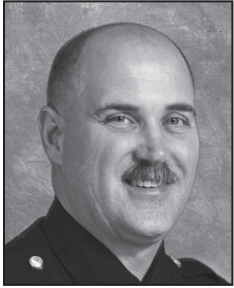


# GSWIDA ★ Newsletter

corporate citizens building a better tomorrow

## Copper Theft: What Can and Should be Done



Barry Hines  
Deputy Chief  
Arlington Police Department

As the price of scrap metals goes up, so does the motivation of criminals to damage your buildings in order to steal copper wiring and even your outside air conditioner unit. Unfortunately, many people find out that the price of scrap metal has risen after they are victimized. If you were to check any newspaper in any major city, you would find at least one article on the theft of copper or other metals.

Theft of metals is a nationwide problem and no segment or industry is spared from the affects of this crime. As commodity prices rise, the theft of metals increases and the GSW Industrial Park, unfortunately, is not immune to this problem.

Nevertheless, there are things that you can do to help reduce the likelihood that your business will become the next victim. Thieves may target any location, but the trend is for them to hit vacant buildings or commercial businesses on the weekends. In order to protect

your property, tighten up access to it, keep your property well lit, utilize remotely monitored cameras and install an alarm. For outside air conditioner units, consider installing a cage around the unit. The latest alarm technology even allows alarm companies to activate if copper wire is being tampered with or an air conditioner unit is moved. Technology like this can pay for itself by reducing your losses and it also increases the likelihood that the suspect will be arrested.

But deterrence efforts and arrests are not enough; more needs to be done to decrease the ease of selling stolen scrap metal, thus reducing the profitability of the crime. To combat the scrap metal theft problem, 28 states and scores of municipalities around the country have passed laws regulating the purchase of scrap metal. In Texas there are currently five bills being considered to strengthen our existing laws: HB 87,

*The June 16th Luncheon will feature a presentation by Deputy Chief Barry Hines on current crime activity at the Industrial Park and prevention tips.*

*(Copper Theft, continued page 2)*

## Power Luncheon to Address Future of Natural Gas in America

The exploration of the Barnett Shale has brought tremendous revenues to local governments, schools, and to many homeowners as well. With this has come a lot of uncertainty and questions such as: How close can a drill site be placed to a home? Is drilling good for the environment? What is the value of a mineral lease? Do drilling rigs and pipeline pose a danger to neighborhoods and businesses? Should I support drilling in my city? What is the future of natural gas in America?

While the Barnett Shale has broad economic, social and environmental effects, there is far too much uncertainty on such an important topic. To help understand the Barnett Shale exploration, as well as the positive and negative consequences of it, the GSWIDA is pleased to present our keynote speaker, Ed Ireland. Ed is the Executive Director of the Barnett Shale Energy Council which is a consortium of seven of the leading energy companies operating in the Barnett Shale. With an operational expertise and a deep knowledge of economic analyses in the oil and gas industry, Ed will lead an insightful presentation on the past, present and future of natural gas exploration in the Barnett Shale as well as its affect on our communities.

Please join us on Thursday, June 16. Seating will be limited to only 75, so please proceed to [gswida.org](http://gswida.org) to reserve your spot.

### QUARTERLY LUNCHEON

#### The Future of Natural Gas

Featuring Ed Ireland, Ph.D.  
Executive Director

Barnett Shale Energy Education Council

#### GSW Crime Update

Featuring Barry Hines  
Deputy Chief, Arlington Police Department

**Thursday, June 16, 2011**

**11:30 a.m. • \$15 per person**

**Crowne Plaza Arlington  
700 Avenue H East, Arlington, Texas**

**Register by Friday, June 10,  
at [gswida.org](http://gswida.org)**

*(Copper Theft, from page 1)*

HB 249, HB 1024, HB 1242, and SB 694. All five of the bills are similar and work to address several key issues. While each bill has its merits, one sound idea echoed in several of the bills is delaying payment to the seller. This removes the immediate gratification and reward that many criminals need. This can be accomplished by requiring the scrap metal dealer to pay the seller by check or an even stronger provision would be require the check be mailed to a physical address. The latter of the two not only ensures the seller must correctly identify him or herself and provide a current address. You can find more information at [www.capitol.state.tx.us](http://www.capitol.state.tx.us). By combining what we can do now with what we should do, we can make metal thefts a thing of the past.

**TIPS ON PREVENTING METAL THEFTS:**

**Increase your outside lighting.** It is one of the cheapest and most effective deterrents.

**Protect air conditioner units** with locked metal cages.

**Install a security camera.** The more sophisticated systems even allow you to monitor them remotely.

**Install an alarm system** that monitors your copper wiring and your air conditioner units.

**Harden access to buildings roofs** by removing anything that makes roof access easy.

**Secure your property** with good quality pad locks, door locks and window locks.

**Trim or remove shrubbery** that allows criminals to hide from view on your property.

**Prominently place signs** around the property indicating the presence of a surveillance or security system to deter thieves.

**Mark metals** with your company's name using paint, decals or engraving equipment.

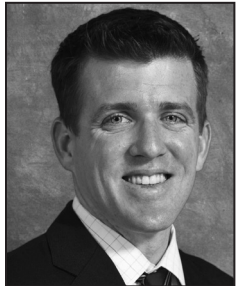
**Make sure someone is present** when supplies such as copper wiring are delivered to your business, so the materials can be immediately secured.

**Don't receive supplies earlier than you need them.** The longer metal is onsite and unused, the bigger the risk of theft.

**Create a master list** of all of your equipment and record the serial number of each.

**Replace your copper wire with copper clad wire.** If you are victimized, consider replacing your copper wire with copper clad wire, which is less desirable to thieves.

## Real Estate Market in Trouble... Truth or Rumor?



*Jim Hazard*  
GSWIDA President

A common perception is that the real estate market remains a complete Tenant and Buyer's market with little hope in the near future. While Q2 and Q3 of 2010 proved this trend true, activity has been strong in Q4 of 2010 with positive signs continuing in Q1 of 2011. Market conditions may not be near that of 2006 and 2007, but the days of desperate landlords and sellers is coming to an end. For this discussion, let's break the market into investment sales, user sales, and the leasing market.

**Investment Sales:** With uncertainty in the stock market compounded with inflation concerns, the equity markets have seen a flood of cash seeking security in commercial real estate. CAP rates, the rate of return a buyer accepts for the income stream of a commercial property, have become compressed to pre-recession levels. Multifamily sales have lead the recovery, and Class A office and industrial properties have become aggressively fought over as well. Demand

has far exceeded supply of available institutional grade property making even riskier investments like sale-leasebacks very desirable. More than one investor has commented finding product to buy has become more challenging than when the economy was hot.

**User Sales:** While the economy may not be recovered, it has seemingly stabilized with small yet positive signs of growth. Combined with historically low interest rates, which cannot remain bottom-out for much longer, many companies are realizing this is the time to buy. There remains a significant gap in the bid-ask spread with buyers believing every building should trade between \$10-\$20 per square foot (SF); however, ask yourself, is your property only worth that much? Yes, if you are willing to buy a foreclosed property or a dilapidated asset and incur the associated risks, there are opportunities below \$20 per SF. However, for functional assets in good condition set expectations around these loose standards for a +/- 50,000 SF industrial property: South of I-30 \$28-\$34SF and \$36-\$42 per SF when North of I-30. There is a litany of factors which could raise and lower these prices, but please allow me some generalities.

**The Lease Market:** Overall vacancy in the market remains close to 16%, but in an industrial park started in the '50s there is a lot of functionally obsolete product which skews this stat. While there was 1.6mm SF of positive absorption in Q1 of 2011, compared to negative 40,000 SF absorption in Q4 of 2010, this remains a tenant's market. Effective rental rates remain low with little rental rate growth, but concessions such as tenant improvements and abated rent are decreasing with every executed deal. Recently, I have sought similar rental proposals to what was offered late 2010. However, I have been discovering more confident landlords politely declining my requests and countering with much reduced concessions. There remain tremendous lease opportunities for Tenant's in this market, but I do not feel it will take much more absorption for this market to trend in the landlord's favor. Do not hold onto a great lease proposal expecting it to improve tomorrow for time is becoming a landlord's best friend.

For a market review of the entire Metroplex, please visit [www.gswida.org](http://www.gswida.org) and download the Delta Report titled, "DFW Outlook Q1 2011."



## GSW Industrial Park Launches B2B Website for Members

Great News! The Association has launched our new Business to Business Member Program to “support” the GSW Industrial Park. The SupportGSW.com website is providing the Great Southwest Industrial Park with a central showcase for Association members to create a strong link between national and local businesses and the GSW Industrial Park’s enormous manufactured goods, product lines and services, while promoting the Industrial Park on a national level to companies searching North Texas to expand or relocate.

Our message is solid... *Locate to the GSW Industrial Park and become a business neighbor to over 3,000 companies and 60,000 employees.* The more we learn about the businesses in GSW and the more we increase communication amongst one another, the more value we can create throughout the Park.

This is a great tool to promote sales and upcoming events at your facility, such as grand openings and new product launches. Even if your company targets a different market or clientele, it will be great to have this information for your Association partners.



I will be personally contacting every member of the Association within the next 30 days to assist in creating your account and personalizing your website. If you are as excited as I am and want your website up and running without delay, call me!

J.R. Page  
GSW Business to Business Webmaster  
(817) 394-5600

## Congress Repeals 1099 Reporting Requirements

Originally contained in the Patient Protection and Affordable Care Act, employers would be required to disclose the value of the benefits they provided for each employee’s health insurance coverage on the employees’ annual W-2 Form.

The House of Representatives passed the Comprehensive 1099 Taxpayer Protection and Repayment of Exchange Subsidy Overpayments Act of 2011 (**H.R.4**) on March 4, 2011, by a vote of 112-15, and the Senate passed **H.R. 4** on April 5 by a vote of 87-12, showing overwhelming support for the repeal. The repeal measure was supported by the White House, and President Barack Obama signed a bill in April repealing this provision because it was burdensome to small businesses.

**Background:** Under the existing law, businesses must notify the IRS on the 1099 Form of certain payments to individuals for certain services or property over a reporting threshold of \$600. But from December 31, 2011, the requirements were going to be changed so that payments to corporations and individuals must also be reported. Originally expected to raise \$17 billion over 10 years, the amendments made by the Act were designed to apply to payments made by businesses after December 31, 2011, but will no longer apply because of the repeal of the section.

## Job Fair Draws Large Crowd in Arlington, Mayor Speaks

More than 50 employers and more than 800 job seekers attended a job fair on April 19 hosted by Workforce Solutions for Tarrant County and ArlingtonAnswers.com.

Mayor Robert Cluck also attended the job fair, which took place at Grace Community Church in Arlington, and spoke to the crowd.

“The economic downturn that has gripped our nation hasn’t spared Arlington. The recession means that more people than ever are unemployed and having a tough time,” Cluck said. “Lots of folks are looking for answers on how to get back on track. Many organizations have stepped up to the plate to help our citizens and our community. As Mayor, I applaud the efforts of ArlingtonAnswers.com to provide real answers for our citizens needs. Although it takes a community to build a community, everyone can serve.”

Since the job fair was held in April, many of the job seekers who attended have been interviewed by the various companies and received job offers. The job fair was a great success and another one will be planned again in Arlington for the fall of 2011.



Arlington Mayor Robert Cluck (center) speaks to the crowd at the April 19th job fair, commending the efforts of Workforce Solutions and ArlingtonAnswers.com in assisting community during recession.

# BUSINESS NETWORKING BREAKFASTS

What are the benefits of participating and attending the GSW Industrial Park's Business Breakfast networking events?

*Giving back:* You should get a warm fuzzy feeling from helping others.

*Contacts:* You may gain friends or colleagues that work in similar fields.

*Advertisements:* Potential opportunities to highlight your sites and projects.

*Education:* You can learn plenty by helping or chatting about subjects.

*Reputation:* Helping others and showcasing your talent boosts credibility.

*Experience:* You gain communication skills which may help you gain clients.

*Job prospects:* Regular contributors may be offered full time (paying) jobs.

*New Business:* Gain new business while exchanging leads.

Free for members of the GSWIDA, \$10 for non-members.

7:45 a.m. - 3rd Tuesdays of each month • Crown Plaza Arlington

Every other month networking is held at a different member location



Call me if you would like to be included in my monthly email reminder. Visit [www.gswida.org](http://www.gswida.org) for more information.

*Jessica Romo*

*GSW Leads and Networking Planning*

*(469) 879-5377*

*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](http://www.gswida.org), click on "Membership," pay online or download an application to mail.

*Corporate citizens building  
a better tomorrow*

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*Great Southwest Industrial District Association Newsletter • Editor: Terry Jones • Design: Whitney Fowler*

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**P.O. Box 535127**

**Grand Prairie, Texas 75053**

**(817) 709-9141**