

Great Southwest Post

Volume 1

June 2007



Power Luncheon

Scott Murray

June 21, 2007

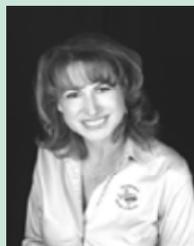
We are proud to present Mr. Scott Murray, former Sports Director and Anchor at NBC, at June's Hour of Power Luncheon. Scott's recent book, *"Whatever It Takes ... Life Lessons Learned Through Sports Legends"*... tells of the inspirational relationship between father and son, and the bond they share through their common love of sports.

Scott will share chapters with us highlighting a well-known sports figure and identifies specific character traits that embody that individual, allowing sports to serve as a training tool from father to son in helping to educate and teach the importance of making good decisions in competition, community and life.

The Great Southwest Industrial District Association's Speaker Luncheons are open to all Association members, potential members, and their guests. The format is an hour of networking with other business leaders in the District, lunch, Association business update, and of course, the main topic presented by an expert in the field.

Our luncheons have proven to be a great success and we look forward to seeing you there!

For registration information for this event, see page 2.



Central Location Is Key to Our Continued Success

by
Terry Jones

Less than five minutes south of DFW International Airport, Great Southwest Industrial Park has superior highway accessibility to I-20, I-30, SH-360, SH-161 and Loop 12. Our business community can truly boast of experiencing location at its finest in the central heart of the Metroplex.

Long-awaited highway and road projects are contributing to land development and development potential, and are moving ahead dramatically. With the announcement of the \$87.3 million SH-161 project, frontage construction is advancing north from I-20 to SH-183, and the state is taking private sector proposals to develop, construct and finance the tolled main lanes along the 11.5-mile project. At the final stage of completion in 2008, this north-south thoroughfare will become a major commercial artery for Grand Prairie and our commercial growth.

Great Southwest Industrial Park

Investors within the Park cannot dispute the continued growth boom of the most important industrial submarket in Dallas-Fort Worth. As the largest platted industrial complex in the Metroplex, the Park is one of the forces behind the overall local surge in economic development. *cont. page 2*

Mark Your Calendar

June 21

11:30 A.M.

Speaker Luncheon
Scott Murray

September 20

After Hours

October 22

**1:00 P.M. Shot-Gun
Start**

GSWIDA 6th Annual
Golf Tournament


Great Southwest
Industrial District Association

P.O. Box 535127

Grand Prairie, Texas 75053

817-709-9141

www.gswida.org

"Corporate Citizens
Building a Better
Tomorrow"



Looking "Back To The Future!"

Paul Gramza, RSR Wholesale, 2007 President of GSWIDA

We would like to thank you for your support of the GSW Industrial District Association. As a member of the Association, you will be able to voice your concerns for the Park to a group of Board Directors who will respond to your needs and come up with an equitable solution. The larger the database, the more effective the Board can be when dealing not only with neighbors, but with the Cities of Grand Prairie and Arlington, and entities such as North Central Texas Council of Governments, Texas Department of Transportation (TxDOT), the State of Texas, and other governmental agencies.

During this year, the Great Southwest Association will be soliciting general membership. The goal is to maximize involvement by each owner, tenant, investor or service provider that does business in GSW. Only through the enthusiastic involvement of everyone will this endeavor be successful. For those who make their living in GSW it is even more important to be involved in this organization. The more involvement the organization garners the better the chances of a long and prosperous existence.

The most ambitious goal for the Great Southwest Association is to bring back the integrity and desirability of GSW that Angus Wynne and the Great Southwest Corp. founded in 1956. Looking "back to the future" is an appropriate phrase to employ here. GSW should look back to what it once was to see where it needs to go in the future. With the help of dedicated individuals and their resources, it is a realistic goal.

We look forward to the opportunity of meeting with you and answering any questions you may have. And, of course, we look forward to a long and prosperous relationship with you and your company.

GSWIDA 6th Annual Invitational Golf Tournament

GSW Golf Club - Avenue J, Grand Prairie

**October 22, 2007, 12:00 P.M.
1:00 P.M. Shotgun Start**

Proceeds will benefit the Grand Prairie Boys and Girls Clubs as well as the Great Southwest Industrial District Association. All sponsorships are currently available, for more info contact Jim Hazard at 817-608-8201 or Jay Hancock at 817-640-6441. Registration forms will be available online shortly!

Title Sponsor - \$3,000.00

Joint naming rights for tournament
Center stage banner rights
Tee sign (furnished by GSW)
Recognition in all printed material
Verbal recognition at Post Ceremonies
8 playing positions

Platinum Sponsor - \$2,000.00

Banner hanging rights - right of center stage (furnished by sponsor)
Tee sign (furnished by GSW)
Recognition in all printed material
4 playing positions

Gold Sponsor - \$1,500.00

Tee sign (furnished by GSW)
Recognition in all printed material
4 playing positions

Silver Sponsor - \$1,000.00

Tee sign (furnished by GSW)
Recognition in all printed material
2 playing positions

Hole Sponsor - \$400.00

Tee sign (furnished by GSW)
1 playing position

Power Luncheon

Thursday, June 21, 2007

11:15 Registration

Ruthe Jackson Center

Ballroom II

3113 South Carrier Parkway, Grand Prairie, TX

Table Sponsor - \$200

Table of 6 with preferred seating

Company listing on signage and program

Individual Tickets - \$15

You may register online at www.gswida.org or contact Terry Jones, Grand Prairie Economic Development, 972.237.8020.

Need New Contacts??

Networking events are a great platform to promote your company and exchange ideas with other local businesses. The Great Southwest Industrial District Association promotes the Industrial Park and serves as a voice for local businesses. Mooring Recovery Services hosted our last networking event in April. If you are interested in hosting an after hours event, contact Scott Studzinski at 972.884.9250 or email ssudzinski@prologis.com.

Because of the centralized location and proximity to air and highway transportation, the Park is a well-established distribution/warehouse hub. The Park continues to attract local, regional and national companies with a pro-business style and dedication to building and maintaining relationships. One such success story is Grand Prairie's continued support of a 1/4 cent sales tax to maintain and develop road and infrastructure base within the Park.

Market Momentum

With vacancy rates roughly at 8%, square feet absorbed in 2006 continued to be high. Judging from the surge of economic development activity, the pace is firmly in place for continued growth and showing no signs of slowing down. 2005 recorded a strong volume of absorption at 4.8 million s.f. and 2006 reached 4.2 million s.f. — both years well above the 2.3 million s.f. occupied in 2004.

The first significant redevelopment activity took place in 2006 with the purchase and \$50+ million renovation and expansion of the former DFW Medical Center in Grand Prairie. The new Renaissance Hospital-Grand Prairie is projected to open in 2007, and will have more than 200 private rooms with state-of-the-art furnishings, equipment and related services. With the continued job growth within the City, the opening of this hospital will be a pivotal force supporting the local businesses.

The strength in the overall economy continued with significant facility upgrades and expansions including turbine engine manufacturer Turbomeca, Bell Helicopter (\$92 million in

upgrades and 500 new full-time employees), Coca-Cola (\$27 million upgrade), Pepsico and Hanson Pipe.

Place your bet that hosting the Breeder's Cup was only the beginning of our success — we continue racing full speed ahead to the finish line. GSW has garnered more than a trifecta of significant deals: Shippers/Farley's Candies (512,241s.f.), RoomStore (378,000s.f.), Service Craft (377,000s.f.), Lagasse (225,000 s.f.), Alpine Engineered (131,000 s.f.), ThyssenKrupp (110,000s.f.), Lincoln Tech (100,000s.f.), Moody Printing (104,000 s.f.), Eagle Logistics (74,000s.f.), GSM (72,000s.f.), Hampson Aerospace (60,000 s.f.), Windoor World (50,000s.f.).

New Growth & Abundant Land Available

Commercial and industrial construction approached 5.9 million square feet in 2006, up about 4.6 million square feet over 2005. Types of projects ranged from regional retail centers and new construction in Grand Prairie's already strong industrial sector. However, industrial construction surpassed all types at 82 percent completed, and 13 percent underway.

Industrial construction underway include the launching of Duke Realty's Crosspoint and Grand Lakes distribution parks, highlighted by The RoomStore expanding its corporate office and regional distribution hub to the Grand Lakes site. Additionally, three new industrial concerns began building facilities along Trinity Boulevard, and Trammell Crow indicated it will soon begin construction of its 1.5 million s.f. distribution center at SH-161 and Pioneer Parkway. With companies continuing to snap-up space at a rapid rate, moving and growing business in GSW is a sure bet in 2007.



GSW Association

Working to Represent You

By: Jim Hazard, 2007 Board Director

The Great Southwest Industrial District Association is an impressive group of landowners, tenants, real estate professionals, and many other companies who do business in the GSW Industrial Park. Elected by the Association, the Board works diligently to consistently lobby the cities for improvements, protect the property values, and rectify problems which may threaten the vitality of the Industrial Park.

In early May, the Board learned of huge threat to the Industrial Park that could raise crime, destroy property values, and cause numerous other problems: a sexually oriented business ("SOB") is trying to open a location in the middle of the GSW Industrial Park.

Confirming an SOB had put the building located at 600 112th St in Arlington under contract, and knowing how detrimental this would be, the Board immediately mobilized. Within a week, the Board met with multiple city officials from the city of Arlington including, Lana Wolf and Mel LeBlanc (Council Members), Police Chief Theron Bolton, and Arlington City Attorney Jay Doegey and Kathleen Wisecoff to learn what recourse to prevent this SOB from opening in our Park.

We are in the process of notifying local media outlets to raise a public outcry, petitioning the TABC to prevent the approval of an alcohol permit, urging the property seller to block any extensions, and much more. If you would like to be a part of this effort, or have any ideas to increase our efforts, please contact me at 817-640-8201.

This is just one example of how the Association and its Board can positively affect the Industrial Park, and we look forward to many more endeavors. If something is ever threatening the stability of the Park, or if you know of something we can do to improve the Park in general, we hope you won't hesitate to call a Board member. We will update you on the SOB's status in the next newsletter.

May's Board Meeting Minutes

City Reports

GPPD: Update 360 prostitute and general crime situation; run 15 operations and made 12 arrests; address jurisdiction lines between Arlington and Grand Prairie; work with County officials to perform joint strike forces.

Transportation: Hwy 161 is well underway, target date 2009; various adjustments to service roads on I-30 being determined; development partners will determine best layouts of frontage roads and exits; HOV lanes will have ramps going into Park and Ride lots at McArthur and I-30; GSW Parkway railroad crossing repaired with new asphalt; yield signs to be installed at all railroad crossings.

New Business: Sexually Oriented Business

Jim Hazard and Arlington Council Member Lana Wolf introduced application filed with City of Arlington for a Sexually Oriented Business at 600 112th Street; provided background information pertinent to the situation; Council Members and Arlington Police Chief discussed tactics the Association can take now and in the future. As a whole, Board needs to be familiar with rules governing this type of business and keep a watchful eye on these businesses to see that they are following the rules. When discrepancies are discovered, file a complaint with the city. Only when the businesses fail to comply with city ordinances can the Association expect city officials to impose restrictions or impediments on doing such business. After these business owners have committed certain violations, city officials can proceed with restrictions. The Board committed to keeping a watchful eye on this particular business.

Committee Reports

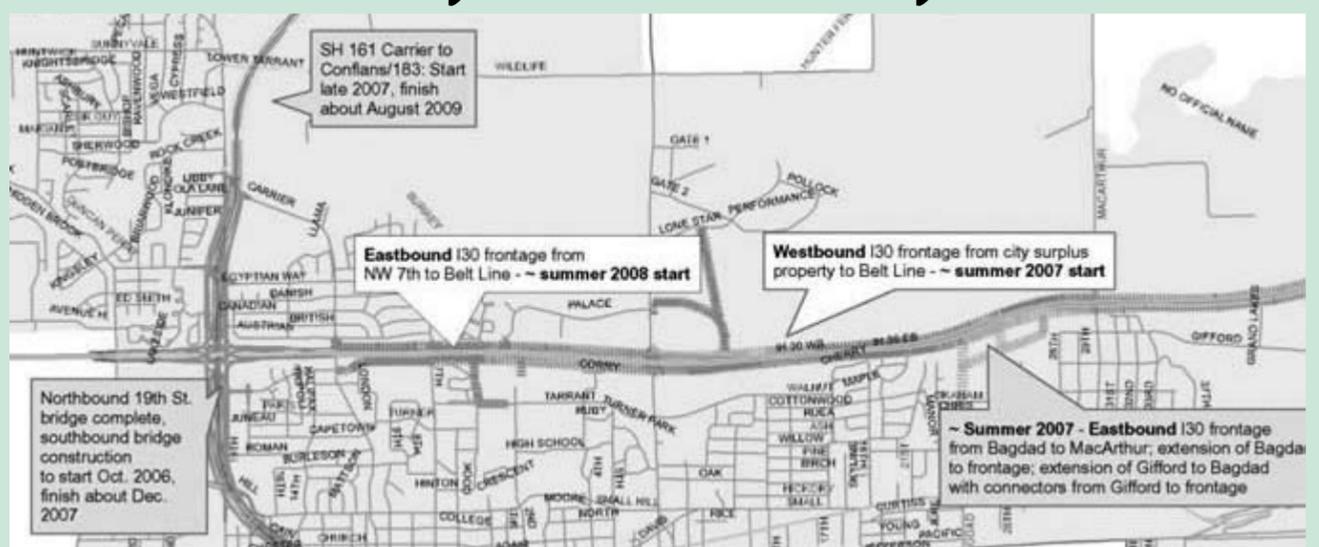
Terry Jones presented several ideas to help improve the association benefiting its members: Open communications with our members, initiate quarterly newsletter designed to keep members informed, promote events sponsored by the association, highlight members of the association, report minutes from board meetings, sponsor more events for members to attend (including speaker luncheons and breakfast meetings addressing issues affecting the business climate).

Other Business

Paul Gramza welcomed Laura Durden as Executive Director, noted that the Golf Tournament has been rescheduled to October 22, and discussed unfilled Vice President position.

Council member Lana Wolff discussed 303 Mall is going under total redevelopment as Light Industrial.

Grand Prairie Transportation Update



We are proud to announce a direct connection to track transportation projects in the City of Grand Prairie. Go to <http://www.gptx.org/TransportationServices/ProjectsAhead.aspx> to sign-up and start receiving notifications of new projects and updates of current projects. The maps featured show the updated schedule of the long-anticipated Highway 161 project, and the timing schedule of the new I-30 frontage roads. While these projects belong to Texas Department of Transportation (TxDOT), be assured that Grand Prairie is working closely to ensure the following:

- Plans for current and future traffic needs
- Plans the placement of speed limits, stop signs, no parking signs and speed humps
- Plans and designs traffic signals
- Coordinates with Texas Department of Transportation on highway projects

GSWIDA

2007 Board Of Directors

CHAIRMAN

Paul Gramza, RSR Group, Inc.

SECRETARY

Jake Hardin, Frost National Bank

TREASURER

Dirk Taylor, General Motors

EXECUTIVE DIRECTOR

Laura Durden, Comprehensive Designs

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Lisa Harrison, Great Southwest Golf Club

Jim Hazard, Henry S. Miller

J.R. Page, Jr., Crowne Plaza Suites

Shawn Peterson, United Graphics

Michael Spain, Bradford Realty Services

Michael A. Stanzel, Robert Lynn Co

Scott Studzinski, ProLogis Trust

Jeff Thornton, Duke Realty Corp

Monuments

GRAND PRAIRIE SPONSORS

Narrowgate, Inc.
Hwy 360 & Fountain Parkway

Lone Star Communications
Hwy 360 & Post & Paddock Lane

Willamette Industries
Hwy 360 & W. N. Carrier

ProLogis
Hwy 360 & Avenue K

ARLINGTON SPONSORS

United Graphics
Hwy 360 & Avenue H

Burnett's Staffing
Hwy 360 & Avenue E

General Motors
Hwy 360 & Abram

If your company is interested in sponsoring a monument, please contact the GSWIDA at 817-709-9141.

Member Spotlight

Limited Corporate Openings Available - Contact Lisa Harrison

Great Golf, Great Friends, Great Fun, Great Southwest!



You've always dreamed of a membership experience like this! Our membership invites you to make those dreams come true as a Member of the Metroplex's premiere private club - Great Southwest Golf Club.

In 1964 Byron Nelson and Ralph Plummer set out to sculpt a track that would consistently provide challenge and enjoyment for golfers of all skill levels. This vision still holds true today. This historic Texas course features 6,706 yards of new Tif 419 Bermuda fairways, Champions (dwarf) Bermuda greens, and enough water hazards and sand bunkers to challenge even the best golfers in the metroplex. Members enjoy practice facilities including a full driving range, vast putting green, a chipping green with sand bunkers and an indoor teaching facility with video capabilities. Great Southwest is a historic Texas course, perceived by Pros and Amateurs alike as a "must-play" in Texas! Away from the links, you'll unwind with friends and family in our warm and inviting clubhouse featuring a pro shop, bar and grill, and new in 2006 a member's pavilion overlooking the golf course.



The Golf Course

- 18-hole Championship Golf Course designed by Byron Nelson and Ralph Plummer in 1964
- Practice Range, Putting Green and Chipping Green with Sand Bunkers
- Beautifully Sculpted Landscape with Dramatic Bunkering
- Large Undulating Champion Greens

The Clubhouse

- Full-Service Pro Shop
- Cozy Bar and Grill
- New in 2006 - Member Pavilion overlooking the golf course

Membership

- Full Golf Memberships
- Junior Golf Memberships
- Corporate Golf Memberships

Specialty Services

- Golf Tournaments
- Group or Corporate Outings
- Golf Lessons and Clinics



Easily accessible from throughout the metroplex. Great Southwest is located minutes from DFW International Airport. Located 3/4 mile east of 360 off Avenue J.

612 East Avenue J · Grand Prairie, TX 75050

www.greatsouthwestgc.com

For information call

972-647-0114

Become a GSWIDA Member Today!

Becoming a member of the Great Southwest Industrial District Association is simple and affordable. The cost of the Business Membership is \$250 annually. To learn more about GSWIDA, visit our website at www.gswida.org. To join the organization you can download our form and mail it or contact the Corporate Offices at 817-709-9141.



The GREAT SOUTHWEST POST is published quarterly by the Great Southwest Industrial District Association for the businesses in the Industrial Park. Publishers reserve the right to reject or edit advertising and/or copy submitted for publication. Information contained in any guest article appearing in GREAT SOUTHWEST POST is the sole responsibility of the author and does not necessarily reflect the opinions or policy of the Publishers. In such cases, Publishers will not be held liable for any incident which may result from the use or misuse of such information. For information concerning articles, advertising or joining the Great Southwest Association, please call 817-709-9141.

GSWIDA

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