

**MEETING OF THE BOARD OF  
DIRECTORS OF THE  
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**AGENDA  
AUGUST 20, 2024 AT 4:00p.m.  
ARLINGTON CITY HALL  
COUNCIL BRIEFING ROOM  
3<sup>RD</sup> FLOOR  
101 W. ABRAM STREET  
ARLINGTON, TX 76010**

Members of the public who wish to speak on a listed agenda item for action will be asked for their comments at the appropriate time.

- I. Call to Order
- II. Consideration of Minutes
  - A. July 30, 2024 Meeting
- III. Standing Reports
  - A. Financial Report
  - B. Real Estate Report
  - C. Industry Spotlight Report
- IV. Budget Presentation
- V. Executive Session

Discussion of matters permitted by the following sections of V.T.C.A, Government Code, Chapter 551:

  - A. Section 551.087, Deliberation Regarding Economic Development Negotiations
    1. Offers of Incentives to Business Prospects
  - B. Section 551.072, Deliberation Regarding Real Property
    1. Discussion regarding the possible purchase, exchange, lease, or value of real property for eligible projects of the Arlington Economic Development Corporation.
- VI. Executive Director's Report
  - A. Staffing Update
  - B. New Offices Update
  - C. Accelerator Strategy
  - D. Recent Presentations
- VII. Future Agenda Items
- VIII. Adjourn

**MEETING OF THE BOARD OF DIRECTORS  
OF THE  
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**MINUTES OF THE  
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS  
July 30, 2024**

The Board of Directors of the Arlington Economic Development Corporation convened in Regular Session on July 30, 2024, at 4:00p.m., in Arlington City Hall, 3<sup>rd</sup> Floor, 101 W. Abram Street, Arlington, Texas, with the meeting being open to the public and notice of said meeting, giving the date, place and subject thereof, having been posted as prescribed by V.T.C.A., Government Code, Chapter 551, with the following members present, to-wit:

Board Members:

Michael Jacobson	§	President
Mojoy Haddad	§	Vice President
John Whiteley	§	Treasurer
Gerald Alley	§	Board Member
Carmenza Moreno	§	Board Member

Absent:

Jollyn Mwisongo	§	Secretary
Kate Miller	§	Board Member

And

Marty Wieder	Executive Director
Trey Yelverton	City Manager
Lyndsay Mitchell	Director of Strategic Initiatives
Jasmine Amo	Specialist
Gus Garcia	Director of Economic Development
Jonathan Moss	Senior Attorney
Raja Saravanan	Business Intelligence and Marketing Analyst
April Nixon	Director of Finance, CFO
Ethan Klos	Treasurer
Erin Clark	Public Funds Administrator
Stephanie Dimas	Senior Public Funds Analyst
Marcus Young	Economic Development Specialist
Josh Mejia	Economic Development Specialist
Kevin McGlaun	Real Estate Consultant
Erica Yingling	Coordinator

I. Call to Order

President M. Jacobson called the meeting to order at 4:02p.m.

## II. Consideration of Minutes

### A. June 18, 2024 Meeting

Vice President M. Haddad made a motion to approve the minutes of the June 18, 2024 Board meeting. Seconded by Board Member G. Alley, the motion carried with 4 ayes and 0 nays.

Approved

## III. Standing Reports

- A. Financial Report
- B. Real Estate Report
- C. Industry Spotlight Report

## IV. Item for Action

- A. Approve a resolution authorizing the Executive Director of the Arlington Economic Development Corporation to execute a professional services contract for the E-Space architect and engineering team with M. Arthur Gensler Jr. & Associates, Inc., dba Gensler, of San Francisco, California, in an amount not to exceed \$691,170.

Lyndsay Mitchell, Director of Strategic Initiatives, presented the resolution for consideration.

Board Member G. Alley made a motion to approve the resolution. Seconded by Vice President M. Haddad, the motion carried with 4 ayes and 0 nays.

AEDC RESOLUTION NO. 24-011

- B. Approve a resolution authorizing the use of the Construction Manager-at-Risk procurement method of construction for the E-Space manufacturing facility.

Lyndsay Mitchell, Director of Strategic Initiatives, presented the resolution for consideration.

Vice President M. Haddad made a motion to approve the resolution. Seconded by Treasurer J. Whiteley, the motion carried with 4 ayes and 0 nays.

AEDC RESOLUTION NO. 24-012

- C. Approve a resolution authorizing the Executive Director of the Arlington Economic Development Corporation to execute a professional services contract for the conceptual design of the Arlington Economic Development Corporation Welcome Center at Choctaw Stadium, with Selbert Perkins Design, Inc., in an amount not to exceed \$106,700.

Lyndsay Mitchell, Director of Strategic Initiatives, presented the resolution for consideration.

Vice President M. Haddad made a motion to approve the resolution. Seconded by Board Member G. Alley, the motion carried with 4 ayes and 0 nays.

#### AEDC RESOLUTION NO. 24-013

- D. Approve a resolution authorizing the Executive Director of the Arlington Economic Development Corporation to execute a construction services contract for the AEDC Office Relocation with Cowboys Roofing LLC, dba DSA Contractors, of Irving, Texas, in an amount not to exceed \$497,614.

Lyndsay Mitchell, Director of Strategic Initiatives, presented the resolution for consideration.

Vice President M. Haddad made a motion to approve the resolution. Seconded by Treasurer J. Whiteley, the motion carried with 4 ayes and 0 nays.

#### AEDC RESOLUTION NO. 24-014

### V. Executive Session

At 4:23p.m., President M. Jacobson announced that the Board would convene in Executive Session.

Discussion of matters permitted by the following sections of V.T.C.A, Government Code, Chapter 551:

- A. Section 551.087, Deliberation Regarding Economic Development Negotiations
  - 1. Offers of Incentives to Business Prospects

Board Member C. Moreno arrived at 4:47p.m.

At 5:48p.m., President M. Jacobson announced the Executive Session was adjourned, and the Board immediately reconvened in Open Session.

- VI. Executive Director's Reports
  - A. Board Member Open Position
  - B. SCORE Cohort Selection
  - C. Hiring Update
  - D. Accelerator Strategy Research
  - E. Recent and Upcoming Presentations

Marty Wieder, Executive Director, presented.

- VII. Future Agenda Items

President M. Jacobson requested information on data centers.

- VIII. Adjourn

There being no further business, the meeting was adjourned at 6:05p.m.

**COA Expenditures by Cost Center**

Budget Structure Non-Operating Budget  
 Amount Type Activity  
 Period FY24 - Jun  
 Cost Center Hierarchy Economic Development Corporation  
 From Budget Date 10/1/2023  
 To Budget Date 9/30/2024

Cost Center	Budget Appropriation	Current Monthly Expenditures	Expenditures to Date	Encumbrances	Actuals + Obligations	Unexpended Balance	%Exp
<b>CC973005 Economic Development Corporation Projects</b>	<b>69,016,963</b>	<b>-</b>	<b>11,256,500</b>	<b>17,100</b>	<b>11,273,600</b>	<b>57,743,363</b>	<b>16.33%</b>
61000:Purchase/Contract	69,016,963	-	11,256,500	17,100	11,273,600	57,743,363	16.33%
<b>CC973010 Economic Development Corporation Operations</b>	<b>3,918,114</b>	<b>202,862</b>	<b>1,109,136</b>	<b>179,518</b>	<b>1,288,654</b>	<b>2,629,460</b>	<b>32.89%</b>
50000:Salaries and Wages	674,492	34,211	310,322	-	310,322	364,170	46.01%
55000:Benefits	174,572	8,397	75,531	-	75,531	99,041	43.27%
60000:Supplies	400,000	7,374	88,564	-	88,564	311,436	22.14%
61000:Purchase/Contract	700,000	25,038	339,145	134,046	473,191	226,809	67.60%
62000:Utilities	20,000	-	-	-	-	20,000	0.00%
63000:Maintenance and Repair	1,000,000	21,435	45,134	216	45,350	954,650	4.54%
65000:Miscellaneous Expense	755,000	103,870	206,599	44,605	251,205	503,795	33.27%
66000:Travel and Training	188,050	2,588	42,775	650	43,425	144,625	23.09%
67000:Interdepartmental Expense	6,000	(50)	1,067	-	1,067	4,933	17.78%

**SALES TAX REVENUES**

TOTAL	18,363,518	Sales Month	Revenue Received
	2,121,335	October 2023	December 2023
	2,016,327	November 2023	January 2024
	2,254,491	December 2023	February 2024
	1,635,459	January 2024	March 2024
	1,732,787	February 2024	April 2024
	2,300,118	March 2024	May 2024
	2,012,647	April 2024	June 2024
	2,102,944	May 2024	July 2024
	2,187,410	June 2024	August 2024
		July 2024	September 2024
		August 2024	October 2024
		September 2024	November 2024

**Budget Structure**

**Amount Type**

**Period**

**Cost Center Hierarchy**

**From Budget Date**

**To Budget Date**

Non-Operating Budget

Activity

FY24 - Jun

Economic Development Corporation

10/1/2023

9/30/2024

Cost Center	Budget Appropriation	Current Monthly Expenditures	Expenditures to Date	Encumbrances	Actuals + Obligations	Unexpended Balance	%Exp
<b>CC973005 Economic Development Corporation Projects</b>	<b>69,016,963</b>	<b>-</b>	<b>11,256,500</b>	<b>17,100</b>	<b>11,273,600</b>	<b>57,743,363</b>	<b>16.33%</b>
61000:Purchase/Contract	69,016,963	-	11,256,500	17,100	11,273,600	57,743,363	16.33%
SC0533 - Special Services	-	-	11,255,000	-	11,255,000	(11,255,000)	0.00%
SC0574 - Professional Services	69,016,963	-	1,500	17,100	18,600	68,998,363	0.03%
<b>CC973010 Economic Development Corporation Operations</b>	<b>3,918,114</b>	<b>202,862</b>	<b>1,109,136</b>	<b>179,518</b>	<b>1,288,654</b>	<b>2,629,460</b>	<b>32.89%</b>
50000:Salaries and Wages	674,492	34,211	310,322	-	310,322	364,170	46.01%
SC50002 - Salaries: Operations	674,492	34,211	300,452	-	300,452	374,040	44.55%
SC50010 - Salaries: Terminal Pay	-	-	9,869	-	9,869	(9,869)	0.00%
55000:Benefits	174,572	8,397	75,531	-	75,531	99,041	43.27%
SC0805 - Deferred Comp 401K Payable	-	-	-	-	-	-	0.00%
SC0809 - Cigna Life Insurance Payable	-	-	-	-	-	-	0.00%
SC0810 - L-T Disability Payable	-	-	-	-	-	-	0.00%
SC50004 - Benefits: Longevity/Stability	210	-	168	-	168	42	80.00%
SC55000 - Benefits : Worker's Comp	763	51	445	-	445	318	58.34%
SC55001 - Benefits : Employee Retirement	72,626	3,826	33,179	-	33,179	39,447	45.69%
SC55002 - Benefits : Disability Income Plan	1,484	63	691	-	691	793	46.59%
SC55003 - Benefits : Employee Insurance	64,022	2,348	22,095	-	22,095	41,927	34.51%
SC55005 - Benefits : Medicare	9,779	500	4,524	-	4,524	5,255	46.26%
SC55008 - Benefits : Thrift Plan	18,096	1,161	10,418	-	10,418	7,678	57.57%
SC55009 - Benefits : Car Allowance	5,200	400	3,571	-	3,571	1,629	68.68%
SC55010 - Benefits : Phone Allowance	2,392	46	439	-	439	1,953	18.33%
60000:Supplies	400,000	7,374	88,564	-	88,564	311,436	22.14%
SC0500 - Office Supplies less than \$5,000	10,000	76	1,544	-	1,544	8,456	15.44%
SC0514 - Other Supplies	3,000	-	-	-	-	3,000	0.00%
SC0516 - Supplies/Computer Hardware	22,000	-	6,901	-	6,901	15,099	31.37%
SC0517 - Office Furniture less than \$5,000	60,000	-	-	-	-	60,000	0.00%
SC0521 - Cost Of Food & Beverage	25,000	-	2,160	-	2,160	22,840	8.64%
SC0531 - Rental	30,000	-	-	-	-	30,000	0.00%
SC0675 - Supplies/Computer Software	250,000	7,298	77,959	-	77,959	172,041	31.18%
61000:Purchase/Contract	700,000	25,038	339,145	134,046	473,191	226,809	67.60%
SC0533 - Special Services	500,000	17,600	261,295	80,032	341,327	158,673	68.27%
SC0574 - Professional Services	200,000	7,438	77,850	54,014	131,864	68,136	65.93%
62000:Utilities	20,000	-	-	-	-	20,000	0.00%
SC0578 - Electric Service	20,000	-	-	-	-	20,000	0.00%
63000:Maintenance and Repair	1,000,000	21,435	45,134	216	45,350	954,650	4.54%
SC0583 - Maintenance of Buildings	1,000,000	21,435	45,134	216	45,350	954,650	4.54%
65000:Miscellaneous Expense	755,000	103,870	206,599	44,605	251,205	503,795	33.27%
SC0658 - Advertising	750,000	103,866	206,485	44,605	251,091	498,909	33.48%
SC0735 - Employee Reimbursement - non travel/training	5,000	5	114	-	114	4,886	2.28%
66000:Travel and Training	188,050	2,588	42,775	650	43,425	144,625	23.09%
SC0668 - Membership	50,000	-	17,464	-	17,464	32,536	34.93%
SC0669 - Training	10,000	75	4,122	650	4,772	5,228	47.72%
SC0670 - Registration	78,050	2,000	4,253	-	4,253	73,797	5.45%
SC0671 - Travel	50,000	513	16,936	-	16,936	33,064	33.87%
SC0675 - Supplies/Computer Software	-	-	-	-	-	-	0.00%
67000:Interdepartmental Expense	6,000	(50)	1,067	-	1,067	4,933	17.78%
SC0500 - Office Supplies less than \$5,000	-	(50)	(1)	-	(1)	1	0.00%
SC0633 - General Services Charges	6,000	-	1,067	-	1,067	4,933	17.79%

**FD8050 Arlington Economic Development Corporation  
 CC973005 Economic Development Corporation Projects  
 FY23 EDC Project Expenditures Detail by Month**

**NOTE: There were no project related expenditures in October, November, December, March, and June**

**JANUARY**

Amount	Transaction Date	Payee	Purpose
1,000,000.00	1/24/2024	Bell Textron, Inc.	Bell Textron AEDC Performance Agreement grant #2
1,500.00	1/26/2024	TERRY RUTLAND	Center Street Gateway Project: construction fence removal
<b>1,001,500.00</b>			

**FEBRUARY**

Amount	Transaction Date	Payee	Purpose
500,000.00	2/28/2024	Sportec	Startup costs reimbursement
250,000.00	2/28/2024	Sportec	Certificate of Occupancy
<b>750,000.00</b>			

**APRIL**

Amount	Transaction Date	Payee	Purpose
9,500,000.00	4/1/2024	GKY Realty LTD	EDC Contribution towards purchase of Airport FBO
<b>9,500,000.00</b>			

**MAY**

Amount	Transaction Date	Payee	Purpose
5,000.00	5/7/2024	MedHab	TMAC project
<b>5,000.00</b>			

**Summary by Project**

1,000,000.00	Bell Textron	
1,500.00	Center Street Gateway Project	
750,000.00	Sportec	
9,500,000.00	GKY Realty LTD	
5,000.00	MedHab	TMAC project
<b>11,256,500.00</b>	<b>Total</b>	



**Economic Development Corporation**

**Pro Forma**

Report Date: 08.14.2024

FD8050 CC 973010 (Operations) and CC 973005 (Projects)

	ACTUALS			PROJECTIONS						
	1 FY21	2 FY22	3 FY23	4 FY24	5 FY25	6 FY26	7 FY27	8 FY28	9 FY29	10 FY30
<b>Beginning Balance</b>	-	<b>10,853,564</b>	<b>33,352,739</b>	<b>55,006,031</b>	<b>67,105,259</b>	<b>73,724,659</b>	<b>67,478,251</b>	<b>86,831,384</b>	<b>105,280,996</b>	<b>127,505,832</b>
<b>Revenues</b>										
Sales Tax Revenue	11,164,714	24,115,528	23,849,011	25,000,735	26,219,454	27,006,038	27,816,219	28,650,705	29,510,226	30,395,533
Interest	-	137,745	912,453	2,014,149	2,684,210	2,948,986	2,699,130	3,473,255	4,211,240	5,100,233
Miscellaneous Revenue	-	2	24,750	-	-	-	-	-	-	-
Reserve for Incr/Decr in FMV of Investments	-	(877,675)	248,816	-	-	-	-	-	-	-
Reserve for Accrued Comp Absences	-	(10,666)	-	-	-	-	-	-	-	-
<b>Total Revenues</b>	<b>11,164,714</b>	<b>23,364,934</b>	<b>25,035,029</b>	<b>27,014,884</b>	<b>28,903,664</b>	<b>29,955,024</b>	<b>30,515,349</b>	<b>32,123,961</b>	<b>33,721,466</b>	<b>35,495,767</b>
<b>Interfund Transfers</b>										
Transfer to General Fund - Direct Support	-	(227,363)	(254,250)	(257,737)	(479,123)	(493,497)	(508,302)	(523,551)	(539,257)	(555,435)
Transfer to General Fund - Indirect Support	-	-	-	-	(516,474)	(531,968)	(531,968)	(531,968)	(547,927)	(547,927)
<b>Total Transfers</b>	<b>-</b>	<b>(227,363)</b>	<b>(254,250)</b>	<b>(257,737)</b>	<b>(995,597)</b>	<b>(1,025,465)</b>	<b>(1,040,270)</b>	<b>(1,055,519)</b>	<b>(1,087,184)</b>	<b>(1,103,362)</b>
<b>Expenditures</b>										
	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
<b>EDC Operations</b>										
YTD Actuals (see monthly budget report)	(311,151)	(638,396)	(1,318,221)	(1,288,654)	-	-	-	-	-	-
Remaining current year budget for EDC Operations	-	-	-	(562,765)	-	-	-	-	-	-
Projected future budget	-	-	-	-	(4,643,334)	(4,782,634)	(4,926,113)	(5,073,896)	(5,226,113)	(5,382,896)
<b>Total Operations</b>	<b>(311,151)</b>	<b>(638,396)</b>	<b>(1,318,221)</b>	<b>(1,851,419)</b>	<b>(4,643,334)</b>	<b>(4,782,634)</b>	<b>(4,926,113)</b>	<b>(5,073,896)</b>	<b>(5,226,113)</b>	<b>(5,382,896)</b>
<b>Projects - Active Incentive Agreements</b>										
Bell Textron Inc.	-	-	(1,000,000)	(1,500,000)	-	-	-	-	-	-
Six Flags Southeast Project / Intercon Environmental	-	-	(286,316)	-	-	-	-	-	-	-
Center Street Gateway Project	-	-	(5,845,034)	(1,500)	-	-	-	-	-	-
First Rate	-	-	(500,000)	(500,000)	(500,000)	-	-	-	-	-
TMAC	-	-	-	(5,000)	(95,000)	-	-	-	-	-
Small Business Initiatives	-	-	-	(550,000)	(550,000)	(550,000)	(550,000)	(550,000)	(550,000)	(550,000)
Sportec (startup incentive)	-	-	-	(750,000)	(250,000)	-	-	-	-	-
Sportec (hiring grant)	-	-	-	-	(10,000)	(10,000)	(12,500)	-	-	-
Town North Redevelopment	-	-	-	-	-	-	-	(2,361,600)	-	-
Go For Three / Sheraton redevelopment - 6(a) Parking Facility Contributions	-	-	-	-	(2,333,333)	(2,333,333)	(2,333,333)	(2,333,333)	(2,333,333)	(2,333,333)
Go For Three / Sheraton redevelopment - 5(a) Permit/Completion Guarantee	-	-	-	-	-	(5,000,000)	-	-	-	-
FBO property acquisition / airport development	-	-	-	(9,500,000)	-	-	-	-	-	-
Espace	-	-	-	-	(2,500,000)	(22,500,000)	(2,300,000)	(2,300,000)	(2,300,000)	(2,300,000)
Eden Cooper Business Park	-	-	-	-	(3,407,000)	-	-	-	-	-
Project Orange   VBI Group, Inc. dba Ikon Technologies	-	-	-	-	(7,000,000)	-	-	-	-	-
<b>Total Active Incentive Projects</b>	<b>-</b>	<b>-</b>	<b>(7,631,350)</b>	<b>(12,806,500)</b>	<b>(16,645,333)</b>	<b>(30,393,333)</b>	<b>(5,195,833)</b>	<b>(7,544,933)</b>	<b>(5,183,333)</b>	<b>(5,183,333)</b>
<b>TOTAL EXPENDITURES</b>	<b>(311,151)</b>	<b>(865,759)</b>	<b>(9,203,821)</b>	<b>(14,915,656)</b>	<b>(22,284,264)</b>	<b>(36,201,432)</b>	<b>(11,162,216)</b>	<b>(13,674,348)</b>	<b>(11,496,631)</b>	<b>(11,669,592)</b>
Value of Fixed Assets (Land)	-	-	5,822,084	-	-	-	-	-	-	-
<b>Ending Balance</b>	<b>10,853,564</b>	<b>33,352,739</b>	<b>55,006,031</b>	<b>67,105,259</b>	<b>73,724,659</b>	<b>67,478,251</b>	<b>86,831,384</b>	<b>105,280,996</b>	<b>127,505,832</b>	<b>151,332,006</b>

italics indicate projections

^^^ "prior year funding available for new projects" is a placeholder to demonstrate that there are funds leftover from prior years that can be utilized during any year for any adopted project; these amounts will change periodically as this pro forma is updated

**REVENUE Assumptions:**

FY24 Sales Tax Revenue projections based on actuals to-date plus assumption for remaining months of the year; FY25 is based on projected budget; all out years assume 3% growth  
 FY24 interest projections based on revenues to-date plus assumptions about the remaining months; all out years are calculated based on the prior year ending balance multiplied by 4%

**Operations EXPENDITURE Assumptions:**

FY24 operations expenditure projections based on actuals to-date plus assumptions for the remaining months, which includes one-time expenditure of \$1m for tenant improvement expenses at Choctaw Stadium  
 FY25 is based on proposed budget, which includes \$1m for one-time construction costs at Choctaw Stadium; indirect costs for city services; and funding for all positions shown in the previously approved organization chart  
 FY26 and beyond operations expenditure projections assume 3% growth, with the exception of indirect costs: this amount is based on a citywide cost study which is performed once every three years

**Projects EXPENDITURE Assumptions:**

Bell Textron payment years based on project commencement/completion deadlines per the agreement.  
 Town North payment projected in FY28 based on 12/31/2027 project completion deadlines; timing subject to change.  
 Six Flags Southeast Project: actual expenditure includes purchase price and closing costs.  
 Center Street Gateway Project: projection includes purchase price, attorneys fees and commissions; additional closing costs to be determined.  
 First Rate will be paid \$500k per year for three years for a total of \$1.5m.  
 Partnership with Texas Manufacturing Assistance Center (TMAC) are estimated expenditures per year for a total of \$100k total. Any funds not spent in a fiscal year are budgeted in the following fiscal year until all funds expended.  
 Projected amounts for previously-approved projects for any given fiscal year are shown based on anticipated timing of payouts.  
 In any given fiscal year, the anticipated project payouts for that year are budgeted, and all remaining unencumbered fund balance is shown as available for project funding.  
 In the event a project is approved during a fiscal year that will result in a payout that same fiscal year, the budget will be increased by that amount at the time of contract approval.

# City of Arlington Industrial Overview

August 2024 Report



## ARLINGTON SUBMARKET

The Arlington submarket is a secondary distribution node between Fort Worth and Dallas. While industrial inventory is scattered throughout the submarket, there is a concentration of higher-quality stock built at the intersection of I-20 and State Highway 360. Most space skews smaller compared to nearby major industrial nodes. Only seven buildings in this submarket are larger than 500,000 SF, and major tenants fully lease all of them, including Rooms to Go and UPS. New leasing and construction are low and steady for this submarket, keeping vacancies below the DFW market average.

12 Mo Deliveries in SF

**1.4M**

12 Mo Net Absorption in SF

**527K**

Vacancy Rate

**7.4%**

Market Asking Rent Growth

**6.8%**

AVAILABILITY	SUBMARKET	MARKET
Market Asking Rent/SF	\$9.65 ↓	\$9.76 ↓
Vacancy Rate	7.4% ↓	9.8% ↓
Vacant SF	2.2M ↓	117M ↓
Availability Rate	7.7% ↓	11.3% ↓
Available SF Direct	2.2M ↓	125M ↓
Available SF Sublet	80.7K ↓	12.4M ↓
Available SF Total	2.3M ↓	136M ↓
Months on Market	7.4	6.0

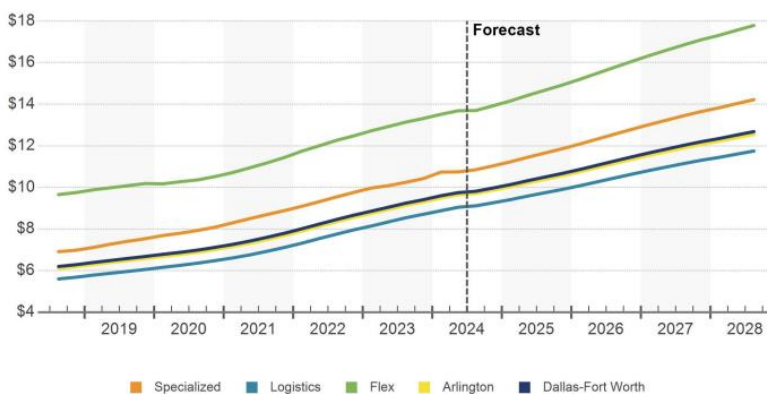
INVENTORY	SUBMARKET	MARKET
Existing Buildings	722 ↓	24,675 ↓
Inventory SF	29.5M ↓	1.2B ↓
Average Building SF	40.9K ↓	48.1K ↓
Under Construction SF	17.9K ↓	19.7M ↓
12 Mo Delivered SF	1.4M ↓	56.8M ↓

DEMAND	SUBMARKET	MARKET
12 Mo Net Absorption SF	527K ↓	20.7M ↓
12 Mo Leased SF	617K ↓	58.8M ↓
6 Mo Leasing Probability	40.7%	40.6%

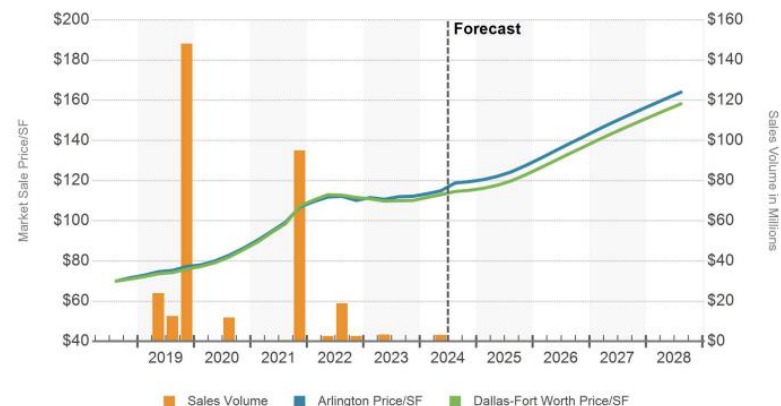
SALES	SUBMARKET	MARKET
12 Mo Transactions	22 ↓	1,088 ↓
Market Sale Price/SF	\$119 ↓	\$115 ↓
Average Market Sale Price	\$4.9M ↓	\$5.6M ↓
12 Mo Sales Volume	\$3.2M ↓	\$851M ↓
Market Cap Rate	6.6% ↓	6.6% ↓

NOTE: Arrows indicate an increase or decrease from the same metric for the previous 12-month period.

### MARKET ASKING RENT PER SF



### SALES VOLUME & PRICE PER SF



# City of Arlington Industrial Overview

August 2024 Report

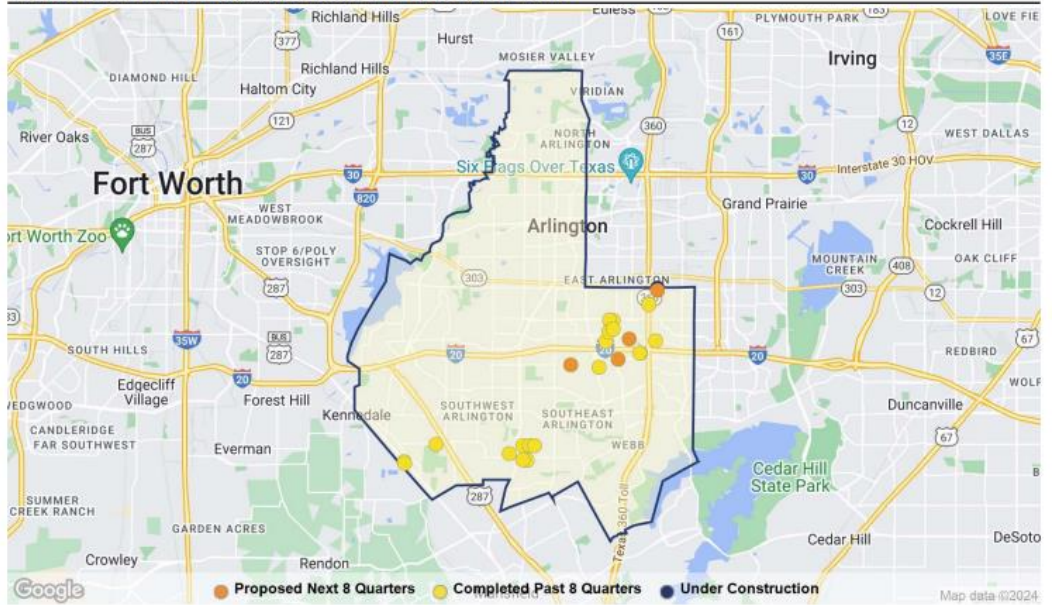


ARLINGTON SUBMARKET

## PROPERTIES UNDER CONSTRUCTION

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
642,388	2,533,557	17,936	666,437

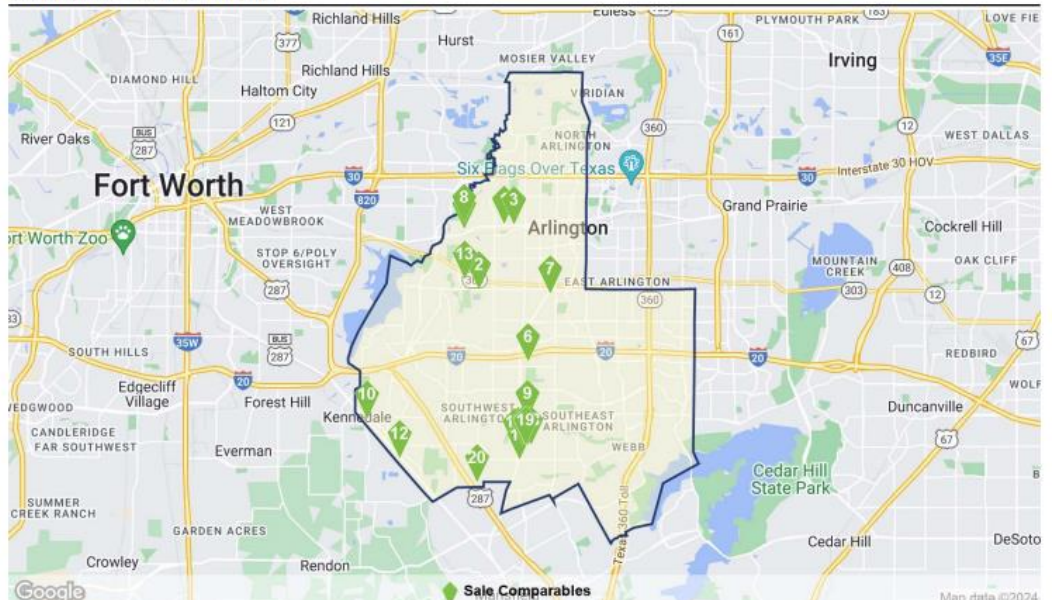
PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



## PROPERTIES FOR SALE

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
22	-	\$141	4.5%

SALE COMPARABLE LOCATIONS



# City of Arlington Industrial Overview

August 2024 Report



## LOWER GREAT SOUTHWEST SUBMARKET

With 44 million SF, Lower Great Southwest is one of the largest industrial submarkets in DFW. Although the submarket has historically had high vacancy rates, and low asking rents, the dynamic has shifted over the past decade as demand for space with access to both sides of the market and DFW Airport has reduced vacancies to historic lows. The vacancy rate in Lower Great Southwest is at 5.5% compared to the Dallas-Fort Worth average of 9.8%, a gap which has expanded since the last Industrial Real Estate report provided to the EDC. The submarket has realized 72,000 SF in net deliveries over the last 12 months, and there is currently 280,000 SF under construction. Asking rents in Lower Great Southwest are \$9.00/SF, among the lowest in the Dallas-Fort Worth market, but slightly higher than in Upper Great Southwest. Rent growth is strong at 7.0% but is expected to moderate in line with broader market trends.

<b>12 Mo Deliveries in SF</b>	<b>12 Mo Net Absorption in SF</b>	<b>Vacancy Rate</b>	<b>Market Asking Rent Growth</b>
<b>72.3K</b>	<b>(421K)</b>	<b>5.5%</b>	<b>7.0%</b>

AVAILABILITY	SUBMARKET	MARKET
Market Asking Rent/SF	\$8.98 ↓	\$9.76 ↓
Vacancy Rate	5.5% ↓	9.8% ↓
Vacant SF	2.4M ↓	117M ↓
Availability Rate	9.0% ↓	11.3% ↓
Available SF Direct	3.4M ↓	125M ↓
Available SF Sublet	559K ↓	12.5M ↓
Available SF Total	4M ↓	136M ↓
Months on Market	7.0	6.0

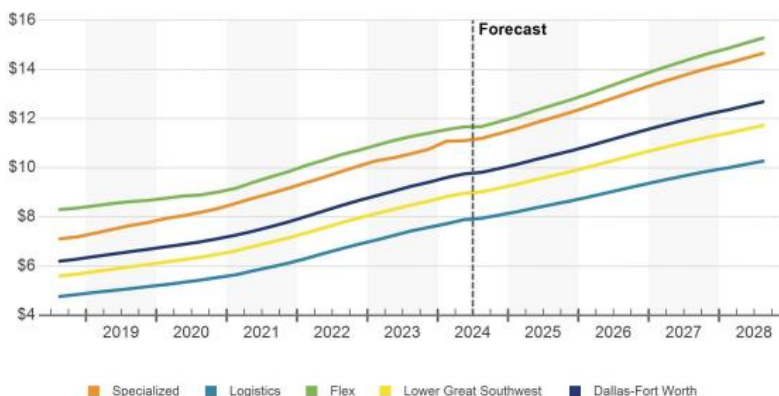
INVENTORY	SUBMARKET	MARKET
Existing Buildings	630 ↓	24,675 ↓
Inventory SF	44M ↓	1.2B ↓
Average Building SF	69.8K ↓	48.1K ↓
Under Construction SF	285K ↓	19.7M ↓
12 Mo Delivered SF	72.3K ↓	56.8M ↓

DEMAND	SUBMARKET	MARKET
12 Mo Net Absorption SF	(421K) ↓	20.7M ↓
12 Mo Leased SF	1.2M ↓	58.9M ↓
6 Mo Leasing Probability	39.6%	40.6%

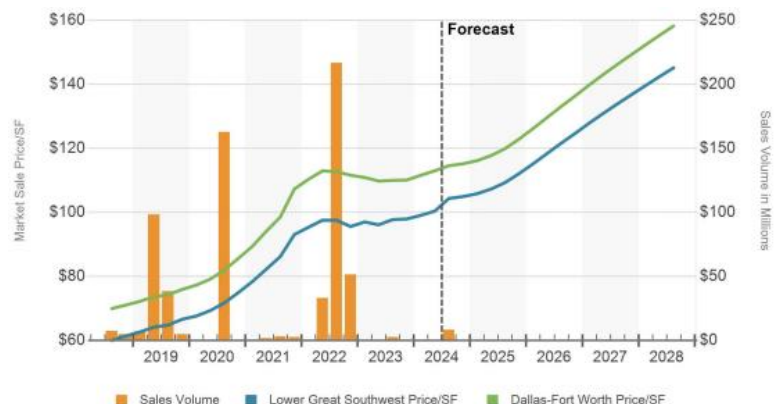
SALES	SUBMARKET	MARKET
12 Mo Transactions	18 ↓	1,088 ↓
Market Sale Price/SF	\$104 ↓	\$115 ↓
Average Market Sale Price	\$7.3M ↓	\$5.6M ↓
12 Mo Sales Volume	\$8.3M ↓	\$851M ↓
Market Cap Rate	6.3% ↓	6.6% ↓

NOTE: Arrows indicate an increase or decrease from the same metric for the previous 12-month period.

### MARKET ASKING RENT PER SF



### SALES VOLUME & PRICE PER SF



# City of Arlington Industrial Overview

August 2024 Report

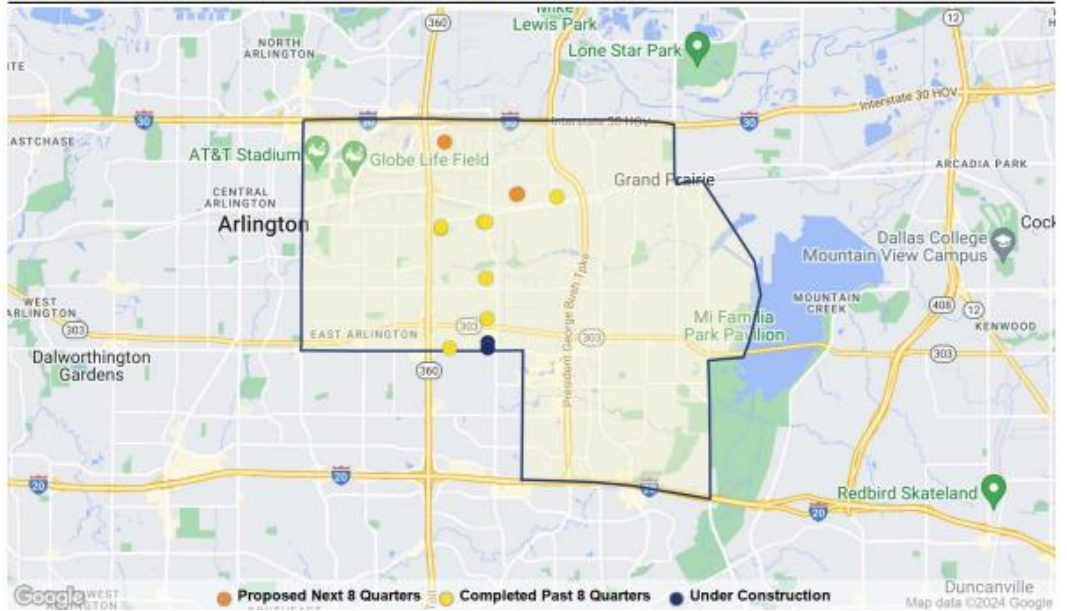


## LOWER GREAT SOUTHWEST SUBMARKET

### PROPERTIES UNDER CONSTRUCTION

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
363,056	499,511	284,865	79,263

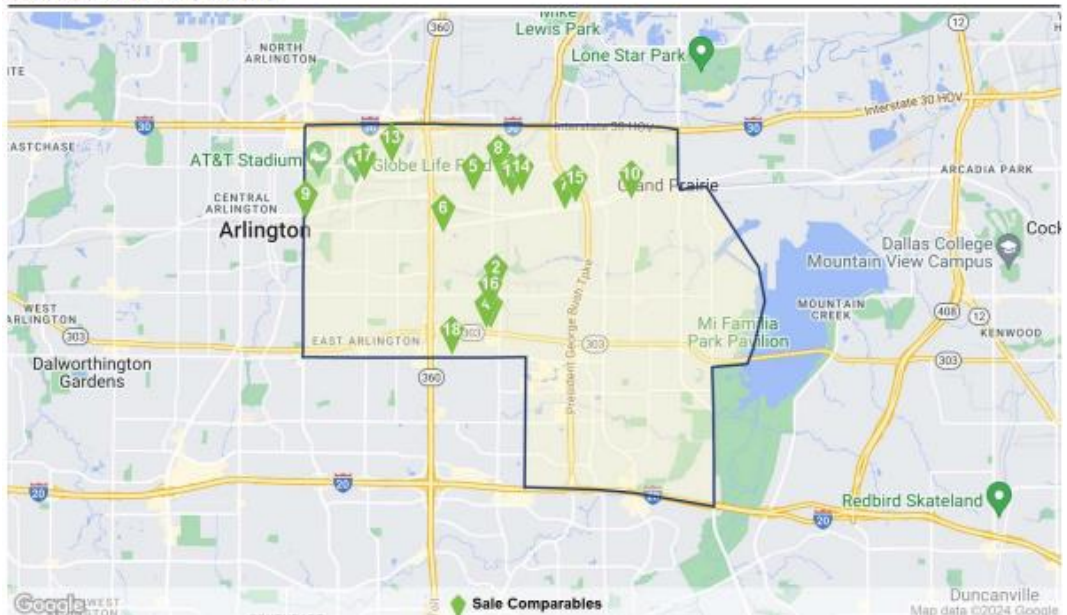
PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



### PROPERTIES FOR SALE

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
18	3.4%	\$147	8.8%

SALE COMPARABLE LOCATIONS





# AEDC Eligible Industries Snapshot

FY2024Q1 Eligible NAICS Codes Industry Summary for Arlington, Texas

August 20, 2024

INDUSTRY		CURRENT SNAPSHOT			5-YEAR HISTORY		1-YEAR FORECAST			
		EMPLOYEES	AVG. ANN. WAGES	LQ*	EMP. CHANGE	ANN. % CHANGE	TOTAL DEMAND	EXITS	EMP. GROWTH	ANN. % GROWTH
CROPS, ANIMAL PRODUCTION, FORESTRY	NAICS 111-115	69	\$49,916	0.06	-19	-3.2%	9	3	0	0.8%
MINING, OIL, & GAS EXTRACTION	NAICS 211-213	72	\$128,787	0.19	2	-1.1%	6	2	0	1.1%
UTILITIES	NAICS 221	2,012	\$108,889	2.12	439	-1.9%	194	74	14	0.2%
MANUFACTURING	NAICS 331-339	16,000	\$71,575	1.10	2,437	6.6%	1,764	624	134	0.7%
WHOLESALE TRADE, TRANSPORTATION, & WAREHOUSING	NAICS 42, 48-49	14,249	\$77,572	0.86	2,254	1.4%	1,691	621	171	0.9%
INFORMATION	NAICS 51	1,238	\$79,040	0.38	-297	-5.5%	122	40	16	1.2%
SECURITIES, COMMODITY CONTRACTS, & FINANCIAL INVESTMENT ACTIVITIES	NAICS 523	637	\$110,413	0.75	252	10.4%	59	20	10	1.7%
INSURANCE CARRIERS & RELATED ACTIVITIES	NAICS 524	2,732	\$88,073	0.66	162	-8.1%	276	103	40	1.4%
FUNDS, TRUSTS, AND FINANCIAL VEHICLES	NAICS 525	23	\$63,536	1.08	5	6.4%	2	1	0	2.2%
ARCHITECTURAL & ENGINEERING SERVICES	NAICS 5413	1,771	\$82,229	1.07	313	7.3%	160	57	22	1.2%
COMPUTER SYSTEM DESIGN SERVICES	NAICS 5415	1,535	\$125,041	0.54	596	10.3%	146	40	38	2.5%
MANAGEMENT, SCIENTIFIC, & TECHNICAL CONSULTING SERVICES	NAICS 5416	1,895	\$103,841	1.08	757	10.0%	195	64	33	1.8%
SCIENTIFIC RESEARCH AND DEVELOPMENT	NAICS 5417	446	\$85,012	0.94	267	34.2%	42	13	6	1.4%
OTHER PROFESSIONAL, SCIENTIFIC, & TECHNICAL SERVICES	NAICS 5419	1,250	\$63,208	1.07	16	-1.1%	152	51	24	1.6%
MANAGEMENT OF COMPANIES & ENTERPRISES	NAICS 551	1,121	\$92,787	0.40	69	1.3%	116	39	20	1.8%
TELEPHONE CALL CENTERS	NAICS 56142	560	\$91,987	1.27	-239	-6.9%	69	27	5	0.9%

\*LQ = Location Quotient compares the concentration of the employment of an industry to the nation. An LQ of 1.00 indicates Arlington has the same concentration of an industry as the U.S. , while a LQ of 2.00 means that Arlington has twice the expected employment compared to the nation.