

2010

The Lufkin/Angelina County Economic Development Analysis

Prepared for:

Lufkin Economic Development Corporation
The Economic Development Partnership
(Strengths/Weaknesses/Opportunities/Threats
Part 1-Market Valuation and Action Plan

This is the first part of the three part Market Valuation and Action Plan, which includes the identification of Strengths/Weaknesses/Opportunities/Threats in economic development terms for the City of Lufkin/Angelina County.



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Preface

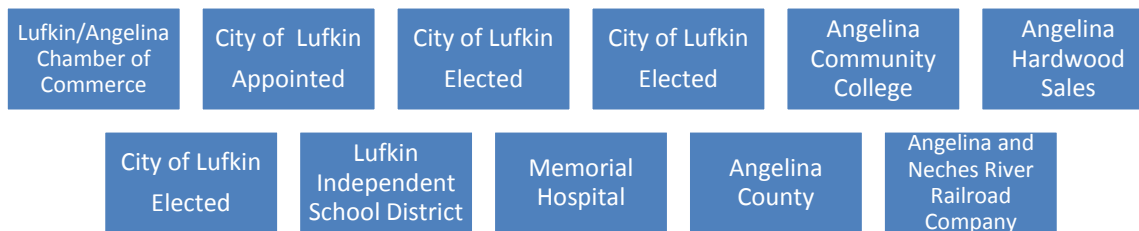
In this report, Market Valuation and Action Plan, Mike Barnes Group, Inc. (MBG) has prepared a Strengths and Weaknesses Analysis. The report includes a workforce development and labor analysis. The analysis is designed to assess Lufkin/Angelina County, Texas, from a corporate site selector's perspective. MBG is a site selection/economic development provider with affiliates in New Mexico and Indiana.

To prepare this analysis MBG has compiled information from its own databases, research from outside sources and detailed interviews with industry in the Lufkin/Angelina County area. Those interviews were carefully selected to draw a composite of the industry that most truly represents the Lufkin/Angelina area's makeup.

The team at MBG has over 90 years experience in economic development and site selection. All members of the team have been consulting with a significant number of communities over the last ten years. Our Team started evaluating communities in 1995 and has been using the Paragon/Fantus/site selection format. The team has used this format in hundreds of communities from Maine to Florida to California, in almost all 48 contiguous states. This format is a very commonly used approach.

The approach of evaluating communities based upon interviews is also one commonly used by the top site selection professionals. Projects are won and lost based on the opinions of existing companies and leaders in a given community. Therefore, when we rate a factor a strength or a weakness, it is based on fieldwork, data, and on some subjectivity. This is exactly how a site selection process takes place. Projects are frequently won and lost based on a site selection team's discretion in protection of their clients.

Those stakeholders interviewed include:



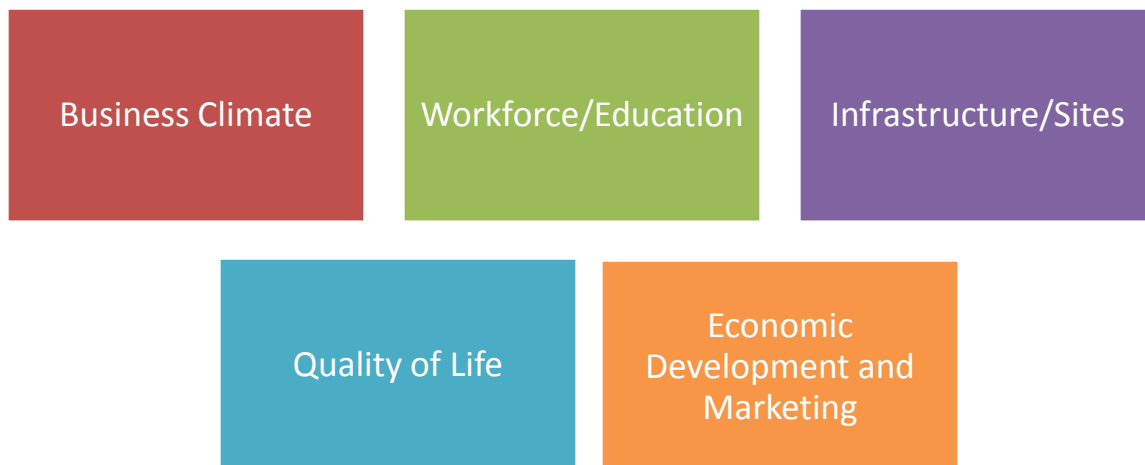
As part of our work in determining the competitiveness of a Lufkin/Angelina location, we likewise conducted a number of employer interviews, combined with staffing agencies, as part of a labor analysis. Those interview participants are listed on the following page.



Preface



The analysis generally assesses Lufkin/Angelina County's assets and liabilities versus key economic development criteria, including key criteria for select target industry. Economic development criteria include:



In this assessment MBG also identifies critical issues, threats and opportunities based upon the interviews in the community and observations from select business leaders and others in Lufkin/Angelina County.

Finally, we will make recommendations as to specific actions that Lufkin/Angelina County should undertake. The recommendations shall serve as a platform for future economic development programming and directions for Lufkin/Angelina County.



Introduction

MBG conducted an economic development strength and weakness analysis for the Lufkin/Angelina County area. First we will help you understand the most important factors by industry sector. Next we will rate Lufkin/Angelina County against each critical factor (strength, weakness or neutral).

Understanding the Importance of Select Factors in Corporate Site Selection

MBG has worked with many different types of companies on relocation-related projects. From this experience we have identified the most important site location cost and condition criteria for different types of projects. It is important to review this information, in order to better understand why select factors are critical to the success of new locations and expansions. It will also help the reader to better understand Lufkin/Angelina County's potential for selected target industries, Part 2.

A full SWOT cannot be completed without a labor analysis. Some consultants will not go to the extent of interviews in the community and do not present an adequate description of the labor force without talking to the people on the ground. MBG has interviewed people involved in hiring and maintaining a labor force. Therefore the SWOT can give the community a good representation as to labor availability, labor characteristics, and the higher and secondary education system. The SWOT does not include a full resident analysis, workforce delivery system analysis or complete report on the schools and quality of life in the communities. The SWOT does include what a site selection team will report on to their client after spending a few days in the county.

We will now break down the select factors for three different areas of industry to illustrate the differences in corporate site selection in the areas of:

Manufacturing

Administrative/Back Office

Warehouse/Distribution/Logistics



Introduction

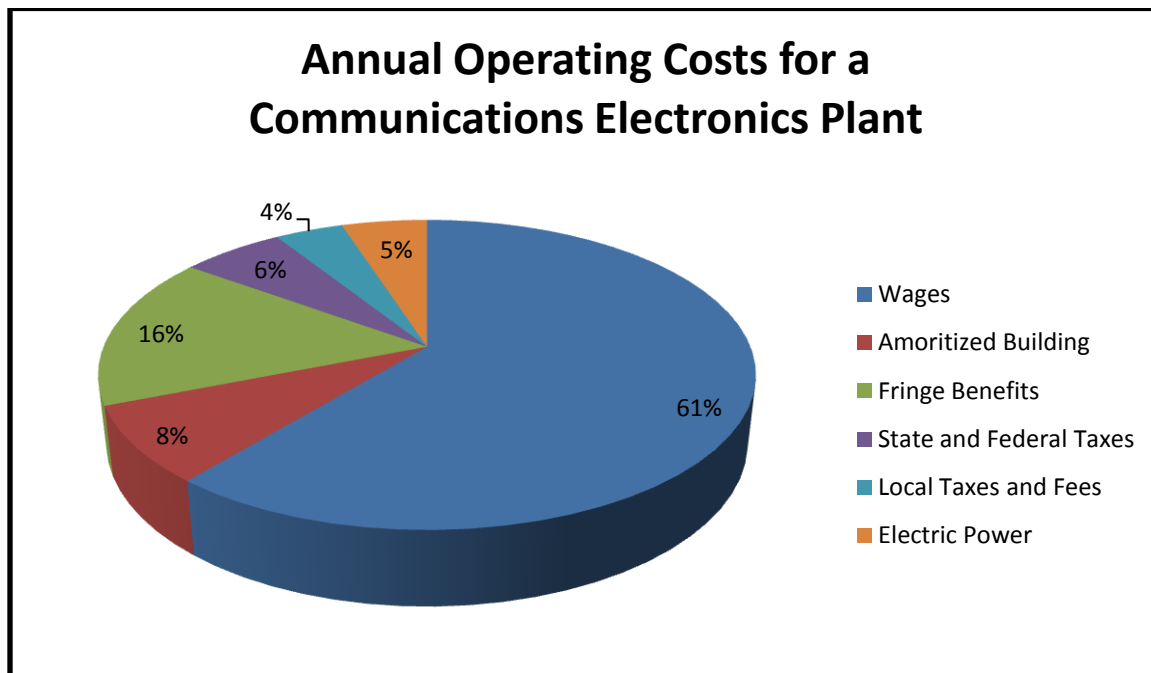
Understanding the Importance of Select Factors in Corporate Site Selection

Manufacturing

Site selection studies suggest that, in general, labor will represent the largest single annual cost item for a typical manufacturing project. Fringe benefit costs (consisting of medical, disability, life insurance, unemployment insurance, and workers compensation insurance) will also be significant cost factors (often second or third). Market access is also critical and will determine freight cost variables.

The following represent annual operating costs for two manufacturing projects, one is food processing and the other is electronics. These are only inserted into this SWOT to help educate the reader on the importance of the key location criteria factors. Understanding the makeup of the key location criteria factors will later assist with the target marketing identification process for Lea County.

Labor is the largest annual cost component in an electronics manufacturing project.

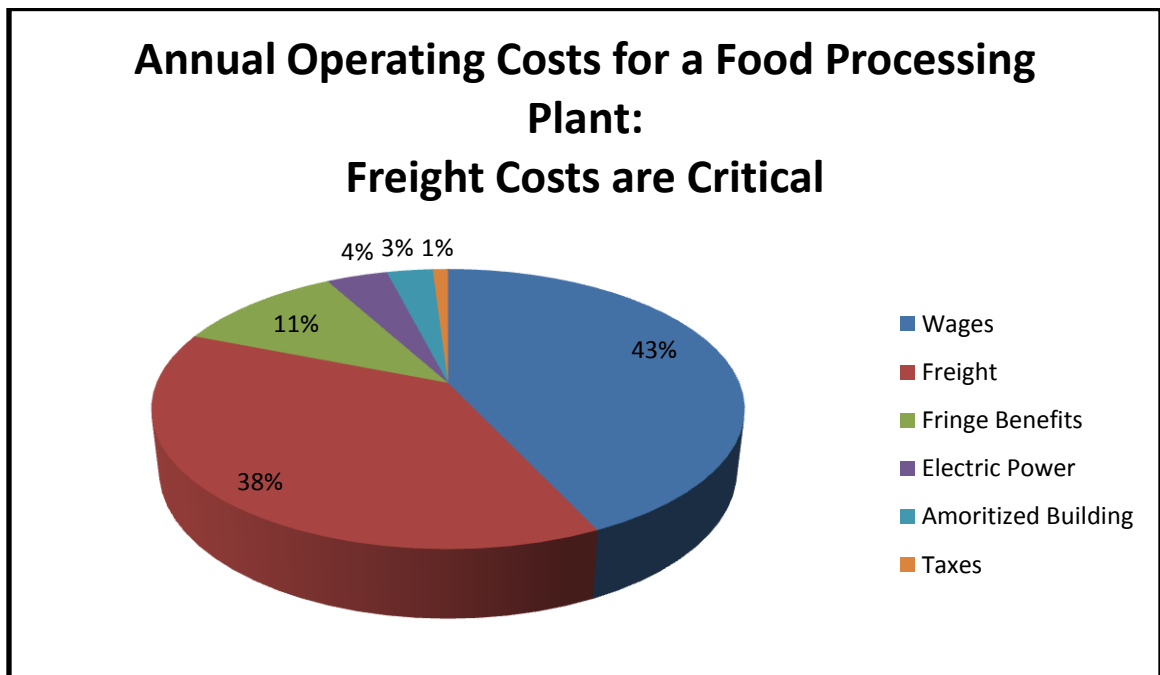


Introduction

Understanding the Importance of Select Factors in Corporate Site Selection

Manufacturing

A food processing plant will have a much larger freight cost component.



The most critical location factors, by priority, for a typical manufacturing project:

- 1. Market Access (Freight Costs)**
- 2. Labor Skills and Quality**
- 3. Labor Costs and Fringe Benefits**
- 4. Unionization Trends**
- 5. Available Buildings**
- 6. Utility Costs and Local Services**
- 7. Business Climate/Taxation**

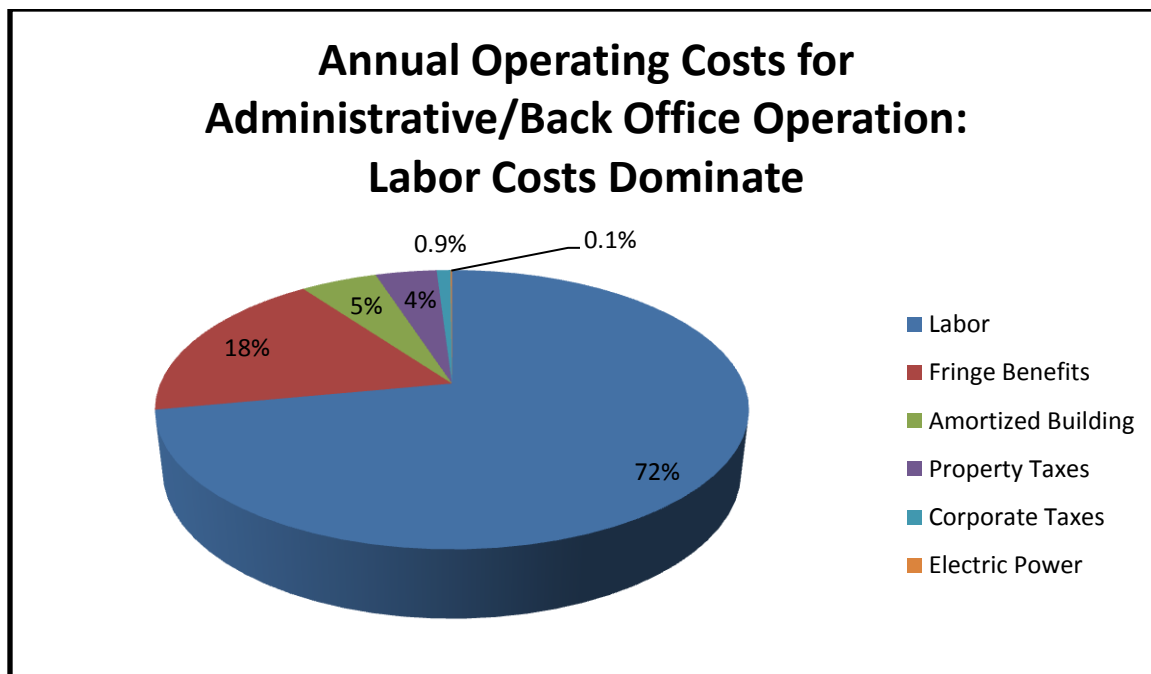


Introduction

Understanding the Importance of Select Factors in Corporate Site Selection

Administrative/Back Office

Labor costs and conditions are even more important for an administrative back-office function. In the sample below, wages and fringe benefits represent 90% of annual operating costs. Back offices not only include call centers but also administrative centers that may be regional in nature. Information technology and accounting as well as accounts payable and receivable offices fall into this category of industry.



The most critical location factors, by priority, for a typical back-office project are:

- 1. Clerical Labor Costs**
- 2. Clerical labor quality, availability**
- 3. Turnover**
- 4. Absenteeism**
- 5. Occupancy costs (Class B buildings) ¹**
- 6. Training programs**
- 7. Available buildings**
- 8. Ability to recruit management labor (relocation & quality of life issues)**
- 9. Proximity to commercial air service (especially for check processing centers)**

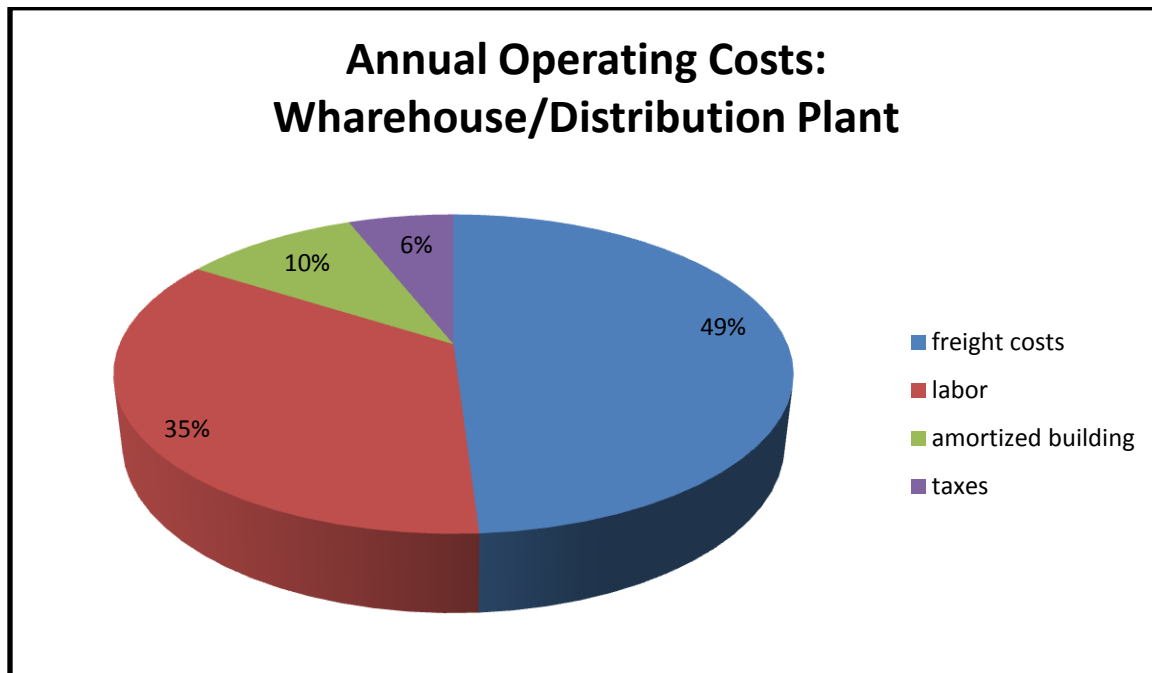
¹ *Class B*: which were the “A’s” of yesterday; now prone to some obsolescence but still utilitarian; i.e., older, slower elevators; large columns; older HVAC systems; smaller floor-plates; etc. (reference: SIOR) (K Mart buildings fit this category)



Introduction

Understanding the Importance of Select Factors in Corporate Site Selection

Warehouse/Distribution



The most critical location factors, by priority, for a typical warehouse/distribution project are: Labor cost, quality & availability

1. Freight costs/market access
2. Service delivery time (access to market) ²
3. Interstate highway access (four directions considered most desirable)
4. Available buildings (minimum 80,000 to 120,000 sq.ft; 20-24 foot ceilings)

²Especially seasonal workers for seasonal products which fluctuate in quantities.



Introduction

The Market Valuation and Action Plan for Lufkin/Angelina County will provide three reports. . This report, Report 1-Consultant Report of the Findings of the SWOT and Labor Analysis will address the competitiveness. The second report, The Targets, will include the targeted industries. The marketing strategy aimed at prospect development from within the “targets,” will be the third report. Various organizational analysis observations and suggestions will be made in all facets of the reports.

The Project’s intended results are as follows:




 Business Climate

The following table represents the private employment by industry sector in Angelina County for the fourth quarter, 2009, reflecting wages and fluctuations from the previous year. As we discuss the business climate in the following pages, it is helpful to have an understanding of the types of businesses that provide the major sources of private employment.

Angelina County Industry supersector data table, private ownership

Supersector	Number of establishments, Dec 2009 ^p	Employment, Dec 2009 ^p	12 month percent change in employment, Dec 2008-Dec 2009 ^p	12 month change in employment, Dec 2008-Dec 2009 ^p	Average weekly wage, Dec 2009 ^p	12 month percent change in average weekly wage, Dec 2008-Dec 2009 ^p	12 month change in average weekly wage, Dec 2008-Dec 2009 ^p
Construction	152	1,381	-20.8%	-362	\$739	2.9%	\$21
Education and Health Services	257	7,166	-0.5%	-38	\$705	4.1%	\$28
Financial Activities	201	1,264	-2.8%	-37	\$771	0.1%	\$1
Information	27	484	-4.9%	-25	\$975	-4.5%	-\$46
Leisure and Hospitality	139	2,967	-3.8%	-117	\$276	0.4%	\$1
Manufacturing	80	4,190	-23.0%	-1,255	\$1,161	15.3%	\$154
Natural Resources and Mining	54	403	-23.1%	-121	\$1,024	1.9%	\$19
Other Services	140	700	-3.6%	-26	\$448	-3.7%	-\$17
Professional and Business Services	239	2,494	-4.0%	-105	\$973	4.1%	\$38
Trade, Transportation, and Utilities	452	6,428	-3.6%	-241	\$600	1.7%	\$10

Source: Bureau of Labor Statistics, 2010



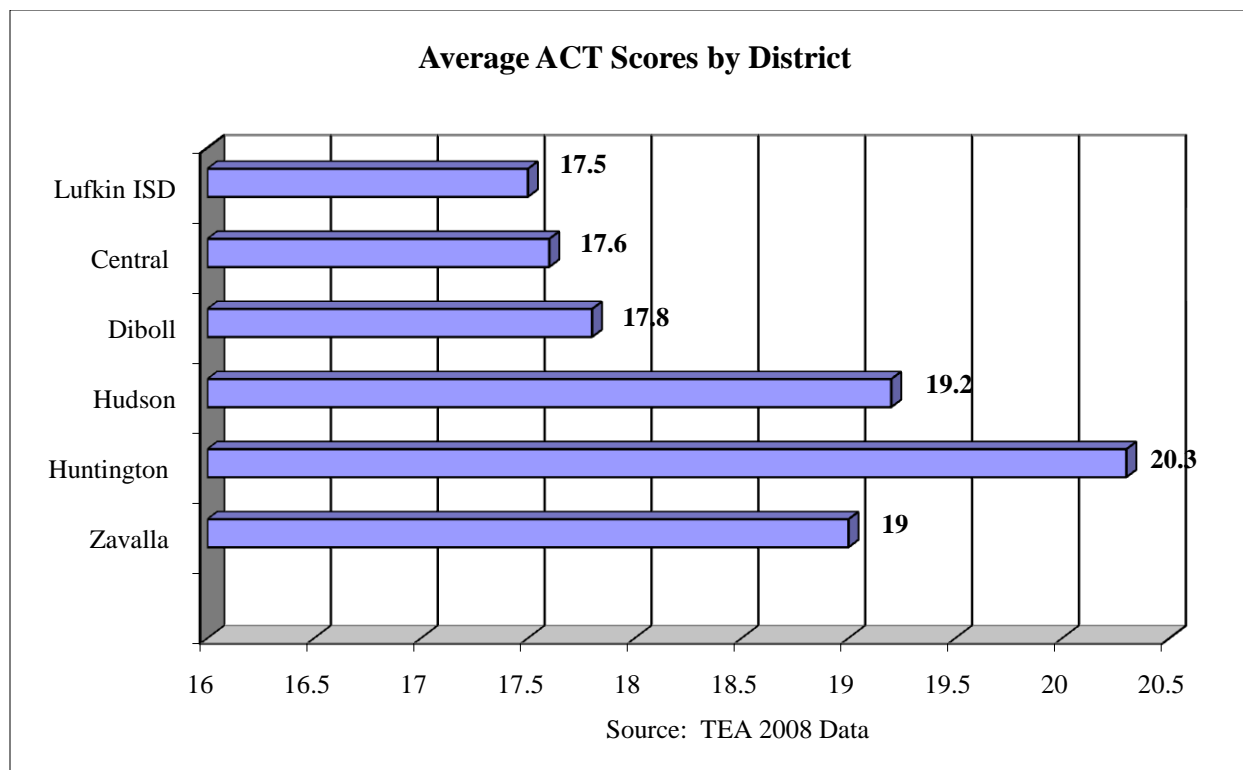
As evidenced by the chart above, stakeholders found the Business Climate in Lufkin/Angelina to be very positive. Attempts were made to identify those weaknesses; however, the only weakness cited was potential permitting issues with regard to obtaining building permits. This is an outstanding indicator of a positive business climate.

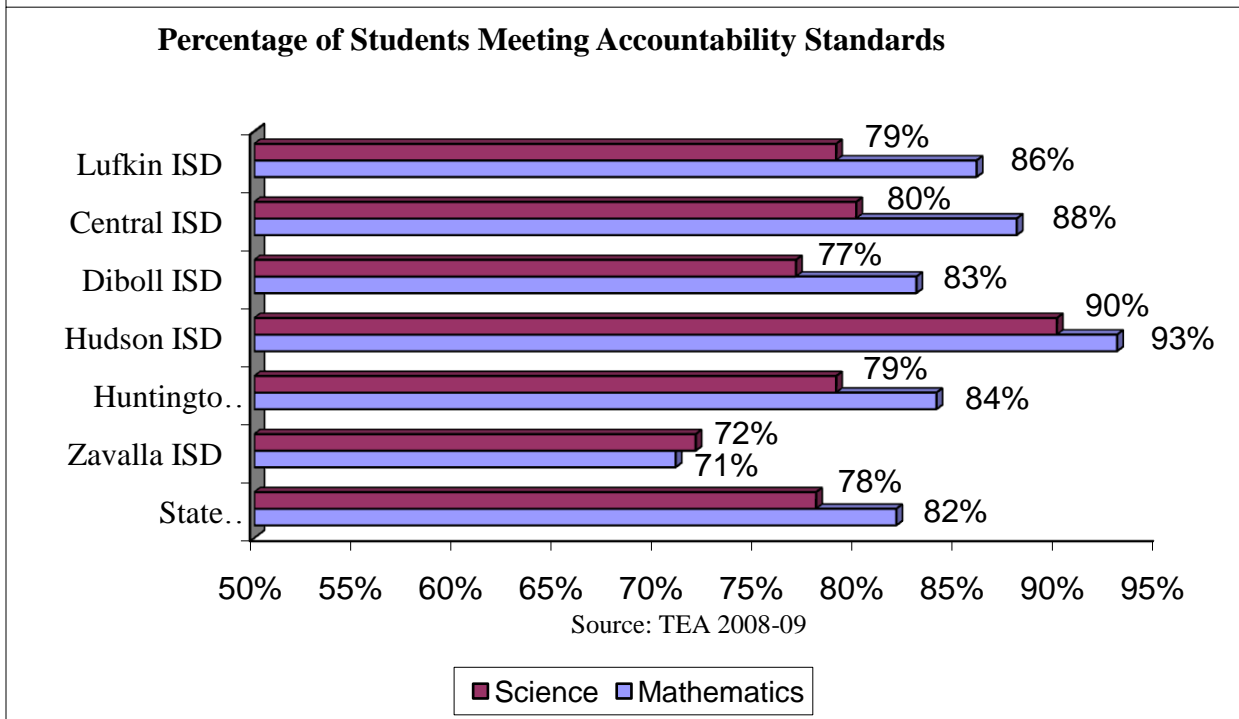
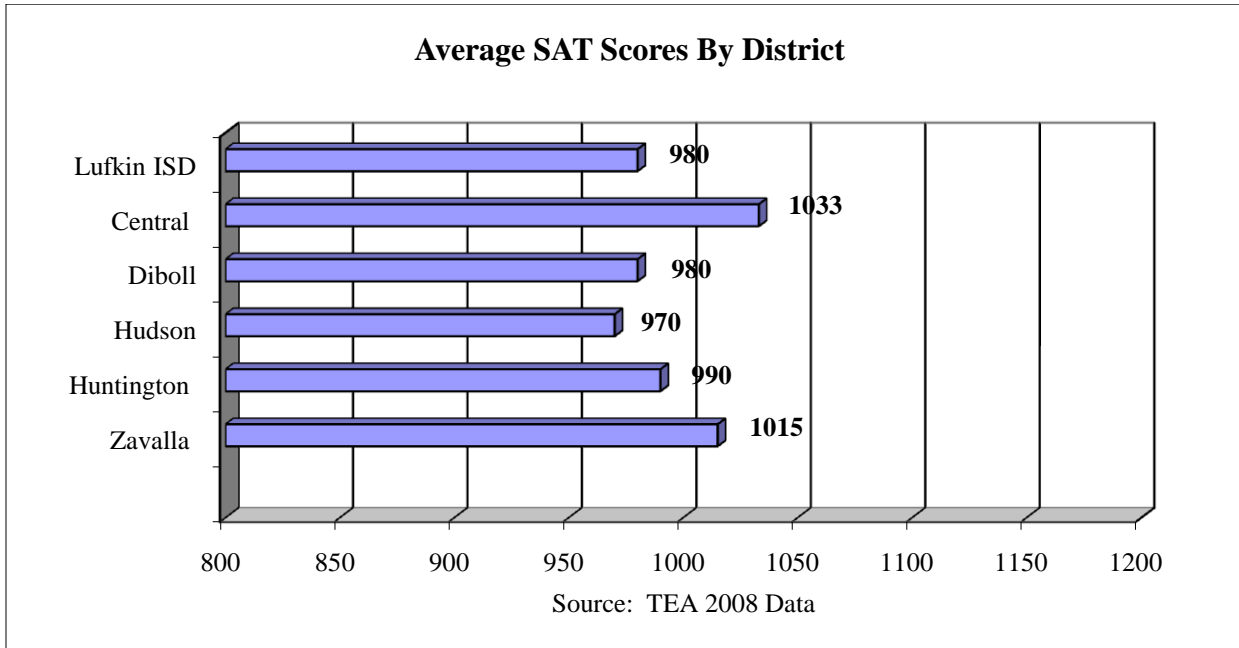


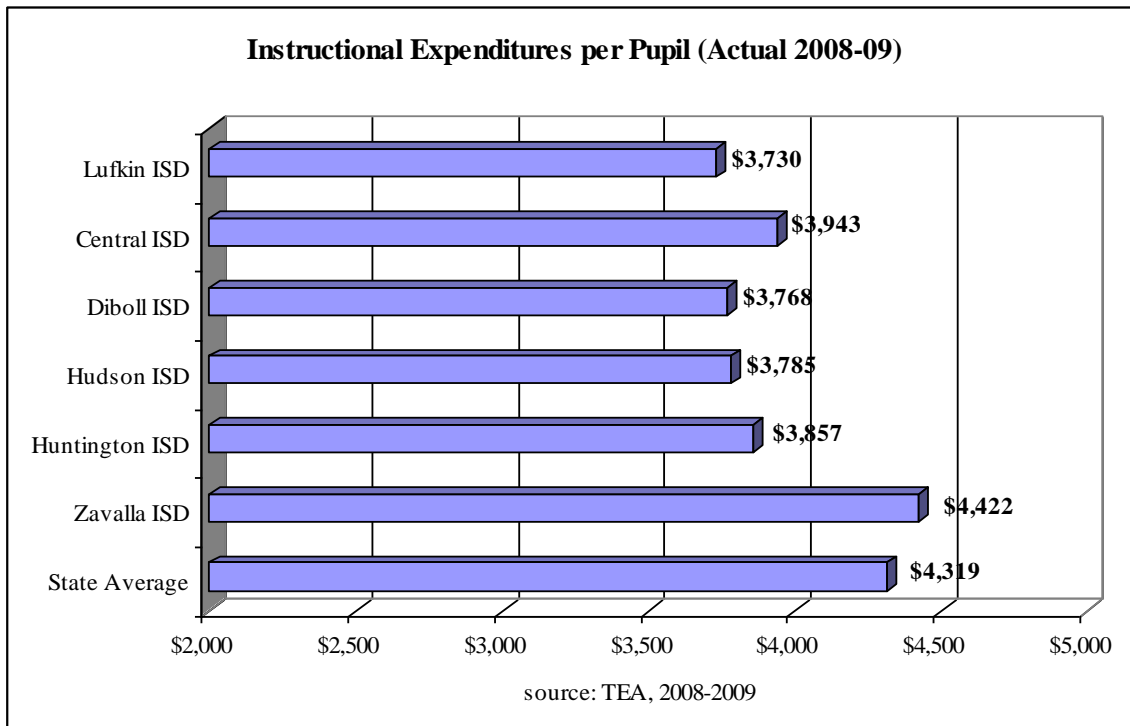
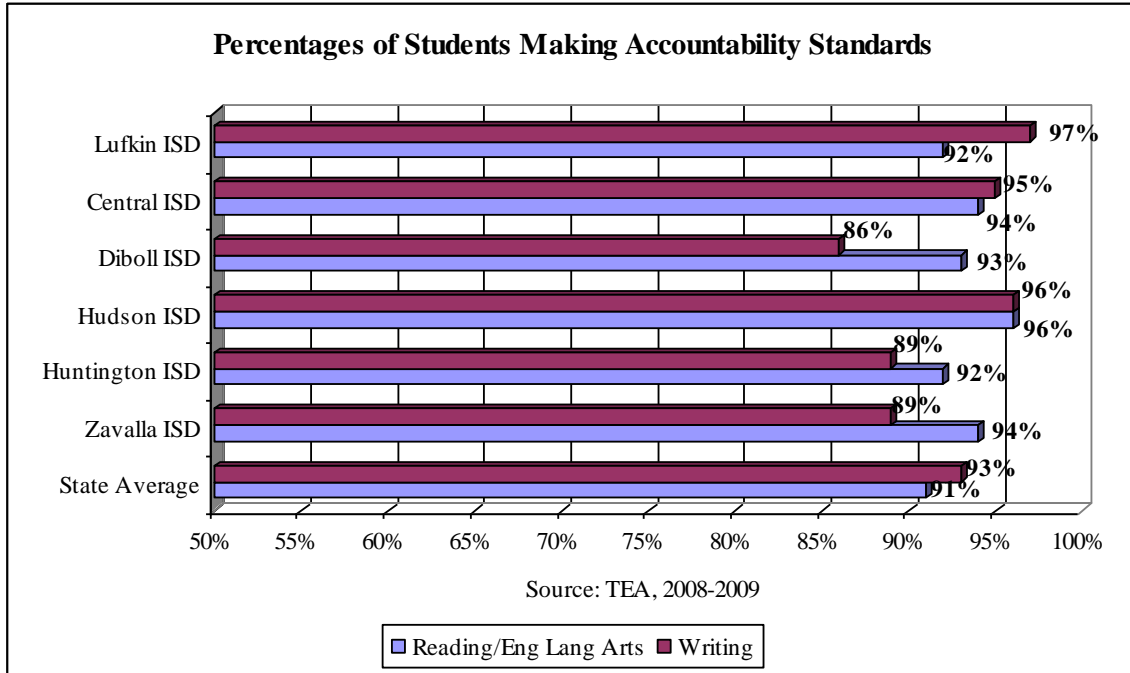


Lufkin/Angelina County is fortunate to have, within its boundaries, Angelina College. This community college plays a major role in the business attraction/retention effort by its ability to provide training for employers as they locate or expand. In addition, the close proximity to Stephen F. Austin University in nearby Nacogdoches provides outstanding linkage to a four year (+) institution of higher education.

A total of six school districts exist within Angelina County. In the following charts, we can identify certain performance assessments within these districts.








 Workforce/Education

Please note the charts on the following pages for specific data relative to Angelina County in terms of its education, poverty and related earnings.

Angelina County, Texas

Subject	Total	Margin of Error	Male	Margin of Error	Female	Margin of Error
Population 18 to 24 years	7,654	+/-197	3,836	+/-66	3,818	+/-188
Less than high school graduate	21.7%	+/-5.6	27.9%	+/-7.7	15.6%	+/-5.2
High school graduate (includes equivalency)	43.8%	+/-5.8	48.0%	+/-7.3	39.7%	+/-8.6
Some college or associate's degree	33.0%	+/-5.8	23.6%	+/-7.7	42.4%	+/-8.0
Bachelor's degree or higher	1.4%	+/-1.2	0.5%	+/-0.8	2.4%	+/-2.3
Population 25 years and over	52,809	+/-223	25,489	+/-141	27,320	+/-214
Less than 9th grade	9.6%	+/-1.2	10.5%	+/-1.7	8.7%	+/-1.4
9th to 12th grade, no diploma	13.4%	+/-1.5	12.7%	+/-2.1	14.1%	+/-2.3
High school graduate (includes equivalency)	30.9%	+/-2.4	32.1%	+/-2.9	29.9%	+/-3.2
Some college, no degree	23.4%	+/-1.8	22.5%	+/-2.4	24.2%	+/-2.8
Associate's degree	6.8%	+/-1.3	7.4%	+/-1.9	6.3%	+/-1.4
Bachelor's degree	11.3%	+/-1.6	11.3%	+/-2.0	11.3%	+/-2.0
Graduate or professional degree	4.6%	+/-0.9	3.6%	+/-0.9	5.6%	+/-1.5
Percent high school graduate or higher	77.1%	+/-1.9	76.9%	+/-2.4	77.2%	+/-2.7
Percent bachelor's degree or higher	15.9%	+/-2.0	14.9%	+/-2.2	16.9%	+/-2.5
Population 25 to 34 years	11,031	+/-339	5,865	+/-233	5,166	+/-262
High school graduate or higher	77.7%	+/-5.3	79.3%	+/-5.3	75.8%	+/-7.4
Bachelor's degree or higher	14.2%	+/-5.5	9.6%	+/-5.1	19.4%	+/-7.5
Population 35 to 44 years	11,077	+/-302	5,567	+/-270	5,510	+/-194
High school graduate or higher	80.2%	+/-3.9	77.5%	+/-6.2	82.9%	+/-4.7
Bachelor's degree or higher	16.1%	+/-3.3	12.7%	+/-3.8	19.5%	+/-5.1
Population 45 to 64 years	19,241	+/-274	9,274	+/-260	9,967	+/-105
High school graduate or higher	80.1%	+/-2.6	78.5%	+/-4.1	81.7%	+/-3.6
Bachelor's degree or higher	16.6%	+/-3.0	15.7%	+/-3.7	17.5%	+/-4.0
Population 65 years and over	11,460	+/-181	4,783	+/-165	6,677	+/-99
High school graduate or higher	68.2%	+/-3.7	70.0%	+/-5.2	67.0%	+/-4.9
Bachelor's degree or higher	16.1%	+/-3.2	22.2%	+/-5.2	11.8%	+/-3.0

Data Set: 2006-2008 American Community Survey 3-Year Estimates, U. S. Census Bureau, American Community Survey



Angelina County, Texas

POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL						
Less than high school graduate	23.6%	+/-4.5	15.9%	+/-6.0	30.3%	+/-5.7
High school graduate (includes equivalency)	13.0%	+/-3.2	11.1%	+/-3.5	14.9%	+/-4.2
Some college or associate's degree	10.9%	+/-3.2	9.9%	+/-4.1	11.8%	+/-4.0
Bachelor's degree	4.8%	+/-3.4	0.0%	+/-2.2	9.2%	+/-6.2
Graduate or professional degree	2.0%	+/-2.2	4.6%	+/-5.8	0.5%	+/-1.0
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2008 INFLATION-ADJUSTED DOLLARS)						
Population 25 years and over with earnings	27,470	+/-1,852	31,412	+/-2,155	21,588	+/-2,635
Less than high school graduate	17,365	+/-2,329	20,536	+/-3,115	13,665	+/-1,918
High school graduate (includes equivalency)	21,775	+/-1,964	26,628	+/-3,092	15,859	+/-3,006
Some college or associate's degree	30,654	+/-1,339	36,384	+/-2,851	25,558	+/-3,455
Bachelor's degree	44,364	+/-5,757	63,656	+/-13,421	36,809	+/-4,353
Graduate or professional degree	49,487	+/-6,705	70,652	+/-11,842	46,032	+/-6,277
PERCENT IMPUTED						
Educational attainment	3.3%	(X)	(X)	(X)	(X)	(X)

Data Set: 2006-2008 American Community Survey 3-Year Estimates, U. S. Census Bureau, American Community Survey

Evaluating Workforce and Education in Lufkin/Angelina is not an easy task. It is widely held that the schools are doing a very good job, which is reflected in the “Recognized” ratings of the six districts. In the section that addresses the labor analysis, more direct negatives were observed than by those stakeholders. This might suggest that a perception gap exists between those at the policy level and those engaged daily in manufacturing or service businesses. *Education is uniformly considered a high priority and that is certainly a plus!*

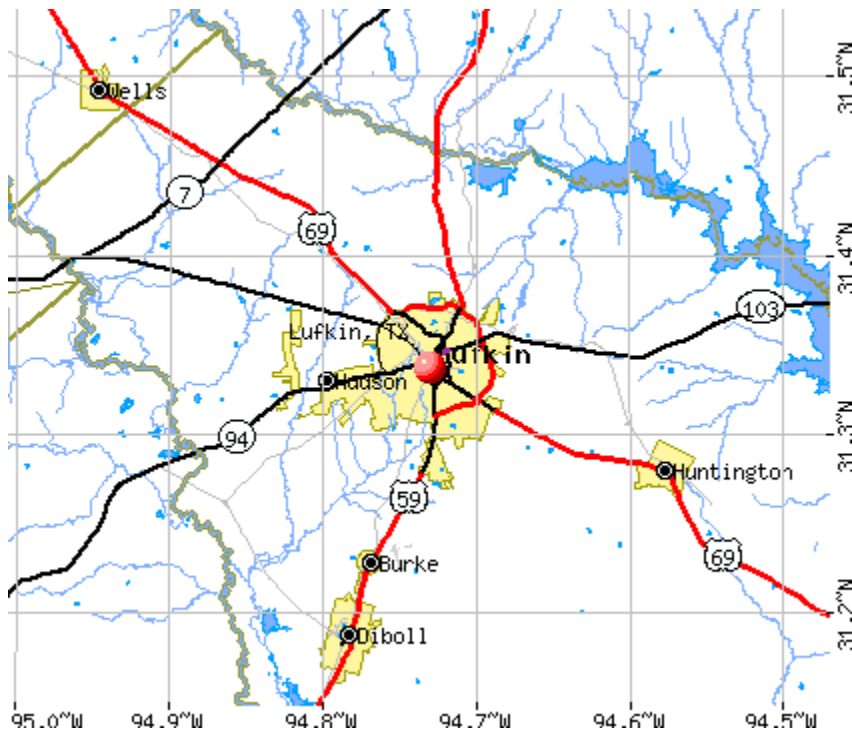



 Workforce/Education



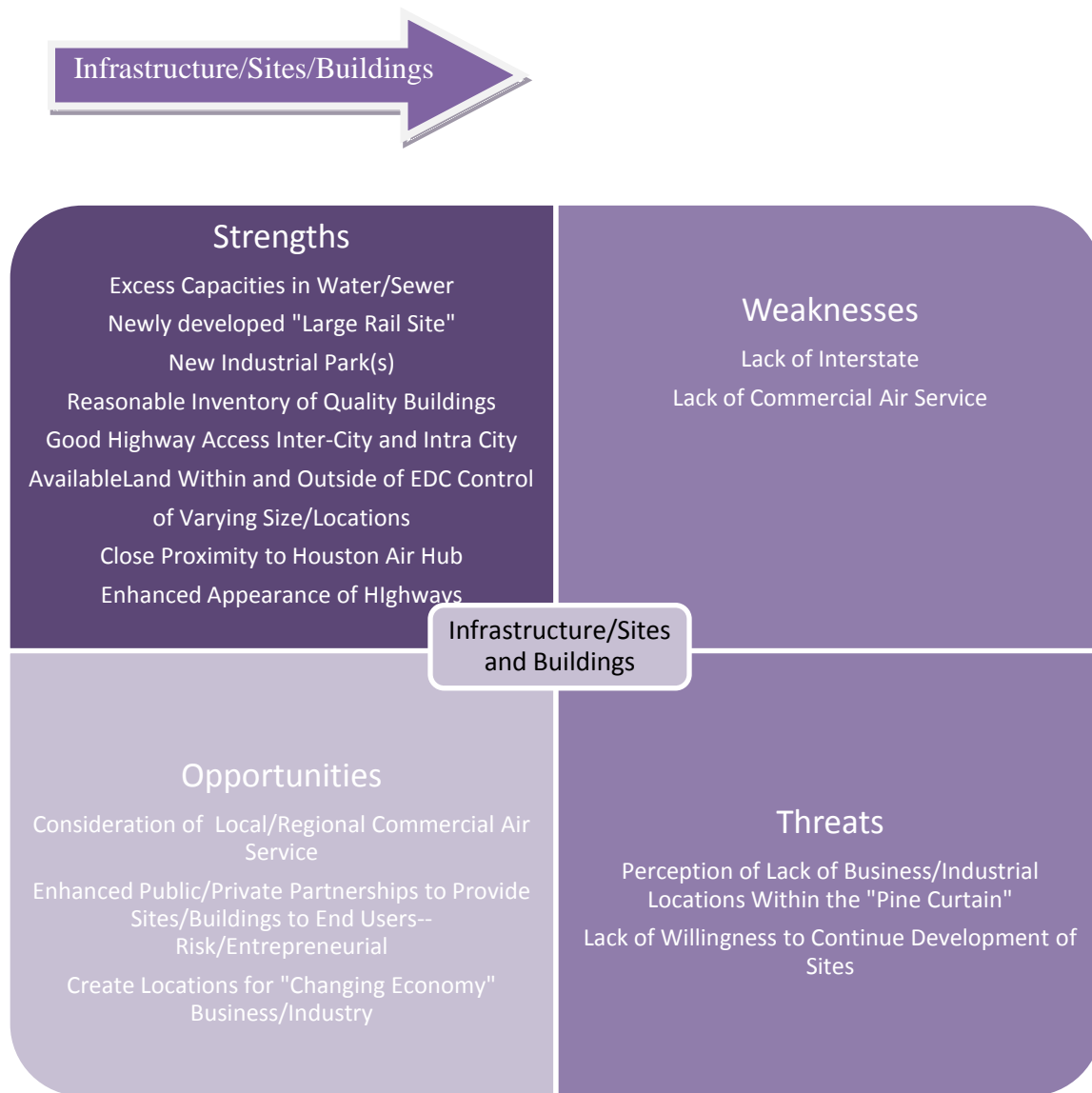
 Infrastructure/Sites/Buildings

Lufkin/Angelina is strategically located in East Texas. Its proximity to Houston (less than two hours), serves as an asset in terms of its access to “Hub Air Service” Likewise, its proximity limits the ability to obtain commercial air service in Lufkin/Angelina. Neighboring Tyler, Texas enjoys a commuter commercial service. Highway access is primarily provided by Highways 59 and 69, with convenient loops carrying traffic inside the city. Although there is not an interstate highway located within Lufkin/Angelina, commercial truck and other vehicular traffic are heavily present in and around the city. This infrastructure throughout Lufkin/Angelina is quite adequate for the transportation of goods and the provision of services. This is evidenced by the number of businesses/industries present throughout the county.



Highway Map Showing Highways 59 and 69 serving Lufkin/Angelina County





In the discussions with the community's stakeholders, it was apparent that Infrastructure/Sites/Buildings were perceived as a major strength in the region. Research conducted by the Consultant Team confirms this observation. In *Appendix 1*, we have offered suggestions as to the specific types of information that should be present on the site/building section of the website.





One of the first impressions one has when coming to Lufkin is that it is a city whose population is much larger than the U.S. Census indicates. That impression is due largely to the abundance of retail, restaurants and shopping, cultural amenities such as the Temple Performing Arts Center, parks--including the zoo, Angelina College, outstanding golf courses and the configuration and beautification of the recent transportation improvements.



When compared to other similarly sized communities, Lufkin/Angelina appears to have tremendous quality of life options. Whether it is a performance of *Roberta Flack*, touring theater productions, agricultural-related activities, sports activities both as spectators and participants, outstanding parks, abundant civic and religious options, and the ability to take advantage of a number of ongoing events, Lufkin/Angelina is well equipped with quality of life activities.





Economic Development
and Marketing

Economic Development in Lufkin/Angelina enjoys significant public-private partnership. Through the Lufkin Economic Development Corporation, elected city officials participate directly or through appointment in establishing the policy for the City's economic development effort. Utilizing the sales tax legislation, this organization has a budget that enables staff to focus on economic development and not fundraising. In addition, the private sector participation through the Angelina Partnership provides private business leadership a vehicle to positively impact the area's economic development effort. The Consultant Team found the relationship between these two organizations to be beneficial and contributory. The cross-pollination of direction from all facets of leadership within the city/county contributes positively to the ongoing economic development effort.

The above-named organizations are staffed professionally by a staff of two. The Consultant Team found widespread support for the activities of the staff while researching this subject. Staff is well respected, not only in Lufkin/Angelina, but by peers throughout Texas. The day-to-day operations of an economic development agency require creative, adaptive, and knowledgeable professionals. From the feedback provided the Consultant Team, Lufkin/Angelina more than satisfies this requirement through its economic development staffing.



Submitted by the Mike Barnes Group



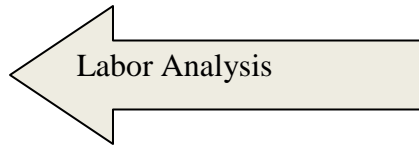


Economic Development and
Marketing

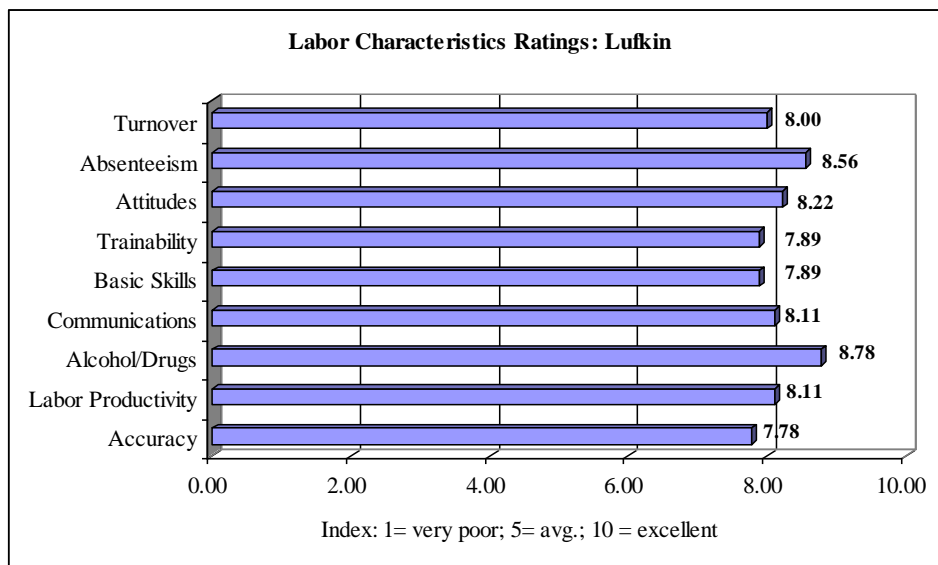
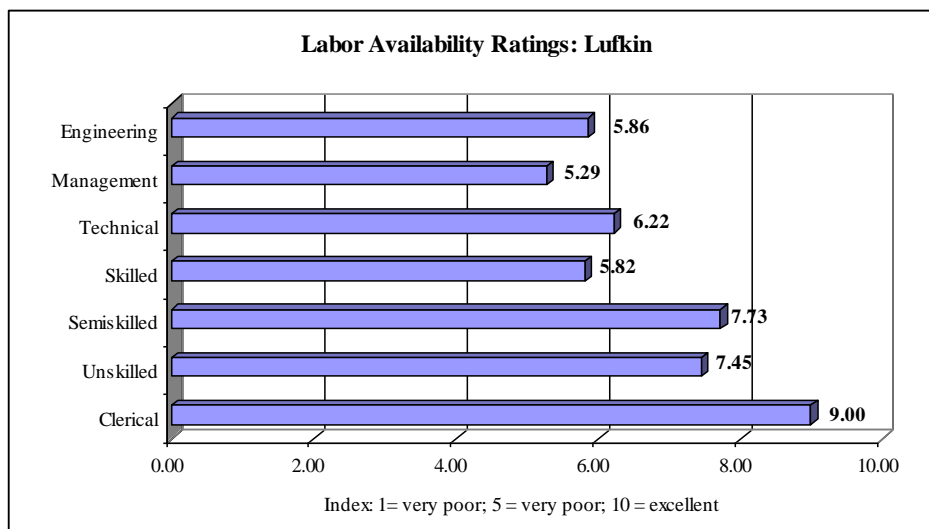
The Lufkin EDC/Angelina Partnership engages in a number of marketing activities. It currently possesses a very attractive website and collateral pieces that provide specific information. In addition, the economic development group is a member of Team Texas/Texas One, which enhances the visibility of Lufkin/Angelina not only within the State of Texas but to outside corporate interests. In Part 3 of this report, recommendations will be made relative to the more specific marketing activities that should be undertaken.

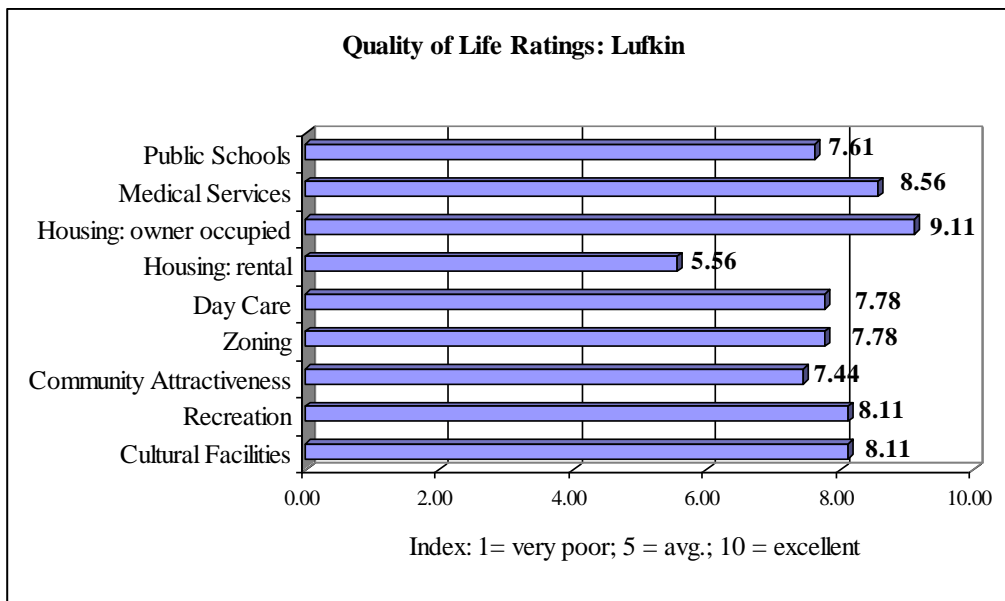
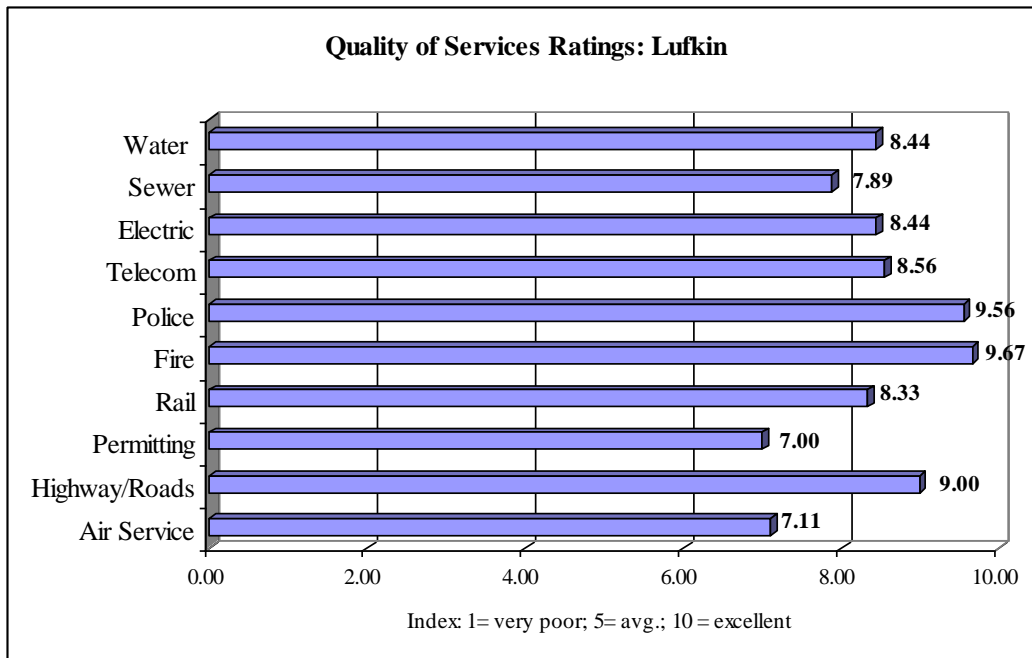
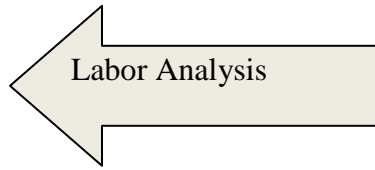
One of the “missing components” is the Business Retention/Expansion Program (BREP). This is not to state that the staff does not recognize its importance; rather, there is little time for staff to engage in this program activity. It would be “routine” for an organization this size to conduct at least one formal BREP visit each week. This would provide a total of over 50 visits annually, which appears quite impressive. Given time constraints and staff (size) limitations; it is easy to see this component not receiving the attention it deserves. Most BREP visits are currently limited to those firms which are experiencing growth or difficulty.

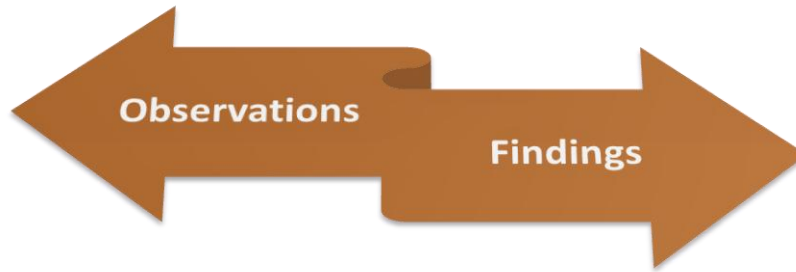




This portion of the Market Valuation addresses labor and the perspectives of those existing businesses within the community. The Consultant Team conducted interviews with a number of firms (See p.4) and compiled their responses in chart form. *The following represent the responses from the existing businesses/industries interviewed on October 4-5, 2010.*







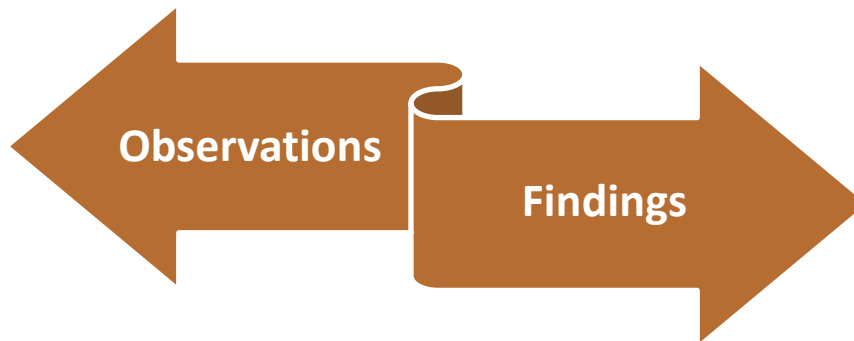
✚ ***The leadership (business community and elected/appointed governmental officials) in Lufkin/Angelina County is desirous of successful economic development.*** The challenge lies in the approach and implementation. The following questions need to be addressed:

1. Will the leadership be unified in the provision of incentives? Will the Lufkin EDC/Angelina Partnership be willing to become more risk takers or entrepreneurial in their approaches?
2. Will the leadership recognize the need for additional funding for staff and other resources to provide needed services in the following categories:
 - 1) Business Retention/Expansion Program integrated into the ongoing comprehensive economic development program
 - 2) Enhanced marketing which will require key staff to be away from the community for extended periods of time, thus needing staff to maintain ongoing presence in the community (Discussed in detail in Part 3)
3. Will the leadership maintain patience while the expanded economic development program gets underway? Will there be a demand for “immediate success?”
4. Will the leadership continue to recognize the demographics of the community are changing as reflected in the schools, workplace/workforce, and business? Will there continue to be this impressive focus on all components of the community working together to enhance education/workforce and the overall standards and quality of life?

✚ ***Strengths and opportunities far outweigh the weaknesses and threats!***

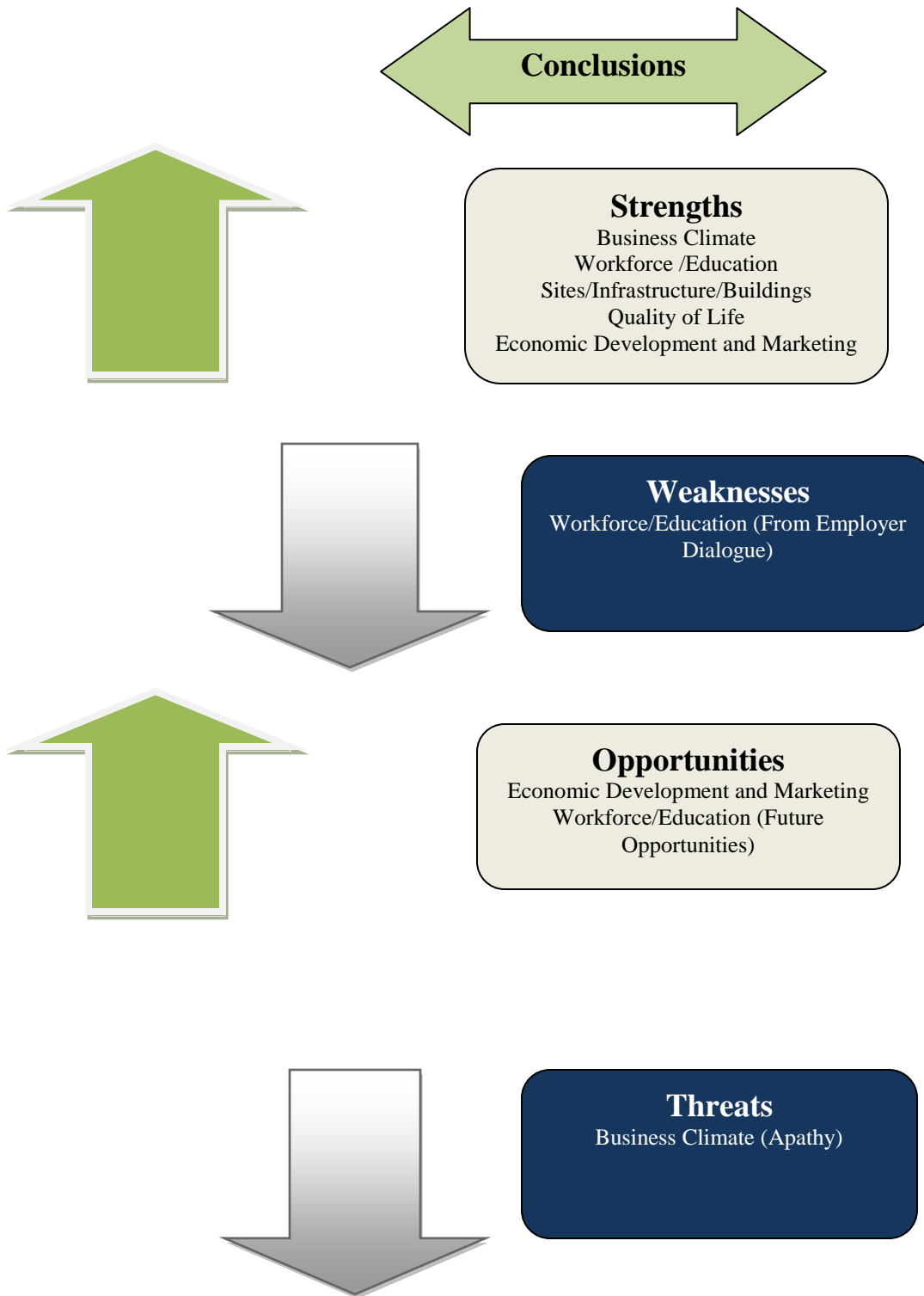
1. Available land with infrastructure in place or the ability to put in place timely.
2. Outstanding workforce training through collaborative efforts of the local WIB, pre-K educational facilities, and Angelina College currently exists.
3. Although the county is not located on an interstate, access to/from and within Lufkin/Angelina is outstanding. Access to the numerous ports to the south could play a key role in the future.
4. Retailers, restaurateurs, and motel operators have observed the “expanded or regional” population base in the community. Tremendous opportunity exists to translate that into business/industrial locations/expansions.





5. Both the Business Climate and Quality of Life are well above average—the challenge is to design components of the economic development program to incorporate each of these attributes.
6. There may be more opportunities to “connect to Nacogdoches” in terms of utilizing the proximity of Stephen F. Austin from a regional economic development marketing effort.
7. Any marketing campaign that is undertaken must involve both internal and external components. There must be continued community-wide support for a comprehensive economic development effort.
8. The community “understands” business/industry and has a successful tradition of accommodating both. This understanding should be emphasized in upcoming marketing campaigns.
9. Stakeholders recognize the “Changing Economy” and the upcoming targets and marketing campaign must similarly recognize this shift. (This challenge will be addressed by the Consultant Team.) This will aid in the diversification of the community’s economic base.
10. Consideration of identifying expanded air service as a goal should occur. At a minimum, further exploration of multi-modal transportation opportunities is a must, given the expanding ports to the south.





Appendix 1

Appendix 1: Review of Sites and buildings in the Lufkin area.

Upon initial review, there are weaknesses in the database concerning information on available buildings and sites found in the Lufkin website. The primary weaknesses found are all data related. There is no information concerning available or future utilities attached to any of the sites or facilities. This is information that is critical for both site selectors and business/industry in determining whether they will consider a potential site or facility for a location. Additionally, there is very little information concerning lease or purchase options and associated costs, so that appropriate initial cost comparisons can be calculated.

A remedy that should be considered is the use of the Site Selection Standards that were established by IEDC a number of years ago. While they were never formally adopted they are still the best accumulation of desired data that has been put together. These data standards can be found in their entirety on the IEDC Website www.iedconline.org.

Companies and Site Selection Professionals do a majority of their initial searches over the Internet. Thus an organization must provide as much detail as is possible to keep your community and products (Buildings and Sites) from being rejected before you get a chance to have a conversation with the potential client. Lufkin is no exception; an example of additional information needs for an existing building such as the Shell Building would be to include a number of potential details. While the information included on the webpage includes key elements such as zoning, acreage, rail access and provider, building type, overall square footage, column spacing, year built, construction type and ceiling height more information is needed to answer critical questions as to whether the building will work for a particular client.

The proposed floor thickness of a standard building would be an important piece of information. Also is the ceiling height to the joist or the height of the building itself. The number of truck docks and type would also be important to include as well as the potential number of rail doors. There should also be a building layout with placement of columns, docks, and doors with potential locations of utility entrances. More critical elements are what utilities are to the building and which need to be extended, the time needed to extend to building, the size (volume) of service, the service provider, and generic costs for service including any additional fees and charges. As noted on the data sheet of the Shell Building, both the sprinkler system and overhead cranes are engineered for the building. It would be important to include the type of sprinkler system envisioned (wet or dry) or required for the building, and the maximum tonnage capacity for the proposed crane that could be installed. Lastly, there needs to be included the fire insurance rating for the structure, the proposed tax levy on the facility and an approximate cost for purchase or lease as is. By having this information for all of your facilities, the client will be able to conduct a more efficient search and thus have a better feel for the community.

An example of the needs for an Industrial site is quite similar to that of a building. However there are a few additions for a site. An example in Lufkin would be the Lufkin



Business Park. The information currently listed includes Zoning, Incentive Zones, Size, Rail Access and Provider, Environmental Condition and site type and location. Additional data needed to entice a potential client would be a topographical and aerial map showing elevations (preferably 2 ft. contours), the proposed platting for the whole property and potential ingress and egress points. Also identify the locations for potential roadways and water drainage, including retention basins and flowage easements. Size/volume, location, service provider and extension time lines for servicing the site with all utilities. Also include a listing of utility service rates and other fees required of a user as well as the tax rate on the property itself. Include the cost per acre or per square foot of the property so that the client can run their numbers for the overall cost of the project.

By providing this type of detail you will not only be assisting potential clients with pertinent data, but will also be saving yourself valuable time in dealing with clients that have no intention of locating in a facility or site that does not meet their respective needs. Another thing to consider is how current is the information on your Sites and Building Webpage. Are the properties still available, is the price still the same, have any of the other data changed about the properties. This is one of the largest problems experienced by site selection professionals today, making sure that the information provided is current and accurate. The more you do to assure the accuracy of your information the more leads will be drawn to your location.

Following is a partial list of needs as identified to be used in the Buildings and site section of the Lufkin Website as well as basic database:

Building Information

Square Foot Dimensions

Ceiling Heights Under Joist

Sprinkler System

Dry/Wet

Size/Capacity/Rating

Column Spacing

Floor Thickness/Weight Capacity

Loading Docks

Number

Type

Zoning

Environmental Study

Construction Type

Age of Facility

Previous Use

Ingress/Egress

Site Topography



Transportation

- Highway
- Rail
- Barge/Port
- Airport

Utilities

Electricity

- Service to Facility
- Service Provider
- Costs of Hook-up and Processing
- Dual/Single Feed
- Interior Service

Natural Gas

- Size/Pressure of Service
- Service Provider
- Costs of Hook-up and Processing
- Distance to service
- BTU Value

Water

- Size of Service
 - Line Size
 - Pressure of Service
- Service Provider
- Costs of Hook-up and Processing
- Rated Capacity
- Peak Demand

Sewer

- Size of Main
- Service Provider
- Costs of Hook-up and Processing
- Treatment Plant Capacity
- Peak Demand
- Pre-treatment requirements

Telecommunications

- Current Service provider
- Type of Switch
- Points of Presence (POPs)
- Costs of Hook-up and Processing
- Fiber Availability

Fire insurance Rating

Taxes/Fees on Facility

Lease/Purchase Prices



Site Information

Acreage
Site Plat/Boundaries
Topography
Soil Bearings
Aerial Photography of Site
Elevation (Flood Zone)
% Wetlands
Environmental (Min. Phase 1)
Price per Acre
Transportation
 Highway
 Rail
 Barge/Port
 Airport
Zoning
Utilities
 Electricity
 Size/Type of Service to Site
 Service Provider
 Dual/Single Feed
 Rates
 Natural Gas
 Size/Pressure of Service to Site
 Service Provider
 Rates
 Water
 Size/Pressure of Service to Site
 Service Provider
 Extension and Service Costs to Site
 Capacity of System
 Sewer
 Size of Service to Site
 Service Provider
 Hook-up and Extension Requirements
 Costs associated with Hook-ups and Processing
 Telecommunications
 Current Service provider
 Type of Switch
 Points of Presence (POPs)
 Costs of Hook-up and Processing
 Fiber Availability
Fire Insurance Rating



These are the more critical types of information that needs to be easily accessible by a potential client when they are looking for a potential location. This data should be available on all properties included in the Lufkin Site and Building Database. Additionally, there also needs to be as many photographs of the Sites and Buildings from multiple angles inside and out. This allows the potential client to better determine which facility or site meet their initial criteria.

