

## New Member Spotlight

Dallas-based Champion Partners, partnered with real estate investor Walter Floyd, purchased a 79-acre tract of land just east of Great Southwest Parkway in Grand Prairie north of Interstate 20 and is planning construction of two rail-served bulk distribution facilities totaling 1.3 million square feet. The property is also just west of the State Highway 161 extension which is currently under construction.

Logistics Crossing I will be a 602,500 sq. foot building fronting along West Marshall

Avenue and construction will begin during the first quarter of 2008. Logistics Crossing II will be a 680,376 sq. foot building fronting along Pioneer Pkwy. Both buildings will be state-of-the-art distribution



**LOGISTICS  
CROSSING**

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facilities with features that include Union Pacific rail service, cross-dock design, 185-ft truck courts, abundant on site truck trailer storage, and di-

rect access to an adjacent truck trailer storage lot with over 250 spaces.

Simultaneously, the partnership has purchased 2401 West Marshall, a 330,000-sq. foot warehouse situated adjacent

to the 79 acres. The building underwent a major \$1 million renovation in 2007 and was immediately leased to Proctor & Gamble. This building, also rail-served by

Union Pacific, features 350 parking spaces, 8000 amps of power, 100 percent HVAC warehouse, with ample available area for trailer storage.

  
**Great Southwest**  
Industrial District Association  
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Building A  
Better Tomorrow"*

# Great Southwest Post

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## What is the highest price I can demand for my gas/mineral rights?

by  
Jim Hazard

Drilling and exploration of the Barnett Shale has been underway for a long time now, and many people have happily signed over their mineral rights to cash in on this great opportunity. However, there are still many who have yet to be approached, yet to sign a lease, worry

about any negative repercussions, or are concerned if they are receiving the best deal possible.

When I speak with property owners in the park, it doesn't matter if the conversation begins with property values, lease rates, or the weather, for often it will drift into how one can maximize the buried value underneath their property. For most of you, a drilling company like Chesapeake has already sent you a lease ready for signature and with a promised check on the way. However, unless you own a very large tract of land, the cost of spending *cont. pg 2*



by  
Terry Jones  
Grand Prairie Economic Development

## Market Update

Editorial Partnership

by  
Walter Floyd  
NAI Huff Partners



### GSW Industrial Posting Strong 3<sup>rd</sup> Quarter

#### GSW Industrial District

The Great Southwest Industrial park is comprised of 77,000,000 s.f. of industrial space just south of DFW Airport deep in the heart of the Metroplex. GSW started in mid-1960 and continues to grow due to its central location and the ability for users to service both Dallas and Fort Worth from one location. In addition to great highway access in and out of the Metroplex through numerous routes, the park lies in both Grand Prairie and Arlington.

#### The Numbers

Overall, 3<sup>rd</sup> Quarter 2007 was positive with some absorption. However, if you take a look at

2007 versus the last three years, GSW has come a long way with 12 straight quarters of positive absorption. Climbing out of a 17% vacancy in 2004, the park combined is a healthy 9%, with Grand Prairie reporting 6%. The other side of the story is rental rates firming an increase in smaller bay product by 25% since 2004 and 10% in larger bay of 100,000 s.f. and greater. Overall, the market has made a strong and steady up hill climb over the last 5 years.

#### What's Fueling This Market?

Good things continue to bless this submarket. 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. The soon to be completed north-south extension of SH-161 will

*cont. pg 2*

*Market Update cont. from pg 1*  
make travel time to North Dallas very easy. All in all, great things are happening in an older market to keep it fresh.

#### **New Projects**

There are others that believe in this submarket as well. Champion Partners will start their development, Logistics Crossing, in late 2007. 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 project is the TX-Flaherty 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 s.f. of industrial space, with a planned third quarter 2008 delivery date. Duke Realty continues to move dirt on a 50-acre site to build Dallas-Fort Worth's largest spec warehouse at I-30 and MacArthur in Grand Prairie. Weighing-in at 1.06 million s.f., the building is the equivalent of seven football fields and slated for delivery in February 2008. After purchasing 130 acres fronting I-30 in 2004, Duke's vision took shape when they partnered with Grand Prairie Economic Development to nail locally based RoomStore for 378,285 s.f. during the first week of dirt work. As the construction crew was packing up to leave, ServiceCraft Logistics leased the remaining 419,758 s.f.

Topping off new developments, Jason's Deli announced plans to construct a state-of-the-art "green" regional distribution facility on I-20 in Grand Prairie. The 82,00 s.f. building will highlight numerous energy saving features such as under-

floor heating to prevent freezer frost heave by utilizing solar collection. As a true partner, Jason's and Grand Prairie will tout this facility as a model for building greener, more environmentally friendly distribution facilities in the future.

#### **Forecast**

With elections around the corner, the papers will make us feel that the overall economy across the country is bad. Our initial reaction is that the economy will slow a little, just because of what people are reading in the news. However, come January 2009, we will see a strong economy and the papers will begin to see the glass as half full.

#### **Our Partnership**

In providing the perfect combination of excellent location, abundant workforce, and pro-business community partnership, GSW offers the best site selection to locate and grow your business. GSW Industrial park is your best choice in 2008.

### **New Stadium Catalyst for Expansion**

In November, the Arlington City Council approved an entertainment district overlay for most of the stadium and ballpark property, extending the district west of Collins to the Truman Street residential neighborhood. The entertainment district overlay would allow a broad mix of uses, including retail, restaurants, bars, apartments and offices.

The Dallas Business Journal published that the Cowboy's new stadium has fueled interest in as many as 90 nearby properties. As reported, Jud Heflin, director of stadium development for Blue Star Development Co., who is developing land around the Dallas Cowboys' new stadium on behalf of owner Jerry Jones, purchased 18 parcels west of the team's new Arlington location. It's a move that could be just the beginning of a land grab in Arlington surrounding the new stadium. Many of the surrounding parcels are quarter-acre lots about four blocks west of the stadium site. The most substantial acquisition is a 6-acre parcel that was the former site of the Bethel Baptist Church. Local developers suspect the Cowboys might be buying up land to bolster parking for the new stadium.

Dallas-based Bruder Co. owns a commercial property at 1010 N. Collins St. in Arlington, has stated that an existing building there might be torn down and replaced by a building that would feature an upscale, two-story restaurant with a clear line of sight to the stadium where patrons would be able to watch the stadium's exterior videoscreen from the restaurant.

*Source - Dallas Business Journal*

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Apex Geoscience, Inc.  
Champion Arlington  
Grand Prairie Economic Development  
Pinnacle Environmental  
Ticor Title

*What is the highest price...cont. from pg 1*

your time to investigate this and paying attorney's fees can negate the potential value of the gas rights. So what can you do?

A GSW Association member has graciously offered to bring in a couple of mineral right attorneys to help consult the local property owners free of charge. Not only will this serve to get all of your questions answered, but provide an opportunity to speak with your neighbors about potentially combining your land together to improve your bargaining positions. If a free consultation session about mineral rights and how they affect you would be of value, please send an email to [gswgasrights@yahoo.com](mailto:gswgasrights@yahoo.com) with your name and contact information.

### **Historical Date for Grand Prairie**

On Friday, January 18, 2008 the new frontage roads for SH 161 (Segment I) between IH-20 and Pioneer Parkway are scheduled to be open to traffic. Traffic signals along this section of roadway will be placed into an "all red" flashing mode for a minimum of at least three days prior to actual the opening. Signalized intersections:

IH-20 and SH 161 (future Lake Ridge)  
Crossland and SH 161  
Mayfield and SH 161  
Arkansas and SH 161  
Pioneer Parkway and SH 161 (W. Freeway)

### **"Congratulations Grand Prairie!"**

In addition to Prime Outlet San Marcos, Prime Retail has announced that it will open a second location in Texas ! The 485,000-square-foot outlet fashion center will be located on I-20 and SH-360 in Grand Prairie. Construction will begin late 2008 and complete by the end of 2009. We're putting in our request for Kate Spade & Versace...and don't forget Restoration Hardware! Visit their website, [www.primeoutlets.com](http://www.primeoutlets.com), for more info.

### **Entertainment District Expansion 360 East Sub-district Development Standards**



You are invited to a public input meeting to create development standards for your area. This area will be an expansion to the City Council adopted Entertainment district and also serve as a transition to the Great Southwest Industrial District.

The 360 East Sub-District is generally bounded by State Highway 360 to the west, the railroad to the south, 106th Street to the east and Road to Six Flags to the north. It also includes the Six Flags Mall area.

Information about the adopted Entertainment District Development Standards is available at [www.arlingtontx.gov/planning](http://www.arlingtontx.gov/planning).

Date: Monday, January 14, 2008  
Time: 6:00 - 7:30 p.m.  
Location: Meeting Room #6  
Arlington Convention Center  
1200 Ballpark Way  
Contact: Gincy Thoppil  
Senior Comprehensive Planner  
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