

GSWIDA ★ Newsletter

corporate citizens building a better tomorrow

Texas Workforce Commission providing business solutions

Is your company searching for innovative programs to assist in lowering workforce costs without compromising workload and training needs?

Bring your staff and join us for lunch on June 10 as we welcome Amber Gosser, Business Services Director for the Workforce Solutions for Tarrant County.

Workforce Solutions for Tarrant County is responsible for overseeing \$55 million in employment and training dollars to benefit the business community and Texas citizens and consists of eight Workforce Centers, two of which have been recognized by national organizations as "Model One-Stop Centers"

In addition to the assistance provided to job seekers, Workforce Solutions for Tarrant County offers many different services to the business community such as hiring and recruiting assistance through the Work-In-Texas job bank.

Are you familiar with programs offered by the Texas Workforce Commission ... like the *Skills Development Fund Grant*, the *Texas Back to Work Grant Program*, or the *Incumbent Worker Training Grants* designed to assist local companies defray the cost of providing training to their employees? Or ... did you know that the Workforce Solutions for Tarrant County is currently offering *eight-week paid internships at no cost to employers*?

Workforce Solutions for Tarrant County strives for continuous improvement in the workforce system and actively fosters economic development efforts throughout the region. With its strong commitment to a philosophy of innovative, strategic and functional integration to meet the needs of the business community – now and in the future – join us and learn more about what TWC and their training partners have to offer your company.

(Quarterly Luncheon continued page 4)

Quarterly Luncheon

Thursday, June 10, 2010
11:30 a.m.

Hyatt Place Grand Prairie
1542 North SH-360

Understanding the Programs
offered by the
Texas Workforce Commission

Featuring Amber Gosser
Business Services Director
Workforce Solutions for Tarrant County

Does Your Business have the Tools
to be Competitive?

Featuring Mark Sessumes
Lean Solutions Manager
Texas Manufacturing Assistance Center
Register online www.gswida.org

President's Message: Thanks to many for GSWIDA's successes

Success is easily measured, yet quite difficult to achieve. For a batter to succeed, he has to spend countless hours working with hitting coaches, strength coaches, dieticians, game tapes, and much more. The Great Southwest Industrial District Association (GSWIDA) has been building on success after success, but like a batter the success has come from the diligent efforts of many. Countless topics were running through my head for this letter, yet thanking those who are making the GSWIDA a thriving organization seemed paramount.

The Members:

Many of you have been members for years and the fact you keep renewing, along with new members joining every month, is the greatest measure of success we have. Whether you're active on the board or merely join to support the Association,

your membership is vital to increasing our unified voice to promote positive change throughout the Park. Thank you for your past, present and future support.

The Board:

With monthly board meetings, multiple committee meetings, and hours of work on their free time, I cannot thank the board enough for all they do. Far too often hidden behind the scenes, allow me to present and thank the 2010 Board of the GSWIDA. Jessica Romo (Vice President and Co-Chair Leads Networking Breakfast); Terry Jones (Treasurer, Co-Chair Quarterly Luncheon and Quarterly Newsletter); Tracy Gleeson (Secretary); Brenda Reuland; David Burke; Beth Marshall (Co-Chair Quarterly Luncheon); Lisa Harrison (Co-Chair Leads Networking Breakfast); Mary Wortham (Chairman Avenue H Upgrade); Holly

Wicker (Chairman GSW Business Crime Watch Program); Steve Kassen (Chairman GSW Electronic Recycling Program); and Frank Mauro.

Ex-Offic ios:

The Association benefits companies in both Arlington and Grand Prairie. Without the support and assistance from representatives of both cities, much of our work would be in vain.



Thank you to all for your hard work and support

Jim Hazard
GSWIDA President



Dallas Business Journal Awards Best Industrial Real Estate Deal

Congratulations to GSWIDA members Duke Realty Corp and Grand Prairie Economic Development for winning first place as Dallas Business Journal's 2009 Best Industrial Real Estate Deal in North Texas

Blockbuster real estate deals typically don't close during the middle of a recession. But that's exactly what happened when Farley's & Sathers Candy Company leased a state-of-the-art, 1 million+ sf. warehouse in Grand Prairie. This was the largest single lease ever signed by the Dallas office of Duke Realty Corp., which developed the building. It's also the biggest industrial deal in Texas in nearly a decade, and the largest nationally in three years.

Duke built the facility, dubbed Grand Lakes II, off I-30 on a speculative basis. Delivered in January 2008, Grand Lakes II was the largest speculative warehouse ever built in Texas. The \$30 million industrial building is massive, with 32-foot-high ceilings, 247 dock doors, three drive-in doors, and 141 trailer storage spaces. With the Farley's & Sathers lease, Duke's big, bold game paid off in impressive fashion.

While the deal between the candy company and Duke took 11 months to negotiate, Duke's biggest challenge had to be in delivering the building within 57 days to meet the candy company's delivery cycle needs. Duke, a vertically integrated company that includes general contractor business, was able to deliver. Tenant improvements included the installation of air conditioning in 700,000 square feet of the building – after all, tons of Fruit Stripe gum and other candies sitting in the North Texas heat simply would not do!

Great Southwest reports healthy submarket as economy stabilizes

Consistent with the overall DFW Industrial market, GSW experienced a slight increase in year-to-date vacancy rates. At the end of the first quarter of 2010, the overall GSW market was 83.1% occupied, versus 2009 year-end occupancy of 83.2%. GSW experienced negative overall absorption of 244,684 square feet as of Q1 2010; however, the negative absorption can be attributed to the recessionary climate and the consolidation of tenants.

At a closer glance, the GSW flex and bulk warehouse projects both experienced negative absorption, while the shallow-bay projects posted positive absorption. Specifically, at the end of the first quarter 2010, the flex sector absorption was negative 8,263 square feet and the bulk warehouse sector was negative 265,046 square feet. Finally, the shallow bay sector reported positive absorption of 28,625 square feet.

Notable GSW transactions during the first quarter of 2010 include:

- National Presort leased 100,875 SF at 14901 Trinity Blvd.
- Platinum Press entered into a new 95,000 SF lease at 920 Ave R.
- Invacare expanded and renewed in 87,500 SF 1825 Westpark.
- The Salvation Army Sale purchased a 99,831 SF building at 2900 Avenue E.

On the development front, all major projects in GSW have been delivered. Currently, the market only has 15,638 sf. under construction. Therefore, vacancy rates should remain stable through the latter half of 2010 and owners can expect to see rental rates begin to stabilize by the end of 2010.

Going forward, activity in GSW will remain sporadic and ex-

tremely competitive until the excess building inventory is absorbed and the overall economy stabilizes resulting in sustained job growth to the region. That being said, relative to the rest of the DFW industrial market, GSW has experienced good lease activity through the end of the first quarter.

Additionally, GSW's central location, close proximity to DFW airport and pro-business municipalities will continue to make the submarket an attractive option for DFW businesses.

GSW Industrial Association

Deed restrictions, designated sign criteria, architectural review committees, business crime watch committees and ongoing involvement and input of these issues and more by a concerned property owners association known as the GSW Association has helped to assure major corporations that the GSW Industrial Park is continuing to set the standard for industrial development. From the first deals in the late 1950s to the current developments, the GSW Industrial area has been an unqualified success thanks to the watchful eye of the Association.

By uniting property owners and businesses under one banner with a common goal, the Association continues to impact change, both politically and economically.

The cities of Grand Prairie and Arlington work closely with the Association to provide the necessary momentum to be successful and ensuring that GSW will continue to be one of the premier industrial developments in the nation.

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how the programs benefit your business

Texas Manufacturing Assistance Center... Skills Development Fund

Texas Manufacturing Assistance Center (TMAC)

If you don't know TMAC - you should!

Texas Manufacturing Assistance Center is a local Texas resource to address the challenges of today's hyper-competitive business environment. Cut cost. Be efficient. Achieve profitable growth. TMAC services give you the tools to be competitive.

Whether it is a spot solution or total transformation, all technical assistance and training is customized to fit your objectives. TMAC works with you to improve productivity, quality, and profitability.

Public Private Partnership

TMAC is an affiliate of the Manufacturing Extension Partnership (MEP) program of the National Institute of Standards and Technology, and hosted by seven partner institutions:

- The University of Texas at Arlington

- The Texas Engineering Extension Service (TEEX), Texas A&M University
- The University of Texas at El Paso
- The University of Houston
- Southwest Research Institute
- Texas Tech University
- The University of Texas - Pan American

Proof is in the Numbers

In 13 years, TMAC has worked with more than 4,300 companies. In independent surveys, customers have reported cumulative impacts totaling:

- \$1.8 billion in new or retained sales
- \$514 million in cost savings and cost avoidance on materials, labor, inventory and equipment
- More than 16,000 Texas jobs created or retained

(Quartely Lundeen from page 1)

Ambler Gosser has been in the workforce development arena for over 10 years as workforce development professional.



Ms. Gosser is currently the Business Services Director for Workforce Solutions For Tarrant County (the Tarrant County Workforce Development Board) where she works with more than 30,000 businesses throughout the county to assist with their recruiting and training needs by providing technical and financial assistance. Ms. Gosser also manages the Life Sciences Industry Sector for the workforce board.

Ms. Gosser previously served as a Center Manager for the Arlington Workforce Center from 2005 to 2007. Prior to entering workforce development, she worked for the Health and Human Services Commission for over 15 years.

Ms. Gosser served as a board member for more than five years for the North Central Texas Workforce Development Board and is currently on the board for the Center for Competitive Workforce for the Arlington Chamber of Commerce.

Skills Development Fund for Business Partners

The Skills Development Fund program assists businesses by financing the design and implementation of customized job training projects. This fund successfully merges business needs and local customized training opportunities into a winning formula to increase the skills levels and wages of the Texas workforce.

Becoming a Partner

To be considered for a Skills Development Fund grant, the private business or business consortium or trade union must:

- Partner with an eligible grant applicant, which is a public community or technical college, the Texas Engineering Extension Service, or a private, non profit community-based organization in partnership with one of these institutions.
- Be actively involved in the planning and design of the customized training project.
- Pay wages to the employees who successfully complete the training program.
- Disclose any other state or federal grant funds sought or

awarded for the proposed training project.

- Sign an agreement with the grant applicant outlining each entity's roles and responsibilities in the training project.
- Provide equal employment opportunity documentation as well as information on the occupations for training, employment benefits, wages and social security numbers for trainees.
- Use WorkinTexas.com to post openings for new workers trained under the project.

Grant Award Information

Grants for a single business may be limited to \$500,000. Tuition, curriculum development, instructor fees and training materials can be included; however, trainee wages, drug testing and certain travel costs and equipment purchases cannot be covered. Contracts are typically 12 months in duration.

We are taking a bite out of crime in GSW

I am proud to announce that on April 14, Grand Prairie business owners on 109th Street held a meeting to revitalize the 109th Street GSW Business Crime Watch Program! After opening remarks by GSWIDA Chairman Jim Hazard, participants heard a very interesting presentation from GPPD Crime Prevention Officer Greg New. Officer New explained in detail the principle objectives and benefits of an active Business Crime Watch, and made recommendations that would help the program be sustainable.

The need for businesses to keep in touch with each other on a regular basis and have the means of making immediate contacts to report any suspicious activity in the area is imperative to the success of the program. And we all agreed that keeping the Watch Areas to a smaller size – one or two blocks – is ideal in establishing our e-mail tree.

As a Board member of the GSWIDA, my company has amiably donated our time and resources to aid in the organization and success of this program. I will personally create the e-mail tree and forward regular information supplied by your respective police department and city.

The results of establishing the 109th Street Business Crime Watch has already proven to be successful. Tim Spencer of Custom Building Products graciously stepped up to the plate and volunteered as Captain of the 109th Street Business Crime Watch, and is organizing the group members in working together to investigate the possibility of hiring weekend security patrols for their Watch Area.

The goal of GSWIDA is a simple one. We want all of our members to step-up and help organize many more Watch Area programs – in both Grand Prairie and Arlington – and I am working closely with APD and GPPD in establishing these Watch Areas. If you are interested in Taking a Bite out of Crime in your area, call me and let's start the process.

Holly Wicker
MPI Protective Service
(817) 449-5856

Do you love potholes as much as I do?

When driving on Avenue H, crumbling pavement, pot holes, over growth of trees and much more are the hazards myself and all motorists are forced to contend with on a daily basis. Avenue H is a major feeder in and out of the Industrial Park for many businesses in Great Southwest, so why has the city allowed it to deteriorate to this level? More importantly, what can we do to get something done about this detrimental problem?

A few weeks ago I reached out to the GSWIDA for ideas and support, and they sprung into action. We decided the first step is to bring everyone together to voice ideas and create a plan of action. Is your business negatively affected by the condition of Avenue H as well?

Please join us at the Arlington Crowne Plaza on **Friday, June 11**, at 11:45 a.m. for lunch. Let's work together to come up with a solution for this problem. Lunch will be provided by the GSWIDA. Please RSVP to Dawn Gomez 817-394-5200.

J. R. Page, Jr.
Director of Sales and Marketing
Arlington Crowne Plaza, 700 Avenue H East

ON THE BEAT *A Message from Deputy Chief Barry Hines (APD)*

Spring is here and we are excited about what is happening in North Arlington. Baseball season began in April and is in full swing. The Cowboys Stadium has had several successful events and many more to come. Six Flags Over Texas will soon be opening daily, as well as Hurricane Harbor. With so much entertainment, we must remember safety is our primary focus.

Keep in mind our Because We Care Campaign when you are parking at your business, restaurants or any entertainment event:

- Remove all items from inside your vehicle – bags, briefcases, laptops, cameras, and electronics
- Keep all of your windows rolled up
- Lock all your doors and set your alarm
- Do not put items in your truck when parked in parking lots – you never know who is watching

By following these simple steps, you and your employees can lower the risk of being the victim of a crime.

Lastly, crime is down 11.5% on all reported crimes from last year. Together we can build a safer community to work, live in and visit.



As sporting events and entertainment opportunities abound, remember that safety must be kept in focus.

Leads, Anyone?

Are you looking for a way to get more business exposure and do more business with your neighbors? Join us for our monthly Business Networking Breakfast



Last Tuesday of Every Month
7:45 a.m. - 9 a.m.
Great Southwest Golf Club
612 East Avenue J
Grand Prairie, TX 75050

Bring plenty of business cards and let's maximize the benefits of our Industrial Park and really utilize the companies we have within our Park.

Free for GSWDA members
\$10 for non-members
RSVP to Jessica at 469-879-5377.

2010 Event Calendar

June 10, 2010

Quarterly Member Luncheon
Hyatt Place

June 29, 2010

Leads Networking Breakfast
GSWGolf Club

July 27, 2010

Leads Networking Breakfast
GSWGolf Club

August 31, 2010

Leads Networking Breakfast
GSWGolf Club

September 9, 2010

Quarterly Member Luncheon
Crowne Plaza

December 2, 2010

Annual Holiday Luncheon
Cacharel Restaurant

Consider joining the Association

Our mission: to promote, maintain and continue development of the park based on the common interests of the property owners and businesses of the Great Southwest Industrial Park.

Business Membership: \$250 annually. To join, visit us at www.gswida.org click on Membership, pay online or download an application to mail.

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