

GSWIDA ★ Newsletter

corporate citizens building a better tomorrow

GSWIDA Working to Represent You

Workforce training opportunities abound

Locating in the Great Southwest Industrial District gives businesses an edge on a number of levels, but many aren't aware of the endless training opportunities that exist within two local organizations – Workforce Solutions of Tarrant County and the Division for Enterprise Development at the University of Texas at Arlington. These two organizations in particular have worked with the corporate community, listened to their needs and responded with relevant and affordable training opportunities, as well as other business service programs.

Workforce Solutions of Tarrant County (www.workforcesolutions.net) provides workforce improvement services that serve both the jobseeker and small, medium and large businesses. Workforce Solutions primarily focuses their services on supporting specific industry clusters; in Tarrant County those targeted industry clusters are logistics and transportation, life sciences, hospitality and advanced manufacturing.

Three significant programs that are offered through Workforce Solutions are Customized Training, Incumbent Worker Training and On the Job Training. Services are funded through federal and state dollars and many are provided at no or minimal cost to the employer.

Additionally, the **Division for Enterprise Development at the University of Texas at Arlington** supports the university's missions of public service, community outreach and lifelong learning. The Division is comprised of a number of diverse training and consulting programs focusing on Management and Communications, Information Technology, Healthcare, E-Learning, Safety, Environmental, and Lean. Each division offers a number of certificate programs, such as Certified Financial Planner, Continuing Nursing Education, Microsoft Office Specialist Certificate, OSHA Certifications, and Lean Six Sigma Green and Black Belt.

The Division also offers Business Consulting services (skills gap analyses, enterprise expansion and organizational development) and Conference and Event Planning, which may include site selection and negotiations, planning, logistics, financial management and marketing. And, in an effort to support your training and continued education goals, the Division will also assist with grant writing to fund these training opportunities.

For information on any of these programs, please visit www.uta.edu/ded or call 866-906-9190.

Message from the President

What is the value in the Association?

If you're reading this newsletter you're either a member of the Great Southwest Industrial District Association (GSWIDA) or thinking about filling out



Jim Hazard

the enclosed membership form to show your support. More than ever we are all watching our bottom line and our available time, which makes us all ponder two

important questions: is this worth \$250 a year and my time?

Without a doubt, not only will you get the best qualitative return for the \$250 compared to any other investment, your time expense will not go beyond reading this newsletter and attending a luncheon whose topic you find valuable.

To best illustrate my point, allow me ask some questions. Are you content with condition of the roads in this park? Are you OK with the crime, presence of individuals who solicit themselves for illegal business (hopefully you catch my drift on this one) and destruction of personal property? Do you mind the city changing ordinances, which raise the cost of how you operate your business? Does it bother you to invest in your property only to see others allow theirs to deteriorate? Ever wish you knew of local resources to help increase efficiencies, hire better employees, find new business, or learn what the impact of federal changes, like green building standards, will do to your company? Have you found yourself asking any of these questions or something similar?

(Message from President, continued page 2)

Upcoming Quarterly Power Luncheon

DFW Economic Forecast

Thursday, Sept. 17, 2009

11 a.m. Networking • 11:30 a.m. – 1 p.m. Power Luncheon

Hyatt Place Hotel, 1542 North State Highway 360

Seating is limited to 72, so please register at www.gswida.org

Individual Reservation – \$15 • Table of 8 – \$100



GSW's location and pro-business values are key to our continued success

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 I-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. 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 Market Momentum

At the end of first quarter 2009, the overall GSW industrial sub-market was 85.8% occupied, down from 2008 year-end occupancy of 88.1%. GSW experienced negative net absorption as of Q1 2009 primarily due to new development outpacing demand.

On the development front, GSW remains one of the most active markets. During the first quarter, developers delivered 1,553,362 SF of new industrial



Terry Jones

product. This is a dramatic increase when compared to the 603,354 SF delivered Q1 of 2008. Additionally, at the end of the first quarter 2009, the submarket had 1,688,574 SF under construction. This development activity ranks GSW as the most active submarket in terms of product currently under construction.

At closer glance, the GSW flex sector and shallow-bay projects experienced positive absorption, while bulk warehouse projects posted negative absorption. At the end of first quarter 2009, the flex sector absorption was 44,149 SF, and shallow bay distribution market saw positive absorption of 78,827 SF.

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 ensure that GSW will continue to be one of the premier industrial developments in the nation.

Grand Prairie lands one of largest DFW industrial real estate deals

Just when Grand Prairie thought it couldn't get sweeter than landing Farley's & Sather Candy Company's 1.06 million-square-foot distribution center, Solo Cup Company, a leading provider of single-use products used to serve food and beverages, signed a 10-year lease on a 603,354-square-foot distribution facility at the new SH-161 Distribution Center owned by Calwest. The deals are the largest in the DFW over the past year.

The new facility in Grand Prairie will replace one of the company's two Dallas distribution centers, providing an additional 150,000 SF to make up Solo's southwest regional hub distribution center.

"This new state-of-the-art facility, together with our expanding manufacturing facility in Dallas, reinforces the importance of the Dallas area to Solo's ability to serve its customers in the southwestern U.S.," said Tom Pasqualini, executive vice president, global supply chain, Solo Cup Company. "Our great working relationship with the city of Grand Prairie made the decision to expand here a very easy one."

Our Partnership

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

Terry Jones, City of Grand Prairie Economic Development Office, is the Great Southwest Industrial District Association Treasurer.

(President's Message, continued from page 1)

If so, you'd be glad to know all of these questions have already been raised, have been addressed, or are being addressed, by the GSWIDA.

The GSWIDA is not a networking club, city-run organization, or a charity working for the betterment of tomorrow. This is an organization of individuals and companies who do business in the GSW Industrial Park and want to ensure they have the best environment possible to grow and protect their business. By being a member of the GSWIDA you are helping to preserve the vitality of this park and the huge investment

you have made by opening a business here.

By simply being a member you can strengthen the voice we need to bring about change to benefit all of our businesses. Membership is a small investment that will benefit your company in countless ways. We appreciate your renewals, look forward to meeting our new members, and welcome all e-mails and calls about how this Association can help you.

Jim Hazard, of Henry S. Miller, is President of the Great Southwest Industrial District Association.

GSW Industrial Park Commercial Real Estate Deals

366,220 SF ■ Chevron USA ■ Avenue T

603,354 SF ■ Solo Cup ■ SH-161

240,719 SF ■ Dominos Pizza Expansion ■ SH 161

60,000 SF ■ Pathway Facilities Expansion ■ 112th Street

34,983 SF ■ Dallas Morning News ■ 114th St.

SH-161 Opens in Grand Prairie

One phase of the long-awaited five-mile stretch of SH-161 project in Grand Prairie opened the first week of August. The \$216 million toll project allows drivers on the George Bush Turnpike to continue south of State Highway 183 to Interstate 30, creating an alternative route connecting northeast Dallas to Grand Prairie.

The highway lanes now end at I-30, but the service road continues south to Interstate 20 with the exception of a single detour at the UPRR tracks between Main and Jefferson streets in Grand Prairie. The main lanes in that area are expected to be completed by the third quarter of 2012.

The toll road is expected to relieve some of the everyday congestion on Loop 12 to the east and SH-360 on the west, and TxDOT expects some 19,000 to 20,000 motorists will use the road on an average day.

According to the North Texas Rollway Authority, you'll

be able to go 40 miles for \$4.28 with a toll tag. The toll tag price for driving that last stretch between Irving and Grand Prairie is 78 cents. That section includes two northbound and two southbound lanes. Construction on the other half of the highway is expected to be completed by December 2010, expanding the toll road to six lanes.

Work on SH-161 has drawn plenty of interest from the Dallas Cowboys in neighboring Arlington. The team's new stadium is about five miles from the SH-161 service road, which is expected to be an alternative to I-30 or SH-360 for football fans. The Cowboys have estimated that 20 percent of their fans – particularly those from Collin County – would use the SH-161 extension to reach the stadium. The average game is expected to attract 80,000 fans, but that number could increase to close to 100,000 for special events, such as the September home opener.



GSWIDA 8th Annual Invitational Golf Tournament

Thursday, October 22, 2009

Please save the date and join us for an afternoon of fun, excellent food and great golf!

Tierra Verde Golf Club
7005 Golf Club Drive
Arlington, TX

\$150 per player or \$500 per team

12:30 Shotgun Start

Includes lunch and post event reception on the patio at the renowned Ventana Grille at Tierra Verde.

See insert for registration.

Proceeds will benefit the Christian Women's Job Corps



Arlington Road Construction Updates

I-30/Three Bridges

While the newly constructed Center Street Bridge is open and operational, you will notice that the Collins Street Bridge over I-30 has recently been removed to make way for the new bridge at Collins/I-30. Collins Street traffic has been temporarily rerouted to utilize the new Center Street Bridge, with the contractor working to complete the new Collins Street by Thanksgiving.

Division/360 Interchange

As construction of the new Division/360 Interchange is well under way, you will find more detours as new lanes/ramps are constructed. For questions related to the project, you may contact Keith Brooks, City Project Engineer, at keith.brooks@arlingtontx.gov

To stay up-to-date on lane closures, etc. please visit www.keep30moving.org or www.keep360moving.org and sign up for e-mail alerts that will inform you of construction related traffic pattern changes in the area.

Randol Mill Roadway Complete

The recent rebuild of Randol Mill Road from SH 360 east to the Grand Prairie city limit line was completed on schedule at the end of July. All lanes are open and the landscaping and the city's entryway monument installed. If you haven't driven Randol Mill in awhile, please take a look at the much improved roadway. The rebuild of Randol Mill was funded with Bond Election funds at a total cost of \$6.5 million. Signal work is still underway.

Cowboys Stadium Opens



With much fanfare, the Cowboys Stadium officially opened to the public in June with a Texas-sized concert, featuring country music legends George Strait and Reba McEntire. Since its grand opening, the Cowboys Stadium has hosted the Jonas Brothers, CONCACAF Gold Cup soccer and an open house for all Arlington residents.

Additional upcoming events on the stadium's calendar are two pre-season games (Tennessee and San Francisco), Paul McCartney, U2, OU vs. BYU and Texas A&M vs. Arkansas. Please visit <http://stadium.dallascowboys.com/home.cfm> to obtain information on events, tickets, directions, parking, tours and merchandise.



P.O. Box 535127
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(817) 709-9141



Join 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.

To contact the Corporate Offices, call 817-709-9141.

GSW Online!

Visit the Web site for additional news and information:



www.gswida.org