



RAMPART ASSOCIATES FACILITY DEVELOPMENT
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Rampart Manufacturer News

Cities Use Incentives to Attract Industry

- Rampart Associates finds that many Cities are offering economic incentive deals for new manufacturing facilities
- Rampart finds incentives ranging from cash payments, tax abatements to free land
- Rampart's clients enjoy the benefits of these incentives based on Rampart's thorough knowledge of the players and specific city desires and available land and labor

\$13 MILLION PLASTIC MANUFACTURER WINS IN ROCKWALL, TEXAS

After Rampart Associates' 29 city site search for a rail served manufacturing green field site, SPR Packaging chose an 11 acre site in Rockwall, Texas for their new "state of the art" plastic bag manufacturing operation. Rampart also was successful in negotiating a lucrative and mutually beneficial economic incentive agreement for SPR with the Rockwall Economic Development Corporation, a local non-profit 4b corporation, engaged in the expansion of the City of Rockwall's economy and tax base.

The 90 day site search stretched from northwest Fort Worth to Midlothian, and east of Dallas along the I-20 and I-30 corridors.

J. D. Sims, President of Rampart Associates and Greg Sims, Partner handled the 29 City Site Search Request for Proposal, land sale negotiations and government incentive negotiations. SPR Packaging is a restart company from a large Dallas area bag manufacturer that operated for over 30 years in over 1 million s.f. of

manufacturing space. The founder's son is taking the reins of this new venture. Rampart Associates has developed 4 major manufacturing projects in Rockwall over the last several years totaling, over 500,000 s.f. and over \$100 million in total investment.



Aerial of SPR Packaging, 11
acre site in Rockwall, Texas

Rampart completes 135,000 s.f. Special

Special Products Company growth leads to new 135,000 s.f. Manufacturing facility project managed by Rampart Associates. J. D. Sims teamed with the Rockwall Economic Development Corporation in expanding this metal fabrication operation from an existing 60,000 s.f. facility. This new facility was built in Rockwall Economic Development Corporation's new Technology Park. Rampart Associates was the first developer to do a project in the park a



"The common law of business balance prohibits paying a little and getting a lot - it can't be done. If you always deal with the lowest bidder, it is well to add something for the risk you run. And if you do that, you will have enough to pay for something better."

- John Ruskin



RAMPART ASSOCIATES SERVICES

Facility Planning Phase

- Feasibility Studies
- Economic Analyses
- Site Evaluation, Selection Analysis and Acquisition
- Site Master Planning
- Government Incentive Negotiations
- Zoning and Platting Analyses
- Cost Estimating and Value Engineering
- Own vs. Lease Financial Analysis

Architectural and Engineering Phase

- Architects Evaluation and Selection
- Civil, MEP, Structural Engineers Evaluation and Selection
- Preliminary Design Studies
- Project Design and Planning Management
- Preliminary Specifications
- Computer Aided Design and Drafting (CADD)

Construction Phase

- General Contractors Evaluation and Selection
- Construction Contract Administration
- Construction Management
- Scheduling and Budgeting Administration



RAMPART ASSOCIATES EXPERIENCE

J. D. Sims

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Over the past 30 years J.D. Sims has developed more than \$300 million of industrial and commercial projects throughout the United States. Our clients have included such firms as American Honda, Karlee Company, Levi-Strauss, Moulding Associates, Special Products, NEC America, Falcon Fine Wire Products, H. J. Heinz, Dana Corp. and Duracell Products. Many of these projects were for our own account. Therefore we have a unique understanding of an owner's desires and expectations in a new facility. This valuable experience has given us a great deal of insight and knowledge in the overall development process from conception of the idea, site selection, master planning, interim and permanent financing and construction administration to occupancy.

Gregory S. Sims

Partner

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Greg Sims has worked in the commercial real estate industry for over 22 years for corporate firms such as Valhi, Inc., Tanger Factory Outlet Centers, and over the last 9 and a half years as Vice President for the Garland Economic Development Partnership of the City of Garland, the Garland Chamber and the Garland Independent School District. Greg has assisted with Site Location, Site Zoning Approvals, and Government Incentives with such firms as Hillwood Investments, Sears, Prologis, SST Truck/Navistar, Plastipak Packaging, Simon Property Company, Kraft Foods, Fossil, Bass Pro Shops, Lucent Technologies, and Sanmina Corporation. Greg assisted The Garland Economic Development Partnership in increasing the Garland Tax Base by over \$1 billion in value and 13,000 jobs within the last 10 years.

