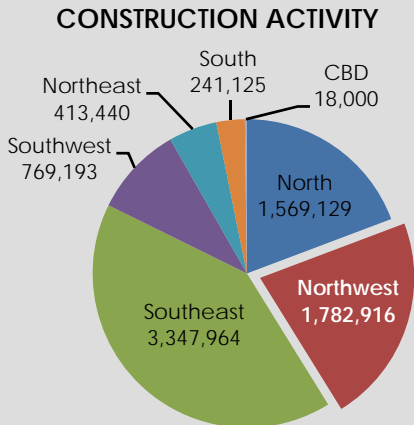
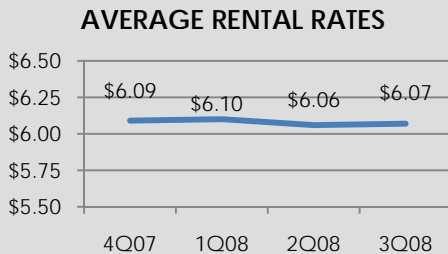
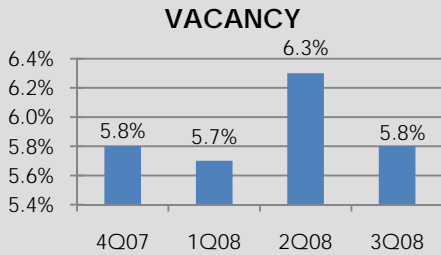




# Houston Industrial: Northwest Newsletter

4<sup>th</sup> Quarter 2008

## STATISTICS



## CONTACTS



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## REGIONAL NEWS

### What is going on in Northwest Houston?

- Tightening financial markets are creating problems for new and existing industrial projects
- Construction activity is down 96,128 square feet from last quarter
- Absorption is down 257,424 square feet from last quarter
- Landlords are becoming more aggressive in an effort to keep existing tenants, heading into a recession
- Investment activity has slowed, perceivably until market hits "rock bottom"
- Average rental rates are staying within a similar range
- Concessions from landlords are being offered on more occasions to attract new tenants
- Sub-lease opportunities are becoming more frequent as companies begin to restructure and cut costs from wasted space

## SERVICE SPOTLIGHT: CONSTRUCTION CONSULTING

### Texas Steel Processing, Inc. (TSPI)

TSPI is a carbon, alloy and stainless steel plate processing company in Houston, Texas. Their new 169,000 square foot home in northwest Houston is uniquely, one-of-a-kind. Situated on more than 10 acres, TSPI's new corporate headquarters features a distinctive, freestanding office building and a manufacturing plant, spanning almost two football fields, housing many double-girder overhead bridge cranes.



Challenge	Solution	Results
<ul style="list-style-type: none"> <li>• Locate specific shaped land site</li> <li>• Accommodate long term growth plan into new design</li> <li>• Stay within a 5 mile radius of current facility</li> <li>• Design facility to accommodate heavy-load product handling</li> </ul>	<ul style="list-style-type: none"> <li>• Needs analysis planning</li> <li>• Review of long-term and short-term company goals</li> <li>• Comprehensive search for site selection and project team</li> <li>• Focus on tight project timeline</li> </ul>	<ul style="list-style-type: none"> <li>• Found site within clients parameters</li> <li>• Finished project under planned timeline</li> <li>• Created a unique asset essential to TSPI's future growth</li> <li>• Doubled processing capabilities for new business plan</li> </ul>

## TOPIC OF INTEREST: END OF YEAR CHECKLIST

It's that time again – time for tenants and building owners to make a list and check it twice. As a conscientious business owner or director there are several things you need to review and act on as 2008 draws to a close.

Please feel free to use this checklist to help customize your own list of year end real estate issues to be addressed. Please remember, this generic checklist real estate brokers use is not exhaustive in any way. It should not be confused or misconstrued with your contractual duties you are required to perform or any of your other real estate obligations.



**Tenant Maintenance Responsibilities.** This is the “taking care of what you have” portion of the checklist for tenants occupying real estate. Your “specific” responsibilities to perform will vary from single tenant to multi-tenant buildings and are normally spelled out clearly in your lease agreement. I will only touch on a few that generally apply to most businesses under typical leases.

- 1. Heating, Ventilation, and Air-Conditioning (“HVAC”).** Tenants with dedicated HVAC units serving your space normally call for an HVAC Maintenance Program which needs to be serviced probably 2-4 times a year. Schedule your HVAC Contractor to service your units.
- 2. Air Filters.** Change all your air filters 4 times a year. If air quality seems to be an issue, experiment with higher quality allergy filters and see if it makes a difference.
- 3. Pest Control.** Schedule your pest control company for your quarterly treatment...

**Owner Maintenance Responsibilities.** This is the “taking care of what you have” portion of the checklist for owners of real estate. Like tenants, you may also have “specific” responsibilities to perform which vary from single tenant buildings to multi-tenant buildings. These specific responsibilities may be spelled out in your loan documentation with your lender as well as lease agreements. So I will only touch on a few that generally apply to most buildings. Keep in mind, if you are the owner and you occupy space in your building you need to perform the Tenant responsibilities in addition to the Owner responsibilities.

- 1. Owner Occupant.** If you own your building and occupy space in your building, please make sure you read the “Tenant Maintenance Responsibilities” for tenant or owner occupant specific responsibilities.
- 2. Parking Lot.** Restripe parking lot as necessary; Check for cracks that need to be repaired; Repair pot holes sooner rather than later before water begins to wash out soil under slab; Inspect and clear storm sewer inlets to prevent ponding or flooding during winter months...

To finish viewing the rest of this article, please visit the Knowledge Base section of our website at [www.icotexas.com](http://www.icotexas.com).

*Happy Holidays*

*Greetings of the  
season and best wishes  
for the New Year.*



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