



DESOTO, TX: SERVING BUSINESSES OF ALL SIZES

Northern entrance to the city welcomes citizens and newcomers to DeSoto, TX

DeSoto, TX, is a serene community nestled along the banks of Ten Mile Creek in the upland hills of southern Dallas County. It offers a high standard of living, an excellent education system with a recognized school district, and great access to all of the Dallas/Fort Worth Metroplex. In fact, DeSoto is a wonderful community in

which to start, grow, and expand your business, raise your kids, enjoy your life, and retire in style!

DeSoto offers the following incentives for new, relocating, and expanding businesses: up to 100% Triple Freeport Equivalency; up to 100% Tax Abatement on Real and Business Personal Property for up to 10 years; Infrastructure Participation; Economic Development Cash Grants; Land Cost Buy-Down Assistance;

Fee Waivers; Site Search Assistance; and Fast Track Permitting. Competitively priced industrial land is available for \$0.60 to \$1.50 per square foot on more than 600 developable acres of industrial land. Most sites in the Eagle Business & Industrial Park are equipped with all the essential utilities, and all sites provide superb access to Interstates 20 and 35E, as well as U.S. Highway 67. DeSoto also has several industrial buildings for sale or lease including a 235,480-square-foot warehouse and a 20,000-square-foot flex-shell industrial/commercial building.

Nearby Cedar Valley College offers customized workforce development, and the DeSoto Economic Development Corporation (DEDC), along with its workforce partners, offers subsidized employee training. An estimated 74% of the workforce in DeSoto serves in white-collar occupations, while 18% serves in blue-collar occupations. Also, 36.8%

of the workforce population already possesses a college degree. And if you're concerned about location, DeSoto is just the place for you! Just 30 minutes from DFW Airport, 15 minutes from downtown Dallas, 10 minutes from Dallas Executive Airport, and 40 minutes from downtown Fort Worth, DeSoto is perfectly situated for any business.

The Eagle Business and Industrial Park in DeSoto is home to several world-class corporations such as Solar Turbines, Inc. (see interview on following page), DIAB (a Swedish company that manufactures foam insulation and wind turbine blades), McGraw-Hill Publishing, ZEP Chemical Manufacturing, DW Distribution, and Sam's Distribution. In fact, several of these companies have been in DeSoto for more than five years and have recently chosen to expand their existing facilities. DeSoto places great value upon its corporate citizens, and it supports its existing industries by offering them aggressive incentives to expand, continuing its Business Retention and Expansion Program, improving the infrastructure and overall appearance of the business and industrial park, and maintaining an open dialogue with all industrial managers. Solar Turbines, Inc., which provides overhaul services to Solar Turbines' complete line of industrial gas turbines and ships them all over the world, recently expanded its existing facilities. The DEDC entered a cost-share agreement with Solar Turbines, Inc. and paid \$800,000 for a new road to its new facility. McGraw-Hill Publishing recently chose to expand its multi-million dollar facilities, and DeSoto gave the company 75% tax abatement for 10 years. This past year DIAB considered plans for a multi-million dollar expansion, and the DEDC offered the company \$325,000 plus 80% tax abatement for 10 years. The DEDC recently offered incentives to a small, existing industry which was planning for a \$1 million expansion.

Although all business proposals will be considered, DeSoto particularly wishes to attract light or medical device manufacturing, service-oriented businesses, distribution warehouses, and software development, electronics, and/or technology-based companies. However, regardless of your company's size, one thing is for sure—in DeSoto, TX, you don't have to be BIG to be important! ●



DeSoto Economic Development Corporation

Scott D. Livingston
Director of Marketing and
Business Development
1801 N. Hampton Road
Suite 330
DeSoto, TX 75115
tel: 972-780-9915
fax: 972-780-9208
e-mail: slivingston@dcdc.org
Web: www.desototexas.com

#622 at www.BusinessFacilities.com



GAS TURBINE OVERHAUL BUSINESS SEES SUCCESS IN DESOTO, TX



Steve DeMoss,
Manager of
Overhaul
Operations for
Solar Turbines
Incorporated

Headquartered in San Diego, CA, Solar Turbines Incorporated is a wholly owned subsidiary of Caterpillar Inc., a *Fortune* 500 company ranked #1 in its industry as the world's largest manufacturer of construction and mining equipment, diesel and natural gas engines, and industrial gas turbines. Solar Turbines is a leading manufacturer of industrial gas turbines in the one-to-15 megawatt size range (1,590 to 19,500 horsepower), with more than 11,400 units operating in 90 countries around the world. Solar Turbines was founded in 1927 and has nearly 5,000 employees worldwide, including approximately 275 in DeSoto, TX. Solar Turbines' products are marketed and serviced from 37 locations around the world.

The company's facility in DeSoto, TX is part of Solar's Customer Service organization, and is Solar Turbines' principle turbine overhaul center. Overhaul operations were moved to DeSoto in 1987 from other locations in Dallas and San Diego. The overhaul facility in DeSoto serves as the hub of overhaul operations worldwide, with 130,000 square feet of manufacturing and office space.

We asked Steve DeMoss, manager of Overhaul Operations for the Solar Turbines facility in DeSoto, what it is that makes DeSoto, TX so attractive to business.

Q *Why was DeSoto chosen to house this important facility for Solar Turbines?*

A One of the key reasons Solar located the Overhaul facility in DeSoto was DeSoto's close location to many of our customers. Many of Solar's oil and gas customers have operations in the Southwest and the Gulf of Mexico. Each year, over 1,300 customers from the region as well as from all over the world visit our facility in DeSoto. The DeSoto location in southern Dallas County offers access to convenient lodging, and entertainment for our customers when they have extended visits. In addition, DeSoto is located at the intersection of major interstate highways, has easy access to several major airports in the Dallas/Fort Worth area, and is a short commute to seaports on the Gulf. Due to the area being a major distribution center, there are an abundance of transportation services available. The Dallas/Fort Worth Airport gives us the ability

to ship our product to almost any location around the world.

Q *How would you describe the nature of the business environment in DeSoto?*

A Since moving to DeSoto, Solar has received tremendous support from the city government. Last year, we added 30,000 square feet of manufacturing space to our facility and most of the local leaders were present for our ground breaking. The process of permits and inspections during construction was handled professionally and promptly by the local government. A good working relationship existed throughout the project with Solar engineers, our contractor, and city officials.

Q *Are there any special programs or incentives you are able to take advantage of?*

A Our location in DeSoto offers relief from property taxes through a freeport exemption. This exemption is an advantage to any company that has a high volume of exports out of state. Texas also does not have a state income tax.

Q *How would you describe the workforce available to DeSoto businesses?*

A The diverse workforce in DeSoto has enabled us to select employees with a wide variety of backgrounds and experiences. The employees in this community have proven their quality, dedication, and loyalty by virtue of their long-term service with the company. We have experienced a low turnover rate which is also evidence of our employees' dedication.

Q *Do you have any tips to share with companies considering an expansion or relocation?*

A An important consideration when relocating a business is the quality of life available for the employees. DeSoto still retains characteristics of the small town way of life while being part of a large metropolitan area. For example, the University of North Texas opened a campus just a couple of miles from our facility which gives our employees easy access to higher education. The leaders in this community live and work in DeSoto, and they work with a passion to improve their community. ●