

GSW Industrial District NewsLetter

Official Newsletter for the Great Southwest Industrial District Association

Volume 4

March 2008

Power Luncheon March 27 • 11:30 am “Learn How To Tap Into A Better Gas Deal”

Join us for lunch at the Hyatt Place Hotel, 1542 North Highway 360. The Association has invited Shayne Moses, of Moses, Palmer & Howell, L.L.P., to educate everyone on gas exploration, royalty rights, and to answer any questions you may have. Mr. Moses assisted the City of Arlington with its mineral royalty's negotiations, and is a legal expert in the oil and gas field. This will be a great opportunity for business owners and landowners to meet one another and decide how to unify efforts to maximize royalties.

The Barnett Shale deposit, deep under North Texas, is among the nation's most fertile gas fields. As the gas drillers move east through Arlington and Grand Prairie, thousands of owners have banded together **As One** to score signing bonuses more than triple the size of gas companies' initial offers. The Barnett Shale Energy Education Council links the larger bonuses to neighborhoods and associations becoming more organized and educated.

Of course, the gas companies' hope is that the neighbors don't band together. When successful, contracts on mineral leases involving natural gas drilling under their property can double or triple per acre, and even royalties are being negotiated. Many property owners in the Park are seeking similar guidance while the various gas companies are aggressively at- *cont. pg 2*



Why the Great Stay With GSW

by
Terry Jones
Grand Prairie Economic Development

Great Southwest Industrial posting good year, good numbers

Less than five minutes south of DFW International Airport, GSW Industrial Park is wide open for business with over 77,000,000 sf of industrial distribution. Roughly 50 years ago, Texas pioneer and visionary Angus Wynne created what was to be the nation's largest master-planned business park. GSW was implemented with a set of standards that developers throughout the country would envy and model after.

The Park continues to see growth due to its central location and the ability for the occupants to service both Dallas and Fort Worth from one location. In addition, it has great highway access in and out of the Metroplex through several different routes north and south, as well east and west.

The Numbers

Overall the year end absorption was slightly positive at approximately 650,000 sf. However, if you take a look at 2007 versus the last three years, GSW has come a long way with 13 straight quarters of positive absorption. In 2004 we were climbing out of a 17% vacancy, but now we sit right about a healthy 9%. The other side of the story is rental rates. Rates are firming an *cont. pg 2*

Mark Your Calendar

Thursday,
March 27
11:30 am - 1:00 pm

“Learn How To
Tap Into A
Better Gas Deal”

Hyatt Place Hotel
1542 N. Hwy 360
Grand Prairie, Texas

Thursday,
June 16
11:30 am - 1:00 pm
“Business Crime
Watch”

Thursday,
September 18
11:30 am - 1:00 pm
“Road Improvements”

Thursday,
December 4
11:30 am - 1:00 pm
“Meet City Leaders”



Great Southwest Association in 2008

Jay Hancock, Hancock Signs
2008 GSW Chairman

The role in which the Association plays in our Industrial Park continues to evolve, as it has since 1956 when Angus Wynne and the Great Southwest Development Corporation began development. As our business climate continues to change, the Association continues forward with our mission to positively promote, maintain and continue development of the Industrial Park based on the common interests of both the property owners and businesses.

As your incoming President and a business owner located within the Park, I am committed to diligently work toward improving the conditions of the Industrial Park and to our businesses who proudly call the Great Southwest Industrial Park their “Business Home”.

Our Board of Director volunteers are dedicating their time to make 2008 a banner year for the Association. We are reaching a higher level by identifying and organizing taskforce committees to address priority issues and develop action plans. While the

Association has obligated resources to execute these programs, their success cannot be accomplished without member commitment to serve. The more involvement the organization garners, the better the chances of a long and prosperous existence.

As a member of the Association, your combined voices will serve as one to effectively deal with issues and concerns to the Cities of Grand Prairie, Arlington, North Central Texas Council of Governments, Texas Department of Transportation (TxDOT), the State of Texas, and other governmental agencies.

I would like to encourage you to visit our web site GSWIDA.ORG to learn more about the association and what we are doing. We have a luncheon planned for Thursday march 27th from 11:30 am – 1:00 pm to educate our property owners about their mineral rights. Call 817-709-9141 to make your reservations. We will be having a luncheon next quarter on our crime watch program. This will be a joint venture with the cities of Arlington and Grand Prairie police departments. Watch the web site for more information.

Please give us your support by becoming a member of the association and getting involved in the association. You may go to our web site GSWIDA.ORG and join on line or print an application and mail it in.



GSW Association

Working to Represent You

by
Jim Hazard

News of the economy cooling and Congress contemplating another round of repairs for consumers and investors has given sight to the GSW Board of Directors to re-examine the mission statement and future needs of the businesses who call the GSW Industrial Park their Business Home. Thus, February's Board meeting was dedicated to creating solid goals and implementing an achievable plan of action in 2008.

In continuing the success of 2007, the Board is committed to maintaining a wide-open communication plan with members and prospects throughout the Industrial Park by producing informative Quarterly Newsletters and Website updates targeting the issues affecting your day-to-day operations. In 2008, we are reaching a higher level by identifying and organizing 4 taskforce committees to address priority issues and develop action plans. While the Association has obligated resources to execute these programs, their success cannot be accomplished without member commitment to serve.

We are always searching for new and innovative ideas to confront and tackle each issue **As One Voice!** Contact me at 817-608-8201 or jhazard@henrysmiller.com.

- **Gas & Mineral Negotiations and Returns.** (March 27 Power Luncheon)
- **Annual GSW Golf Tournament** at GSW Golf Club; serves as Association's annual charity fundraiser and provides networking opportunity for businesses to meet City officials and neighbors. (May)
- **Business Crime Watch;** Deputy Chiefs from GPPD and APD have signed on to this taskforce, and respective Crime Prevention Units will serve as resources. (June 19 Power Luncheon)
- **Infrastructure Identification;** emphasis on street repairs & upgrades, overlays and reconstruction in both Arlington and Grand Prairie; unite members and neighbors by securing signatures on petition letter for November bond election; work closely with NTCOG and TxDOT on future highway programs. (September 18 Power Luncheon)

Welcome to Great Southwest Association!

Compass Bank
Crow Holdings
Custom Building Products
Emergent Technologies
Enterprise Leasing Company
Goelzer Industries
Hampson Texstars
Hyatt Place Hotel
Oldcastle Glass
PDQ Temporaries, Inc.
PPG Aerospace
ProSource Industries
Wizards of the Coast

Power Luncheon cont. from pg 1.
tempting to secure mineral rights.

To address these needs, organizing all interested owners within the area is a top priority of the GSW Board. The most obvious question is: **What's the highest dollar amount one can receive?** The Association exists to benefit its members, and we look forward to helping you turn this great opportunity into a very profitable one. You don't have to be a member to attend! Individual tickets are \$10 and must be reserved ahead of time, so call 817-709-9141 today! Arrive early to get a good seat and pay cash, check or charge at the door.

Market Update cont. from pg 1.
increase in smaller bay product by 25% since 2004 and 10% in larger bay 100,000 sf and greater. Overall the market has made a strong and steady up hill climb over the last 5 years. Grand Prairie's permitted new construction square feet jumped 82 percent in 2007 (to 3.8 million sf, a 1.7 million sf increase over 2006). Value is estimated to be \$132 million, which is 42% over the previous year.

What's Fueling This Market?

Good things continue to bless the GSW market. One factor is the continued capital improvement Grand Prairie has been putting into the infrastructure. Another is the excitement of the Dallas Cowboys new stadium in Arlington. The soon to be completed extension of SH-161 will make travel time to North Dallas very easy. All in all, great things are happening to an older market to keep it fresh.

New Projects

There are others that believe in this market as well. Champion Partners will start their development, Logistics Crossing early this year. This project will have two state-of-the-art cross dock facilities and Union Pacific rail service. The project will feature extensive trailer storage areas,

with up to 600 trailer parks for the tenants of the buildings. One building will total approximately 605,000 s.f., while the second building will total 702,000 s.f. Located adjacent to Pioneer Parkway, this project will be 1/2 mile from the new SH-161, 3/4 mile from SH-360 and have express access to both I-20 and I-30.

Another pivotal project is the redevelopment of the Forum 303 Mall. This project will take the old eyesore that was a retail outlet mall and convert it to 1.2 million total sf of industrial space, with a planned third quarter 2008 delivery date.

Forecasting 2008

With elections this year, the media continues to make us feel that the overall economy across the country is bad, and the economy may slow a little, just because of what people are reading in the news. To counter this negative spin on the economy, the government will add fuel to the economy with further cuts in the Fed's rate as well as a stimulus package. The net result is the economy will soar once the press shows good news. 2008 may be sluggish, but 2009 will be a strong economy.

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 1950's 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.

Our Partnership

In providing the perfect combination of excellent location, abundant workforce, and pro-business community partnerships, GSW Industrial Park is your best choice in 2008.

The Arlington and Grand Prairie Police Departments have joined forces in the GSWIDA in order to address crime and neighborhood decay from both sides of the border. Operations addressing Copper thefts, prostitution and overall theft are being conducted to impact the overall safety and security of the park.

Both police departments have executed multiple prostitution operations over the last eight months and prostitution is down in our jurisdictions.

Copper thefts are a major crime problem all over the metroplex and we continue to use varying tactics to locate and arrest these individuals, but we will need the help of the business owners in the district to be our eyes and ears. If you spot suspicious individuals, call 911 and report it. Being a good neighbor and watching out for each other is the best crime fighting tool available.

Both cities are currently involved with the board to set up a Business Crime Watch in one area of the district. We hope to use this as a pilot program and once it is on its feet and active, to expand it to the other areas of the district. But for this proactive approach for crime reduction to be effective, we will need for the businesses in the area to be involved and stay involved for the crime watch to be effective.

We would like to hear from any of the business owners in the district that have any concerns or problems and would like the opportunity to address those concerns.

Deputy Chief Mike Shaw
Grand Prairie Police Department
972-237-8726
mshaw@gptx.org

Deputy Chief Jaime Ayala
Arlington Police Department
817-459-5601
jaime.ayala@arlingtontx.gov

Championing the Great Southwest; Your In-House Connection

The City of Arlington has developed a new economic development Strategy, Champion Arlington, which strengthens Arlington's competitive position by creating an environment and customer service spirit that attracts new residents, consumer spending, quality investment and job creation.

In 2005, City Officials enlisted the services of a community and economic development firm to develop recommendations for building Arlington's economy and quality of life. Recommendations from the study, which included extensive input from the local business community, were utilized to create the Champion Arlington Strategy. The Strategy outlines a game plan that will make Arlington successful as it competes for economic development opportunities in the region and across the country. Please visit www.championarlington.com to view the plan. In order to implement and administer the Champion Arlington Strategy, City Officials established the Office of Economic Development in February 2007. The City's Office of Economic Development is comprised of personnel with significant municipal economic development experience. Each staff member utilizes their respective area of expertise to implement the goals of the Strategy. It is through this mechanism that I have been designated your Arlington business advocate for the Great Southwest Industrial District.

As liaison to the Great Southwest Industrial District, my primary responsibility is to address the needs of the District, including business recruitment and retention efforts, crime and safety matters, and infrastructure needs. In this capacity, I have already begun to proactively address code enforcement issues in the District, as well as identify maintenance issues related to various state, city, and railroad rights-of-way.

I look forward to working with the Great Southwest Industrial District Association, as well as the many diverse businesses, owners, and brokers of the Great Southwest Industrial District. The City is committed to ensure the growth and prosperity of the District. If I can provide you with assistance, please do not hesitate to call.

Andrea L. Roy
City of Arlington, Office of Economic Development
Great Southwest Industrial District Liaison
817-459-6115
andrea.roy@arlingtontx.gov

For more information on the Office of Economic Development, please visit our website at www.arlingtontx.gov/business/.

Delays at SH 161 from W.N. Carrier Parkway

New traffic signal on Carrier at SH 161 northbound frontage road is now in use. NW 19th is completely closed and the new northbound frontage road has two way traffic between Carrier and British. This is a lengthy project, so delays are expected and alternate routes should be used.

ALL TRUCK traffic is urged to avoid using this route to and from IH-30. There are two alternative routes marked on the City of Grand Prairie's website. These are the preferred routes for trucks to use until the southbound frontage road is ready for traffic.

Randol Mill On the Road to Progress

The City of Arlington's plans to rebuild East Randol Mill Road will soon come to fruition, with construction of the project anticipated to commence in late summer 2008. The approximate 1.3 mile stretch of Randol Mill, located between SH 360 and Duncan Perry Road (eastern City Limit Line), will be completely rebuilt, widening from a four-lane divided roadway to a six-lane divided roadway. The section between Great Southwest Parkway and Duncan Perry Road will transition from a four-lane divided to a four-lane undivided roadway to tie into the existing width at the City limit.

The current roadway and medians will be redesigned to better manage tractor trailer traffic. Reducing the medians from an average of 44' wide to 20' wide will significantly improve vehicle maneuverability in and out of the Great Southwest businesses. Medians will be irrigated, supplied with conduit for fiber optic and future street lighting capabilities, as well as enhanced with brick pavers, grass areas, and shade trees. Additionally, turning radius at intersections and private drives will be improved where possible; again, easing access for larger vehicles.

As part of the City's gateway monument program, a median monument sign will also be constructed in the western most median of Randol Mill Road. This specific median will serve as gateway sign into the City and will contain characteristics reflective of the industrial district in which it will reside.

Another substantial component of the project includes the expansion and safety upgrades to the seven railroad crossings along Randol Mill Road. The recently upgraded concrete panel crossings will be expanded to tie into the new street width. Additionally, many of the crossings will not only contain railroad crossing arms, but also incorporate overhead lights. This additional security measure will increase the level of awareness of train activity, ensuring the safety of vehicles traveling along Randol Mill Road.

Once a contractor is selected, the City will hold a public meeting prior to the commencement of construction, to allow affected residents and businesses the opportunity to review the construction plans and discuss the project components. The estimated time for completion is approximately 18-24 months. If you have any questions related to the project, you may contact Stu Bauman, Project Engineer, at stu.bauman@arlingtontx.gov.
Contributed by Andrea Roy, Economic Development Specialist, City of Arlington

GSWIDA

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GSWIDA

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"Corporate Citizens
Building A
Better Tomorrow"

Great Southwest

Industrial District Association

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www.gswida.org

Join the Association Today!

The mission of the GSWIDA is 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 is \$250 annually. To join visit us at www.gswida.org, click on Membership, pay online or download an application and mail it in. To contact the Corporate Offices, 817-709-9141.



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

Funding approved to install new railroad gates & lights

The City of Grand Prairie, Texas Department of Transportation (TxDOT) and Union Pacific Railroad (UPRR) are teaming together to install two new gate and light assemblies at two existing railroad crossings within the Great Southwest Industrial Park.

The announcement was released on Feb. 29 that TxDOT has agreed to fund the installation of new gates and lights at the railroad crossings on Avenue J (west of Duncan Perry) and on N. GSW Parkway (south of Avenue J).

"The installation of this equipment will be performed by UPRR," said Dane Stovall, Chief Traffic Engineer for the City of Grand Prairie, "and we anticipate the work to commence within the next 6 months."

During the last year, the GSWIDA has been working closely with Dane, who serves as GSWIDA's Grand Prairie Liaison to UPRR and TxDOT, to address improvements of these two railroad crossings. Once the installation is complete, the City has agreed to absorb the responsibility for the maintenance of the warning signs and pavement markings.

Avenue J Upgrades

As a direct result of the GSWIDA requesting Grand Prairie to address road upgrades for Avenue J, work has commenced between 111th and 109th Streets. The new curbs are in, and overlay will commence in the next two weeks.

New Member Spotlight



For more information about Grand Lakes II or any of Duke's Dallas Industrial properties, please contact:

Curt Hefner
Senior Leasing Representative
972.361.6731

Duke Realty Corporation
14241 Dallas Parkway
Suite 1000
Dallas, Texas 75254-2936
www.dukerealty.com

Visit us online @ DukeSpaceFinder to learn more about other properties currently available.

Grand Lakes II
3953 Gifford Street
Grand Prairie, Texas

Property Specifications:



- Available January 2008
- Divisible to 250,000 SF
- 32' clear height
- 247 dock height doors
- 141 trailer storage spaces available
- 50' x 50' typical column spacing
- ESFR sprinkler system
- Building can be rail served by Union Pacific Railroad
- Excellent access to I-30, I-35, SH 360 and Loop 12
- Triple Freeport Inventory tax exempt status, TIF District