

GSWIDA ★ Newsletter

corporate citizens building a better tomorrow

GSWIDA Working to Represent You

My name is Brenda Reuland and I am the Vice President of Communications & Public Relations at American Eurocopter, as well as a Board Member of the GSWIDA. I am writing today on behalf of AE, and all of my neighbors and businesses, to thank the Association for its successful efforts in lobbying for road repair on Arkansas Lane.

While American Eurocopter is based in Grand Prairie, we have been plagued by the terrible road condition of Arkansas Lane, an Arlington street. The pot holes and deteriorating services were damaging our cars, delivery trucks, equipment, and causing AE to re-think about our future investments in the Industrial Park. Unable to get this addressed by the City of Arlington, I turned to the Association for assistance.

I was very pleased to see the Association take an active role in lobbying for

improvements to Arkansas Lane. They advocated directly with city leaders and assisted our neighboring businesses in joining together as one voice. The value of having members from both Grand Prairie and Arlington, and having those city leaders present at every Board meeting, has proven to be an effective and successful vehicle for change.

I would also like to thank both cities for improving the infrastructure of the Industrial Park, and of course the GSWIDA for being a strong voice for its members.



*Brenda Reuland
American Eurocopter*

Quarterly Luncheon

Electronic Waste: The Fastest Growing Solid Waste Stream Across the Globe

featuring **Alfred Hamsch**

Thursday, March 11, 2010

11:30 a.m.

GEEP Texas

2501 N. GSW Parkway
Grand Prairie, Texas

(More on page 2.)

Register online at
www.gswida.org

The Association in Action!

The Great Southwest Industrial District Association has hit the ground sprinting in 2010, and I couldn't be happier. This is not a social club or an organization to promote the Industrial Park, but an active Association to protect our businesses, to help each business in the Park succeed, and to protect our property values. To date, we have helped fight the prostitution on Ave J, lobbied for road improvements, hosted quarterly luncheons covering key topics affecting our businesses, and much more. Continuing our efforts to better the Park, here are a few of the programs you'll be seeing this year:

Gas Rights Alliance: The Caffey Group is actively pursuing the mineral rights of property owners from Fountain Parkway to the GSW Golf Course for drill sites they have secured on Ave K East and the golf course. Frank Pechacek of Visionaire, Inc., reached out to the Association seeking advice on how to proceed, questioning the value of his rights, and wanting to organize

the property owners to maximize value. If you have been approached by the Caffey Group and would like to join your other property owners, please e-mail Frank at frank@visionaire-inc.com or myself at jim.hazard@transwestern.net.

Networking: Too much business leaves the Park as companies simply don't know one another, so we decided to create an easier environment for business to connect. Jessica Romo of PDQ Temporaries and Lisa Harrison of the GSW Golf Course are organizing the GSWIDA Leads Networking Breakfast to be held the last Tuesday of every month. The Association will be catering the breakfasts, and we welcome you to come uncover business opportunities you didn't know existed down your street.

Reaching Out: Over the years, the majority of our programs and initiatives have started at the request of a member in need. Wanting to find even more ways to assist our members, we'll be reaching

out to every one of you. Holly Wicker of MPI Protective Services and Steve Kassen of GEEP already have, or will shortly, be giving you a call to discuss what else the Association can do to help the Industrial Park and your business. Please give them a moment of your time so we can find even more ways the Association can help your business.

As I mentioned, we haven't hit the ground running, but are off on a sprint! Thank you for your continued support in the GSWIDA, and I hope you enjoy all of the wonderful programs you'll see in 2010. Please continue to check our Web site at www.gswida.org for updates and announcements.



*Jim Hazard
GSWIDA President*

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 GSWIDA members.
\$10 for non-members.

RSVP to Jessica at 469-879-5377.



On the Grow:

Road construction continues, Dallas County to relocate sub-courthouse

Dallas County Subcourthouse – The former Army Navy store property on 130 W. Church has been acquired and demolished by the city of Grand Prairie. Dallas County has plans to construct a new county sub-courthouse on the property. The county's tax and driver's license offices will also be combined into the new facility. Construction is expected to be completed in early 2011.

SH 161 – All main lanes and frontage roads between I-30 and SH 183 are scheduled to be complete in 2010. Main lanes from I-20 to I-30 are scheduled to begin in summer 2010 provided an agreement with TxDOT and Union Pacific Railroad is finalized. This segment is scheduled to be complete by late 2012.

I-30 – Construction contracts for

frontage roads between Belt Line and MacArthur will be awarded by October 2010. The off ramps will be moved back and a frontage road will be built with a new Park-And-Ride on the south side of I-30 east of Belt Line. Construction is scheduled to be complete in late 2012.

I-20 – A concept plan is currently in the approval phase at TxDOT for frontage roads from Carrier to Belt Line eastbound and westbound.

W.N. Carrier Parkway – Construction has begun on intersection improvements at SH-360 in conjunction with the City of Arlington's widening of Green Oaks Boulevard to the west. An additional left and right turn lane will be added. Construction is scheduled to be complete in mid 2010.

(Power Luncheon, from page 1)

Electronic Waste: The Fastest Growing Solid Waste Stream Across the Globe

According to the EPA, 85% of domestic e-waste (electronic waste) is not being recycled. In fact, the majority of this toxic trash is either closing our landfills or is being shipped overseas to pollute groundwater and sicken individuals from China to Nigeria. The only solution to this problem is environmentally responsible domestic recycling.

Join us on March 11 for our power lunch series and learn what is happening in our industry, why it is important for businesses to divert e-waste from the landfill and the potential impact that it has on our community. We are privileged to present our featured keynote speaker, Mr. Alfred Hamsch, owner of Barrie Metals Group of Companies, which includes the Global Electric Electronic Processing family of businesses across North America.

Recognizing the increasing need to properly dispose of obsolete electronics, GEEP Texas, along with Techway Services, unearthed the solution with a method that is safe for both workers and the ozone, and the company's motto says it all: E-waste in, commodities out, with a zero-land-fill initiative.

GEEP and Techway completed its new facility in Grand Prairie to include a major development in the industry – a \$3.5 million 50-ton proprietary machinery that can separate plastics from metals and circuit boards. The facility uses zero chemicals and releases nothing into the atmosphere, employing a completely mechanical system that poses no danger to human beings or the environment.

Crime Watch Update: Arlington PD cracks down on cyber hookers

The Arlington Police Department recently launched a "You Never Know" campaign to disrupt the solicitation of sex through popular free online classified-ad-type sites, as Officers pose as prostitutes on the Web sites to lure would-be customers. Recently, APD has received a number of complaints about postings of what appear to be prostitution, and have made recent arrests, including three people who

were operating a sex business in a North Arlington hotel room.

Increased patrols near the new stadium and entertainment district have reduced the number of street-walkers, but have caused some prostitutes to turn to advertising online. In 2007, almost 250 prostitutes and customers were arrested, and police began sending postcards to the homes of customers arrested in prostitution stings.

This past year, the number of prostitution related arrests plummeted to 52.

The Association diligently works closely with Deputy Chief Barry Hines (Arlington PD) and Deputy Chief Michael Shaw (Grand Prairie PD) to deter this activity within the GSW Industrial Park. We ask that you do your part by calling 911 and reporting any suspicious activity.

You're Invited...to Experience Great Southwest!



Great Southwest's Annual Corporate Invitational Monday, March 8, 2010 • 1 p.m. shotgun followed by reception and raffle

Complimentary • You do not have to be a member.

The field will be limited to 136 players, so reserve your spot today by calling Lisa Harrison at 972-647-0114, x 25.

Membership has its rewards! Here are just a few benefits that come with membership:

Newly expanded **19th Hole and Casual Dining** area with WiFi access • New Larger Patio Overlooking Golf Course
Updated Men's Locker Room • Networking and Socializing with over 400 Members • Monthly Networking Events in 2010
Casino Night, Glowball Outings, Pavilion Parties, MGA & LGS Tournaments
Access to Over 60 Associate and Affiliate Properties Nationwide
Over \$200,000 of New Equipment for Golf Course (*Delivered Nov. 2009*)

Market Update: GSW still a best choice for business

Less than five minutes from DFW International Airport, Great Southwest (GSW) Industrial Park has superior highway access in and out of the Metroplex via I-20, I-30, SH-360, SH-161 and Loop 12. Highway and road projects such as SH-161 in Grand Prairie and Interstate 30 in Arlington continue to move ahead thus contributing to development potential.

GSW Industrial Park

GSW consists of over 77 million SF of industrial warehouse/distribution in over 900 buildings. Fifty years ago, Texas pioneer and visionary Angus G. Wynne, Jr., founder of the "Six Flags Over Texas" theme parks, 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.

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.

GSW Market Momentum

Consistent with all major submarkets in DFW, GSW vacancy rates have increased from 11.5% as of year end 2008 to 16.3% at the end of 3Q 2009.

This can be attributed to negative net absorption during the past three quarters totaling over 1,600,000 SF and the delivery of over 3,000,000 SF of new industrial product. Developers and users continued to be enticed by the central location, close proximity to DFW airport, expanding network of road infrastructure (SH-161) and business friendly attitude of local municipalities/associations.

Through 3Q 2009, the warehouse sector contributed over 1,400,000 SF of negative absorption and essentially all of the 3,000,000 SF of deliveries resulting in an 83% occupancy rate. The flex market experienced 163,000 SF of negative absorption and only 69,000 SF of new construction therefore leading to an 89.5% occupancy rate.

Although the statistics reflect leasing conditions far from optimal, there has been significant activity keeping prospects high for GSW. Grand Prairie has managed sweet deals throughout 2009, starting with Farley's & Sathers Candy Company. One of the

world's top 25 candy makers signed a lease for a 1.06 million-square-foot warehouse – the largest industrial lease in Texas in nearly a decade. By July, Grand Prairie had served up another one of North Texas' largest industrial deals when disposable-products supplier Solo Cup signed a 10-year lease on a 603,354-squarefoot distribution center off SH-161.

In October, just as the final certificate of occupancy was issued, Crow Holdings partnered with the city and rolled out a deal for Discount Tire to move into a 305,000-square-foot building at 3254 Trinity Boulevard.

Discount Tire chose Grand Prairie to expand its national operations, signing a 10-year lease for its new regional distribution center to handle distribution of passenger and light-truck tires and aftermarket wheels in a growing 277-store service area.

Most recently, Lady Primrose has come to town, signing a lease to relocate its distribution and packaging operations from Dallas to a newly built warehouse/distribution center off Roy Orr in Grand Prairie. After a six month search, including touring 12 other locations in the DFW area, Lady Primrose chose the Grand Prairie site in the Crosspoint development.

The signing, and projected closings, of large bulk transactions speak to GSW's continued viability as a preferred submarket. However, even given the preferred location, we continue to expect leasing conditions to remain sluggish until the excess capacity is absorbed and the overall economy stabilizes resulting in sustained job growth to the region.

Hoffman Florist

4828 W. Main St., Grand Prairie, TX 75050

972-264-1914 or 1-800-338-2069

www.hoffmanflorist.com

*Be sure to mention
the Association referred you!*



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.

2010 Event Calendar

March 8, 2010

Corporate Golf Invitational, GSW Golf Club

March 11, 2010

Quarterly Member Luncheon, GEEP Texas

March 30, 2010

Leads Networking Breakfast, GSW Golf

April 27, 2010

Leads Networking Breakfast, GSW Golf

May 25, 2010

Leads Networking Breakfast, GSW Golf

June 10, 2010

Quarterly Member Luncheon, Hyatt

June 29, 2010

Leads Networking Breakfast, GSW Golf

July 27, 2010

Leads Networking Breakfast, GSW Golf

August 31, 2010

Leads Networking Breakfast, GSW Golf

September 9, 2010

Quarterly Member Luncheon, Crowne Plaza

December 2, 2010

Annual Holiday Luncheon, Cacharel

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