

Overview of TexAmericas Center

Texarkana is your Best Fit Texas Location

Access to Greatest Market Share

Unmatched Employee Value

Globally Competitive Operating Environment

Untapped Human Resources

Business Friendly Location

About the Texarkana Region - Video

The Texarkana Region

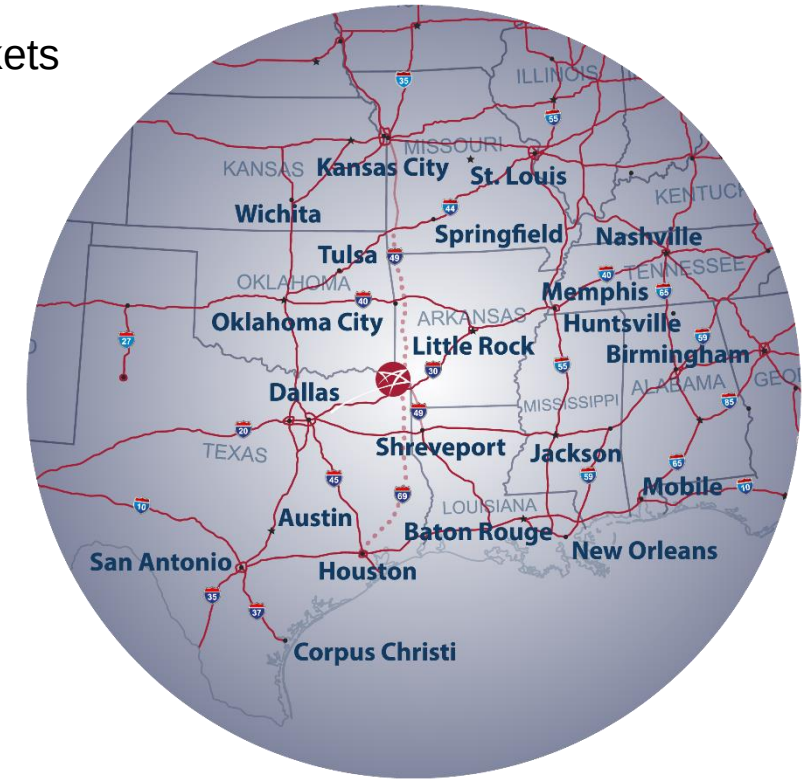
Access to Greatest Market Share

Our 500-mile market has:

- 10,000,000 more people than surrounding markets including DFW, Austin, Houston etc.
- 23 of the largest metromarkets in the USA

10 of the Fastest Growing MSA's w/n 500 miles

- Austin, TX
- Houston, TX
- Dallas, TX
- Ft. Worth, TX
- San Antonio, TX
- Oklahoma, OK
- Auburn, AL
- Midland, TX
- Odessa, TX
- Daphne, AL



TexAmericas Center Overview Video

Globally Competitive Operating Environment

Water System

- **Regional System**
  - Texarkana Water Utility Department - 33mgd
- **On TAC System**
  - Operator Riverbend Water Resources District
  - 1.7mgd expandable to 5mgd; current use ~400kgd
  - 30mgd water treatment plant to be built on TAC
  - Raw water will be a utility
  - Full expansion of plant at 90mgd

Sewer System

- **On TAC System**
  - Operator Riverbend Water Resources District
  - New Wastewater Treatment Plant; 1.5mgd processing capacity; 1mgd excess capacity

Electricity

- **Regional System**
  - Part of Southwestern Power Pool – Regulated Market
  - 20% below the US Average Rate for Electricity
  - Access to 345kv (2.5miles), 138kv (1mile) and 69kv(connected)
- **On TAC System**
  - Four substations serve TexAmericas Center with excess 10MW capacity each
  - Pricing – Transmission $0.047 per kwh-Distribution $0.053per kwh (1Q '22)
  - Economic Development Pricing an option
  - Interconnect being built in now
  - New substations feed by 138kv lines to be deployed on East Campus

Regional Infrastructure Capacity

Globally Competitive Operating Environment

Fiber

- **Regional System**
  - Multiple Long-haul Carriers
  - CenturyLink, MCI, AT&T, redIT & Windstream – connect DFW to Little Rock through Texarkana
  - Interface 500-507 Olive St., Texarkana, owned & operated by Windstream
  - Eight Metro Fiber Networks exist in the Texarkana Region; two under construction
  - Dozens of third-party networks currently utilize CenturyLink's infrastructure
- **On TAC System**
  - Five Unique fiber networks in the immediate TexAmericas Center area
  - Dark Fiber on-site via Conterras

Natural Gas

- **Regional System**
  - Natural Gas – 10" Interstate Pipeline; 270psi; 170MCF per hour
- **On TAC System**
  - Dual 4" distribution line; 70psi; 130mcf per hour
  - Methane – Potentially Available on East and West Campus'

Regional Infrastructure Capacity

Globally Competitive Operating Environment

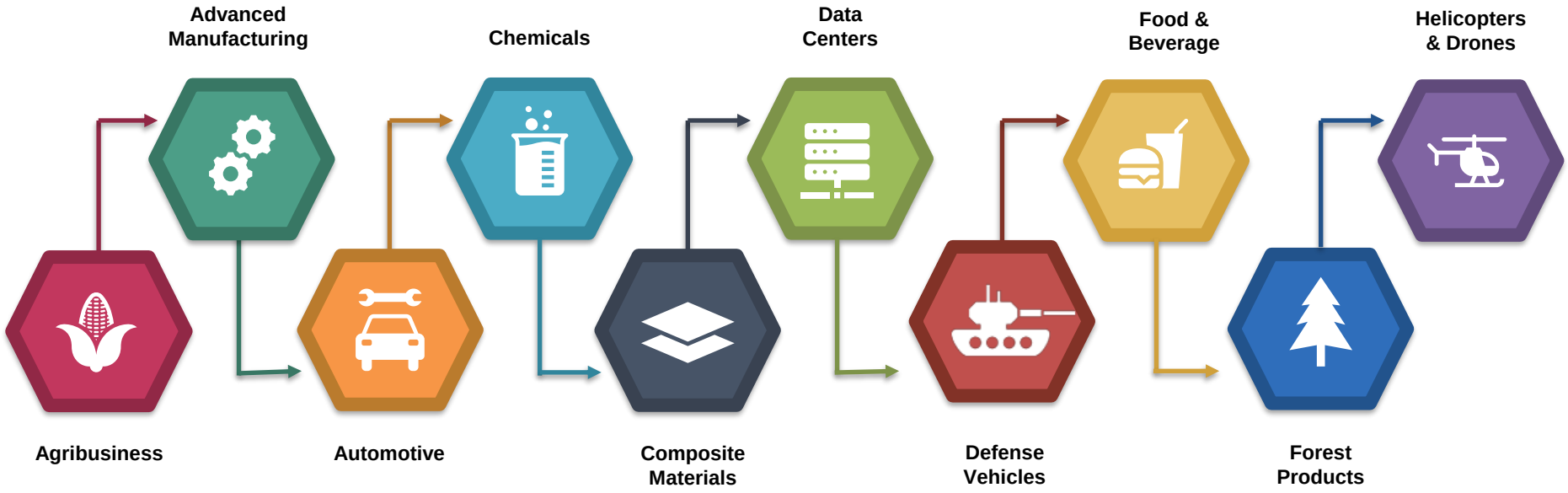
RAIL
- Regional System
  - Union Pacific
  - Kansas City Southern
  - Texas Northeastern
- On TAC
  - Served directly by UP/TNER
  - TAC Rail provides storage, freight movement & switch/tender services on-site to over 30 miles of TAC-owned rail
  - Limited transload activity has been performed at TAC
  - $1m+ upgrade of rail underway

ROAD
- Regional System
  - Interstates: I-30, I-49 & I-369
  - US Highways: US-59, US-67, US-71 & US-82
  - Within 6 hours of the ports of New Orleans & Houston
  - Within 1 hour of the port of Shreveport
- On TAC
  - All roads are 80,000lb truck routes

AIR
- Regional System
  - Texarkana Regional Airport
  - American Airlines
  - HUB is DFW International
- On TAC
  - Heli pad access on TAC property site

Regional Infrastructure Capacity

Globally Competitive Operating Environment

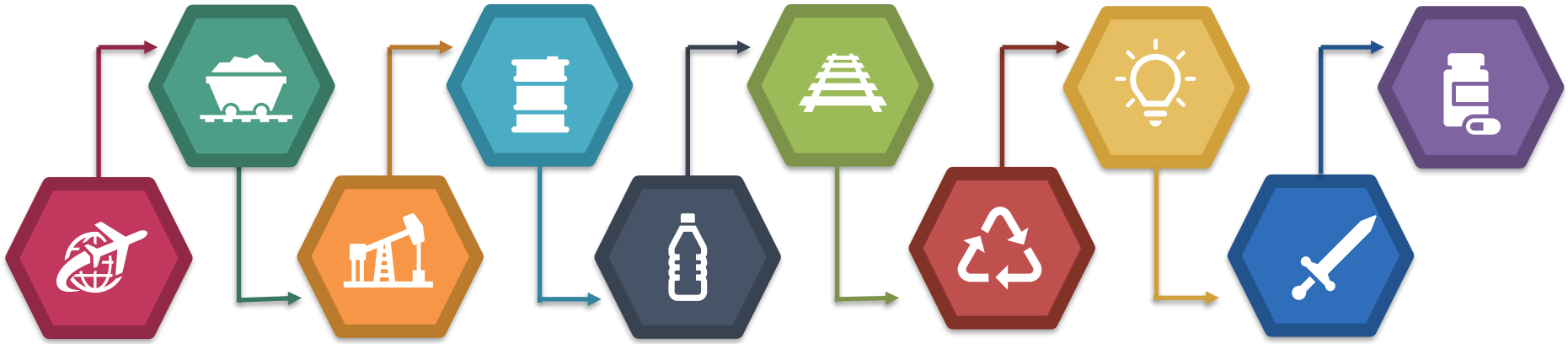


Targeted Industries

Globally Competitive Operating Environment

Metals

- Forming
- Fabrication
- Bending/Cutting/Assembling
- Metal Working
  - Machining
  - Metal Stamping
  - Forging
  - Casting



Targeted Industries - Continued

Business Friendly Location

TexAmericas Center has a professional engineer on staff to review and approve site plans, building plans and occupancy permits with an approximately 72-hour turnaround.

- Ground Purchase or Lease options
- Built-to-Suit & Build-Out-to-Suit Services with
  - Lease or Purchase
  - Lease with Option to Purchase
- FlexLease & Third-Party Logistics Services
- Transload Services, Railcar Storage and Movement Services
- Soft-Landing and New Tenant Concierge Services
- Incentive Identification and Management Services
- Financing via New Market Tax Credits, Opportunity Zone and other programs

TexAmericas Center's Value-Added Services

Unmatched Employee Value

Variable costs at TAC are among the lowest in Texas. Here are some examples of savings:

- Lease rates for existing buildings are one quarter the rate of the Dallas metro market.
- Our reliable, industrial-grade utilities are 20% below the national average.
- Labor rates are 80% of the Texas average, giving you quality labor for a fraction of the cost. A recent labor study identified over 113,000 potential employees in our laborshed, giving you an abundant labor supply at a fraction of the cost of other Texas locations.
- Aggregate property tax rates for our area are 20-30% below tax rates for major metro markets in Texas, offering both a lower rate and a lower property valuation.
- TAC is not located in a municipality and therefore does not levy taxes, meaning a 100% permanent municipal tax abatement on real property and inventory.
- A valuable basket of incentives to lower cost even further.

Affordable Labor Market

Untapped Human Resources

- The greater Texarkana area has a rich talent pipeline, with **33 colleges and universities** within a 100-mile radius.
- The 75-mile region surrounding TAC is home to **over 86,000 enrolled students**, with **23,000 graduating per year**.
- The local higher educational community, a subset of 12 institutions, boasts **over 10,000 students** pursuing certificates and degrees.
- These institutions have a proven track record of being flexible in their training options and responsive to industry needs, a commitment to continue doing so.

Talent Pipeline

Untapped Human Resources

- Population of over 1.1 million within 75 mile radius
- Labor participation rate of 56.0% (As of August 2022)
- Access to over half a million employable individuals within our laborshed
- Job growth by 7% (2017-2021)
- Many subsectors have more than doubled their workforce over the past 3 years
- Access to a pool of approximately 113,000 potential workers including the **unemployed**, **underemployed**, and **commuters** driving to jobs outside the laborshed.

Unemployment

- Unemployment rate as of August 2021 for the 75-mile radius was 6.9% compared to the US average of 5.2%
- This represents approximately 32,000 unemployed individuals in our labor market

Underemployment

- Approximately 30,000 underemployed individuals.
- Includes those with bachelor's and associate's degrees who are working in an occupation that does not require that level of education.

Commuters to Outside the Labor shed

- In 2018, 32% of employed residents commuted to jobs outside of the metro market.
- Of these, 3.4% are super commuters who drive over 90 minutes one way to work. Compared to the national average of 2.9%

Business Friendly Location

There are many options to choose from to meet your staffing needs, whether you want to fulfill staffing needs on your own, partner with the local Texas Workforce Commission (TWC) or use private sector resources.

- **Workforce Solutions Northeast Texas**
  Workforce Solutions Northeast Texas (WSNET), your local TWC partner, provides free services to businesses that are considering locating to TAC. WSNET offers recruiting, screening, testing and training for potential new hires and assistance to train and retrain your skilled workforce. Space is also available for on-site interviewing, and WSNET coordinates and holds recruitment events. WSNET also offers industry specific guidance, HR consulting, outplacement services and labor market information to help you meet your goals.

- **Private Employment Agencies**
  Texarkana offers numerous employment agencies to assist in staffing your project. These companies work with both job seekers and employers to match them together, finding applicants with the skills and experience to meet the needs of the employer for full time, part time and temporary positions. TAC has a relationship with several of these companies and would be happy to make an introduction.

- **TexAmericas Center 3PL**
  As part of our third-party logistics division, TAC provides manpower services to tenant companies. This value-added service operates much like a private employment agency, but TAC will manage every aspect of your human resource process to eliminate this task for you.

Workforce Recruitment Assistance

Business Friendly Location

- This is a link to the local story on our participation in the mutual cooperation and partnership agreement between Tokyo Metropolitan Government and the State of Texas, which will aid the expansion efforts of Tokyo based companies to expand into the state of Texas.
  https://txktoday.com/news/texamericas-center-to-play-key-role-in-cooperation-agreement-with-tokyo/

- This is the testimonial of a Spanish company now operating on our property. The interview was unscripted, but questions were provided in advance.
  https://texamericascenter.com/about-texamericas-center/experiences/

- TexAmericas Center is the Grantee for Foreign Trade Zone #258
  https://texamericascenter.com/about-texamericas-center/experiences/

Commitment to Mutually Beneficial International Relations

Globally Competitive Operating Environment

- **Special Zones**
  - Defense Economic Readjustment Zone
  - US Foreign Trade Zone #258
  - HUB Zone
  - New Market Tax Credits
  - US Opportunity Zone
  - Texas Enterprise Zone
  - Texas Reinvestment Zone
  - PACE Program
- **Recruitment & Training**
  - Skills Development Fund
  - On-the-Job Training (OJT) Contracts
  - Come Home to Texarkana Program
- **Tax Abatement Programs**
  - Goods in Transit Tax Exemption
  - Freeport Tax Exemption
  - 312 Tax Abatement
  - 313 Tax Abatement (updating)
  - 381 Tax Abatement
  - Texas Research & Development Tax Credit
  - Pollution Control Equipment Incentive
  - Franchise Tax Exemption & Deduction for Business HQ Relocation
- **Utility Incentives**
  - AEP / SWEPCO Economic Development Rider

Incentives

Globally Competitive Operating Environment

Land Costs
- Range from **$30,000** to **$60,000** per acre

75,000 Square Feet
- Metal Tilt-wall
- Approximately **$110/sf**

150,000 Square Feet
- Metal Tilt-wall
- Approximately **$95/sf**

300,000 Square Feet
- Metal Tilt-wall
- Approximately **$80/sf**

Land & Construction Costs

Transactions of land to Private Companies

Expansion Ammunition:

- July 2021: 165 acres and associated buildings
- April 2022: 5 acres

Maverick Pipe:

- December 2022: 150,000 sqft spec building on 9 acres

Rowe Casa:

- December 2022: 24,000 sqft of buildings on 3 acres
  - includes an option for 5 additional acres for purchase

Transacted: 182 acres sold to manufacturers since July 2021

Scheduled: 250 additional acres scheduled for transaction between now and September 30, 2023 (75 may be pushed back)

TexAmericas CENTER®

Texarkana is your Best Fit Texas Location

Current TexAmericas Center Tenants

Thank You!

Scott Norton
Executive Director/CEO
TexAmericas Center
107 Chapel Lane
New Boston, TX 75570
Office: 903-223-9841
Cell: 903-276-2521
scott.norton@texamericascenter.com