

# TexAmericas Center

## Real Estate Services

**Knowledge | Skills | Assets | Commitment**



Texarkana USA

Build | Lease | Manage | Sell | Incentives



## WELCOME TO THE TEXARKANA REGION

Nestled in the Piney Woods at the crossroads of Arkansas, Louisiana, Oklahoma and Texas, Texarkana USA boasts unique logistical advantages, a robust workforce and industrial development opportunities for growing businesses. The corridors of Interstates 30, 49 and 369 in the greater Texarkana region are some of the fastest-growing and most heavily traveled passageways in the country. Texarkana's 500-mile market includes 23 major MSAs, as well as 10 of the fastest-growing MSAs in the United States. This same area reaches 10 million more consumers than the Dallas market.

Approximately 23 percent of the area's workforce comprises stretch commuters that travel between 50 and 75 miles one way to work from Arkansas, Louisiana, Oklahoma and Texas. This statistical anomaly creates a labor shed of over 1.1 million residents. Labor is readily available as the Texarkana MSA routinely has a labor surplus compared to Texas, Arkansas and Oklahoma. With twelve advanced educational institutions in the region, we are at present exporting talent. Approximately 8,700 workers commute outside of the Texarkana region daily; this labor pool can be tapped into with quality job opportunities.





# A Can Do Approach In a Business Friendly Environment

## About TexAmericas Center

TexAmericas (TAC) is a State of Texas redevelopment authority located in the Texarkana MSA.

TexAmericas Center brings over 90 years of experience to the table in all aspects of economic growth, property development and business management. Our real estate development team knows the ins and outs of real estate, business expansion and site selection. So, whether you're a location advisor, site search consultant, corporate executive, real estate professional or a commercial investor, we will deliver the strategic solutions and best-in-class service you need for your next real estate development project.

### TAC Owns:



12,000 acres



3,000,000 sq. ft. commercial/industrial space



36 miles rail



200 miles road

## Our Product & Resources

- . General and Specialty-Use Buildings
- . Land for Sale or Lease
- . Hardstand for Lease
- . Shovel-Ready and Certified Development-Ready Sites
- . Rail Service



# What We Do



## Build

We offer a complement of build-to-suit solutions and redevelopment services that will deliver your state-of-the-art facilities on time and on budget – offering speed to market and speed to profit!



## Lease

We have a portfolio of office, flex, storage, distribution and industrial facilities to meet complex supply chain requirements



## Manage

We provide our tenants with industry leading customer service and well-maintained facilities through our expert property management team.



## Sell

We have a number of properties available for purchase, suitable for user buyers that prefer to own rather than lease their facility or land.

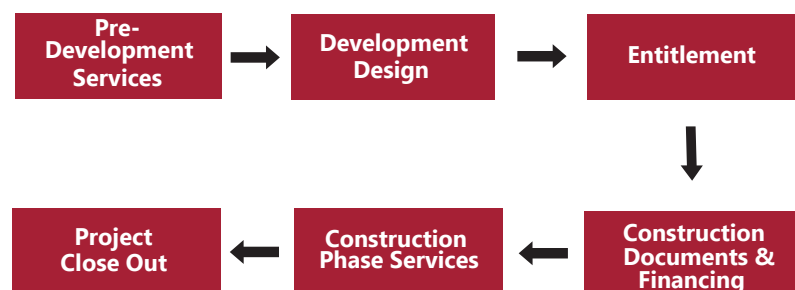
# Our Real Estate Services

- ✓ Build-to-Suit/Lease/Purchase
- ✓ Building Assessments
- ✓ Financing Options
- ✓ Flexible and Short Term Leases
- ✓ In-House Zoning & Permitting
- ✓ Land Due Diligence
- ✓ Lease with Buyout Options
- ✓ Project Budgeting
- ✓ Property/Facility Management
- ✓ Retrofit to Lease
- ✓ Reverse Build-to-Suit
- ✓ Site Master Planning
- ✓ Site Selection Assistance
- ✓ Value Engineering

# Incentive Management

- ✓ Foreign Trade Zone #258
- ✓ HUBZone
- ✓ Infrastructure & Site Development Grants
- ✓ New Market Tax Credit Assessment
- ✓ Payment In Lieu of Taxes (PILOT)
- ✓ Agreements Property Tax Abatement
- ✓ Texas Enterprise Zone
- ✓ Texas Reinvestment Zone
- ✓ Texas Military Readjustment Zone
- ✓ U.S. Opportunity Zone
- ✓ Workforce Training Grants

# Our Build-to-Suit Process



# Our Affiliates, The Regional Economic Development (RED) Team

TAC  
Collaborative  
Approach

At TexAmericas Center, you will receive a one-stop shopping experience for your site selection needs. The Regional Economic Development, or RED Team, is our local network of key professionals dedicated to personally meeting with you - the prospect - to discuss the Texarkana region's features and to custom construct the right deal that fits your company's unique needs.

## The core strengths and abilities delivered by the RED team are:

- ▶ Private and Public Capital Financial Programs and "GAP" Financing
- ▶ Market Analysis
- ▶ Tax Incentive Information and Assistance
- ▶ Government Relations
- ▶ Supply Chain Mapping
- ▶ Site Selection Assistance
- ▶ Demographic and Community Profiles
- ▶ Benchmarking
- ▶ Joint Venture and Co-Investment Opportunities
- ▶ Business and Industry Climate Information
- ▶ Workforce Analysis and Customized Training Programs Assistance
- ▶ Business Advocacy and Expansion/Relocation Planning



## Our Satisfied Clients

"TexAmericas simply exceeded all of our expectations during the remodeling phase of our property. Their personnel were all professional and would respond immediately to all of our needs. We were never left wondering about the progress as we were continually supplied detailed progress reports. All said and done, this was a very smooth and seamless process."

*MTP Drive Train Services, LLC*  
— Customer Solutions Manager

Industries

- 3PLs
- Alt Bioenergy
- Manufacturing
- Contractors
- Department of Defense
- Oil & Gas
- Food and Supplement
- Rail
- Transportation
- Ammunition
- Wood and Paper
- Warehouse and Distribution

# Our Team



Scott Norton  
Executive Director, CEO



Eric Voyles  
Executive Vice President, CEDO



Jeff Whitten  
Executive Vice President, COO



Ruth Jackson  
Customer Engagement  
Specialist



Devon McCloskey  
ECON Administrative  
Assistant



David Williams  
Consulting Engineer,  
MTG Engineers & Surveyors

# Our Values



**Integrity** – We will not compromise our individual or corporate integrity for any reason.



**Client-Centric** – We will adopt the objectives of our clients and dedicate ourselves to the achievement of their goals.



**Teamwork** – We will work with each client as a team.



**Value-Added Service** – We will exceed our clients' expectations by maintaining standards of value-added services well above the norms of our industry.



**Responsiveness** – Will provide quality and on time delivery of accurate, transparent information.



**No Conflicts of Interest** – We will always choose the harder right over the easier wrong and avoid any conflicts of interest that may arise from community or individual interests.

# OUR VALUE ADDED SERVICES



## TRANSLOAD

TexAmericas Center's transload services can provide valuable benefits to your business.

### Why transload?

- No need to invest in track, warehouses for storage and transloading equipment
- Reduce your truck shipping miles
- Increase your market reach
- Ship across borders seamlessly
- Rely on shipping experts
- Ship more, spend less
- Adapt as your business grows

## THIRD-PARTY LOGISTICS (3PL)

TexAmericas Center can be your single source provider for your supply chain solutions to include a bundle of services that extend across multiple aspects of your supply chain needs

The benefits of using TexAmericas Center as your 3PL final-mile solution include warehousing, manpower, kitting and transportation; will save you time and money, give you the ability to scale and gain from our flexibility, expertise and knowledge.

## REMODELING OF EXISTING BUILDINGS

TAC has a vast array of experience remodeling existing buildings to accommodate prospect and tenant needs. These remodels include:

- Office and technology facilities in warehouse structures to support production companies
- Installation of interior loading docks
- Optimization of warehouse space to support defense contractor operations
- Buildout of a commercial kitchen and food prep areas to support a growing supplement company.

We can remodel to fit your needs!

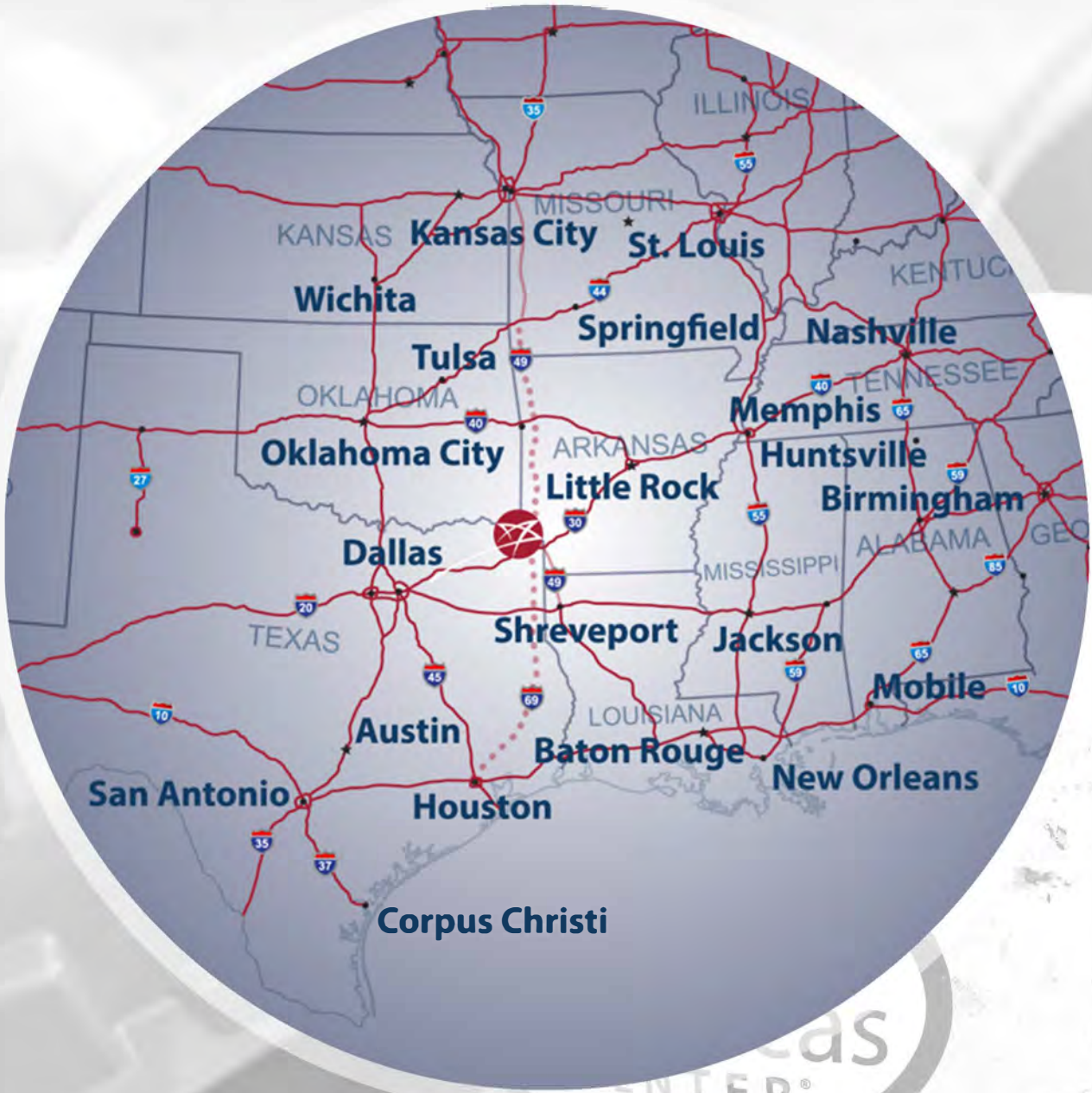
## SITE PLANNING

TAC is committed to developing the property in a systematic method. Our planning services range from planning large tracts for the placement of multiple businesses of similar uses creating a Business Park to the planning for individual building sites to maximize parking, truck maneuverability and to optimize the use of the existing infrastructure

Regardless of the size of the project, we have a place for you!

## FACILITY & PROPERTY MAINTENANCE

With over 12,000 acres of land, 200 miles of right-of-way and 3,000,000 square feet of existing buildings, TAC is one of the largest mixed use industrial parks in the USA. We maintain all the property and existing buildings on our footprint. Once occupied, we can be on-call property managers and achieve the desired level of building and property maintenance your company desires. We offer web-based portals for property tenants and other commercial/industrial rental management services. Our teams seeks to grow the value of our commercial and industrial property through excellent customer service, capital improvements, financial and cost management and risk mitigation.



Whether you are looking to expand your business, your current lease is expiring, you are planning a move to Texas, or you have considered leaving the mid-south region, talk to us first!

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**Executive Vice President/CEDO**  
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