



# STASNY RANCH DEVELOPMENT

GATEWAY TO ANGLETON

**Who:** Rocky Lai & Associates and Behrens Land Group (see appendix for Full Project Team)

**What:** 300 acre Development

- 150 ac industrial, 27 – 62 ac commercial, 50 ac residential, 60 ac parks/lakes
- 2200 potential local jobs created - 50 engineers and 50 mechanics in just phase 1
- Retail/Mixed Used Amenities along SH 288
- City Gateway signage
- Housing for new local residents
- Revenue for the city

**When:** Construction would begin in 2023

**Where:** Stasny Ranch Property, SH 288/SH 35

**How:** Work in partnership with the City of Angleton





# Planned Community Development Experience

---

- Telfair
- Aliana
- Sienna
- Riverstone
- Inverness
- Walden on Lake Houston
- Southwinds
- Katy Pointe
- And many more...





# Business Park Development Experience (Missouri City)

- Master-Planned, Deed Restricted Business Park in Missouri City, TX (Fort Bend County)
- Total Acreage: 251 acres
- Anchor User: Amazon's distribution facility
- Building size: 1,077,000 sq ft
- Job Creation: 500+ full time jobs
- Entire site located outside the 500-year flood plain
- Water, Sewer, and Storm Tie-ins are installed to the site
- Concrete Tilt wall Construction with Masonry Accents
- Direct freeway access to Fort Bend Tollway
- Amazon facility broke ground in Q4 2020. It was completed and fully operational by Q3 2021.





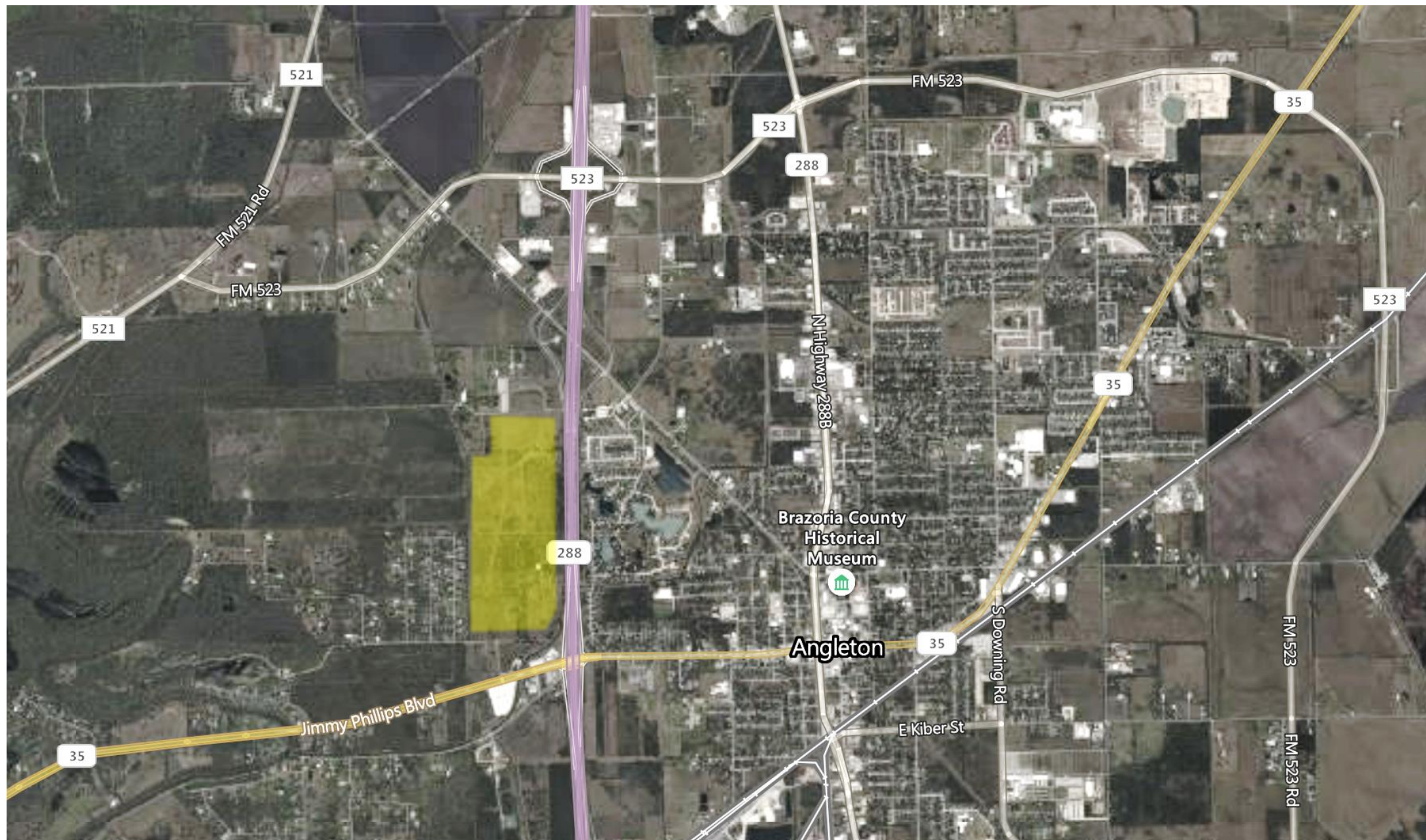
# Business Park Development Experience (Conroe)

- New Industrial/Office Park in Conroe, TX (Montgomery County)
- Total Acreage: 17 acres
- Building size: 18 buildings totaling 182,000 sq ft
- Great visibility: direct access to Loop 336 East and FM 3083, adjacent to Conroe North Houston Regional Airport
- Broke ground Q1 2022. Phase 1 estimated completion Q2 2023

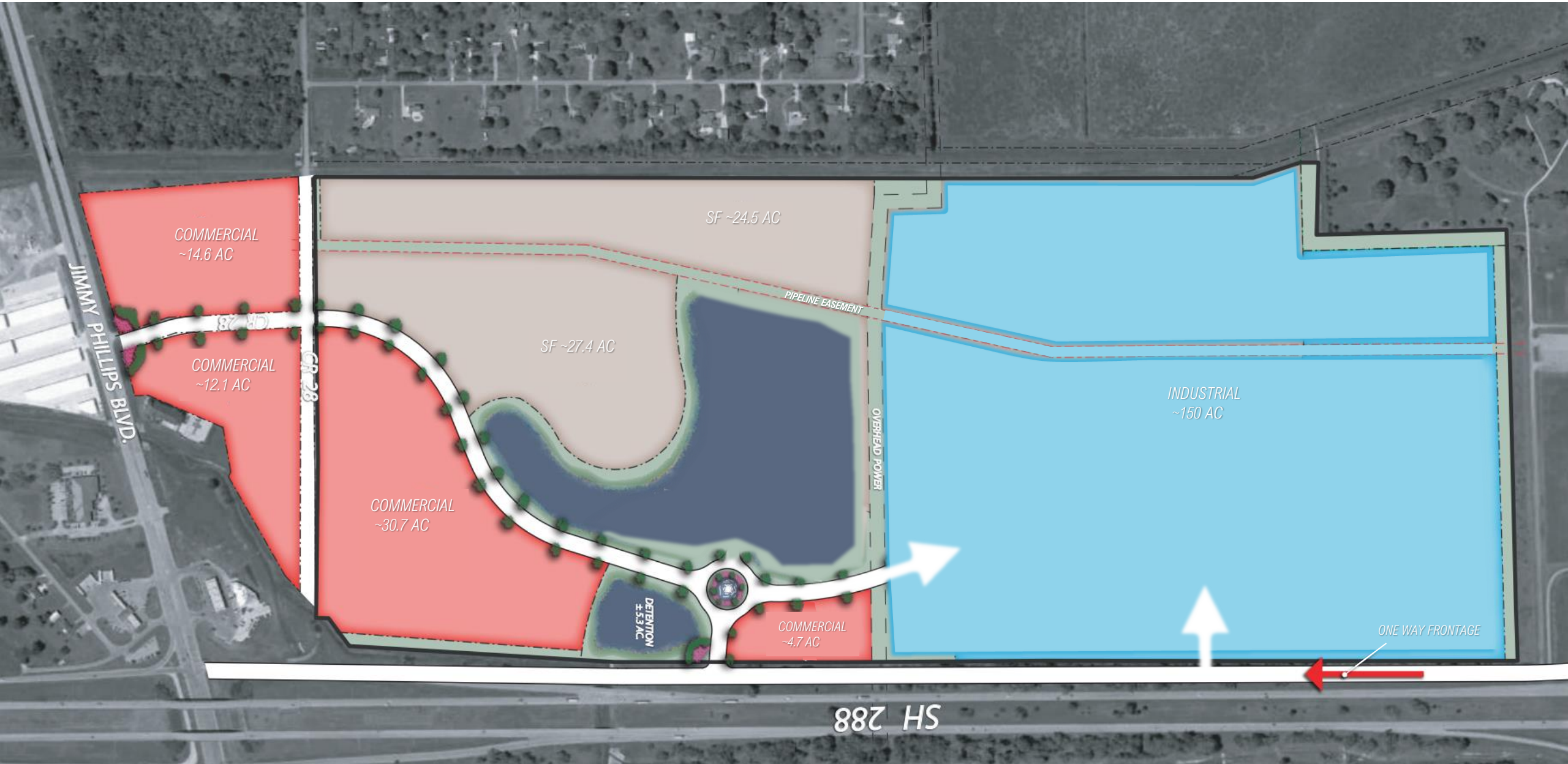




PROJECT  
LOCATION







## CONCEPTUAL LAND PLAN – OPTION 1: With Frontage Rd and Commercial/Town Center

This drawing is graphic representation only and subject to change based on information including but not limited to engineering and drainage, environment issues, etc.



# OPTION 1 PLAN: LAND USE AND TAXABLE VALUE CREATION

---

## **Industrial @ 150 Acres** **\$120 Million in New Taxable Value**

- The developers envision logistic type industrial uses, uses catering to the gulf coast ports, and lighter industrial centers with garage spaces.
- The industrial uses will be designed to not detract from the community.
- Landscaping and property maintenance will be required throughout the industrial area.

## **Commercial @ 62 Acres** **\$62 Million in New Taxable Value**

- The developers envision retail box stores, neighborhood serving commercial, restaurants and small business services.
- The commercial uses will be designed to not detract from the community.
- A commercial property owners association will be created to enforce deed restrictions.
- Landscaping and property maintenance will be required throughout the commercial area.

## **Single Family @ 52 Acres** **\$74 Million in New Taxable Value**

- A mixture of modern building materials and landscaping will be required to create pleasing neighborhoods and to sustain long term values.

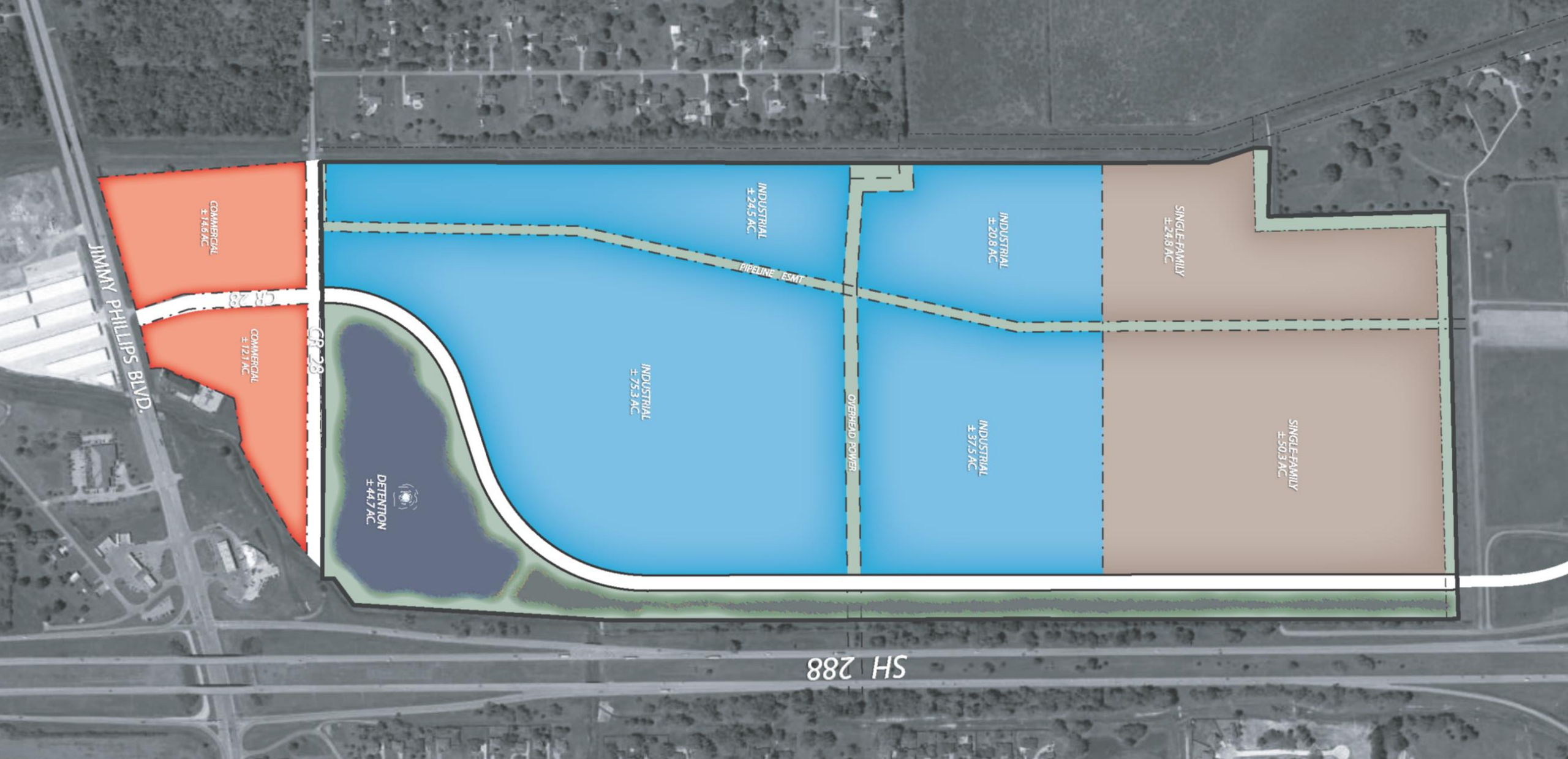
## **Parks/Open Space/Water Features @ 66 Acres**

- Green spaces and trails will be professionally designed to have active and passive areas, pocket parks, to take advantage of water features, trails, to buffer utilities and land uses where necessary, and to create pleasing character throughout the project.
- A HOA will be created to enforce deed restrictions.
- An architectural review committee will review homebuilding plans to meet architectural standards.

**TOTAL NEW TAXABLE VALUE = \$256 Million**

\*Land use acreages are approx. and will be based on engineering/planning studies and market conditions.





## CONCEPTUAL LAND PLAN – OPTION 2: No Frontage Rd and Backage Rd through City owned Tract

This drawing is graphic representation only and subject to change based on information including but not limited to engineering and drainage, environment issues, etc.



## OPTION 2 PLAN: LAND USE AND TAXABLE VALUE CREATION

---

### **Industrial @ 158 Acres**      **\$126 Million in New Taxable Value**

- The developers envision logistic type industrial uses, uses catering to the gulf coast ports, and lighter industrial centers with garage spaces.
- The industrial uses will be designed to not detract from the community.
- Landscaping and property maintenance will be required throughout the industrial area.

### **Commercial @ 27 Acres**      **\$27 Million in New Taxable Value**

- The developers envision retail box stores, neighborhood serving commercial, restaurants and small business services.
- The commercial uses will be designed to not detract from the community.
- A commercial property owners association will be created to enforce deed restrictions.
- Landscaping and property maintenance will be required throughout the commercial area.

### **Single Family @ 75 Acres**      **\$100 Million in New Taxable Value**

- A mixture of modern building materials and landscaping will be required to create pleasing neighborhoods and to sustain long term values.

### **Parks/Open Space/Water Features @ 71 Acres**

- Green spaces and trails will be professionally designed to have active and passive areas, pocket parks, to take advantage of water features, trails, to buffer utilities and land uses where necessary, and to create pleasing character throughout the project.
- A HOA will be created to enforce deed restrictions.
- An architectural review committee will review homebuilding plans to meet architectural standards.

**TOTAL NEW TAXABLE VALUE = \$253 Million**

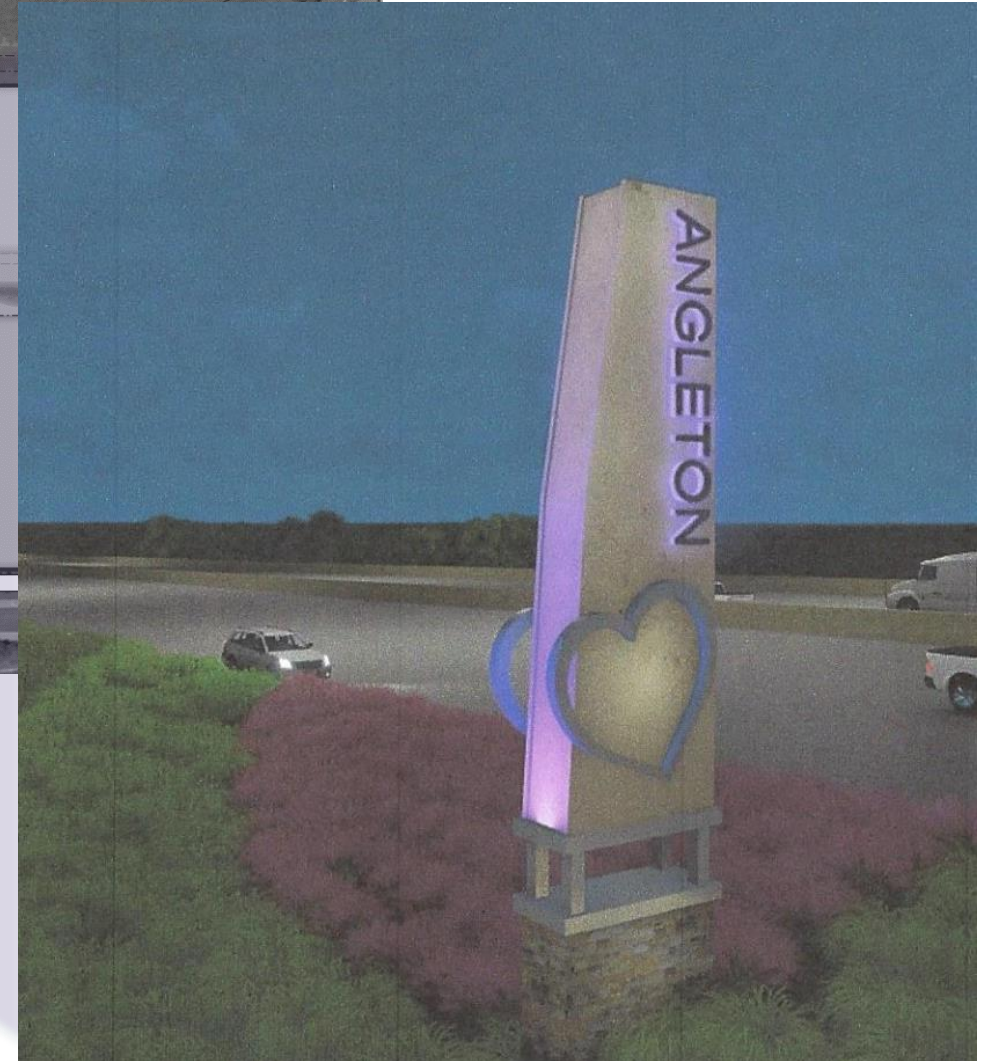
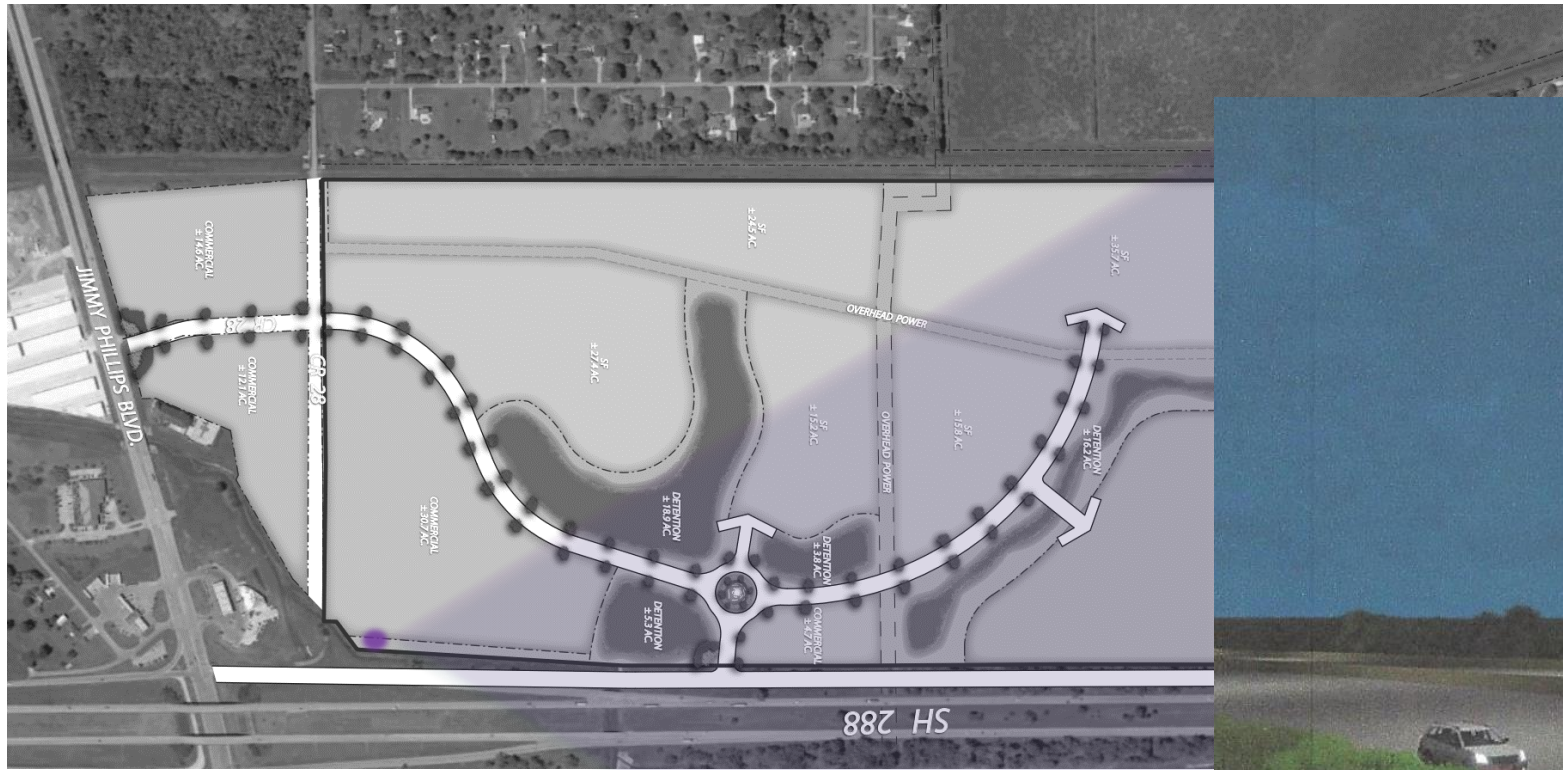
\*Land use acreages are approx. and will be based on engineering/planning studies and market conditions.



# POTENTIAL INDUSTRIAL USER DETAILS

Incremental Requirements	Phase 1 Anticipated ramp up from 2023 - 2025	Phase 2 Ramp-up TBD based on customer demand	Cumulative Requirements
Capital Investment	\$930 MM	\$816 MM	<b>\$1.76 B</b>
Direct Employment	1,200	1,000	<b>2,200</b>
Site Size Required	125 acres minimum; rectangular site preferred		
Building Size	1.2 MM sf	1.2 MM sf	<b>2.4 MM sf</b>
Maximum Structure Height	Buildings up to 66 ft.		<b>66 ft.</b>
Zoning	Industrial		<b>Industrial</b>
Electrical Connection	37,000 kVA	37,000 kVA	<b>74,000 kVA</b>
Electrical Load Factor	Approximately 80%		<b>Approximately 80%</b>
Natural Gas	235 MCF/hr.	235 MCF/hr.	<b>470 MCF/hr.</b>
Water*	Up to 1.4 MGD	Up to 1.4 MGD	<b>Up to 2.8 MGD*</b>
Sewer	0.49 MGD	0.49 MGD	<b>0.98 MGD</b>





## POTENTIAL GATEWAY TO ANGLETON LOCATION

This drawing is graphic representation only and subject to change based on information including but not limited to engineering and drainage, environment issues, etc.





# CONSIDERATIONS

---

- The location of the tract warrants a development that brings both jobs and housing.
- The Developer has a need to bring quality workforce housing in conjunction with industrial user
- It would be our desire to bring the property into the City limits and have the city work with us on special development financing and a possible rebate in order to attract users and assist with public infrastructure.

# IN SUMMARY

---

We are seeking a council consent to begin discussions with staff in order to produce a development that will attract industrial and commercial users in return for the following:

- Job creation
- Spin-off development
- Commercial/Retail/Mixed Used Amenities – in a live/work/play walkable community
- Beautification of a key gateway into Angleton's downtown
- Creation of new property tax revenue where none currently exists for the city
- Creation of new sales tax revenue where none currently exists for the city
- Quality single family subdivision of homes
- Public parks, greenspace, trails and waterways.

**ULTIMATE TAXABLE VALUE CREATED > \$250 Million**



# APPENDIX: PROJECT TEAM

# PROJECT TEAM

---





# ROCKY LAI AND ASSOCIATES & BEHRENS LAND GROUP

---

## A COLLABORATIVE TEAM BRINGING MASTER-PLANNED COMMUNITIES TO LIFE

Rocky Lai & Associates (Lai) and Behrens Land Group (BLG) established their collaboration in 2016 with the groundbreaking of the Southwinds community, a preferred 120-acre residential development in Baytown, Chambers County. Synergies were realized through Lai's experience in both development & financing approaches and BLG's proven experience in the development of master planned communities. Southwinds is now approximately 80% complete with the development completion scheduled for 2024.

Together, Lai and BLG have more than 75 years of combined master-planned community and development experience. This deep experience encompasses more than 15 planned communities and over 20 single family communities in the Texas region. Collaboratively financing, positioning, marketing, and developing large land tracts provides a broad benefits to the municipalities in which we develop.

## TEAM EXPERIENCE

- **75+ years of combined master-planned community and development experience**
- **Established reputation and solid industry relationships**
- **Multi-municipality knowledge**
- **Financial Strength**



ROCKY LAI

Rocky Lai, President and CEO of Rocky Lai & Associates, has over 30 years of real estate investment and development experience in Texas primarily involving master-planned communities. Rocky is responsible for the firm's investment strategies and growth initiatives and maintains oversight over the various joint ventures with several developers across Texas. Rocky Lai & Associates successful portfolio includes:

Sienna Plantation, a 10,000 acre master-planned community in Missouri City, Fort Bend County, Texas co-developed by Johnson Development and Rocky Lai. The community boasts 15,000 residential homes and 350 acres of commercial development. This community has been awarded and ranked top 30 best selling master-planned communities in the nation and top 3 in Texas for several consecutive years.

Riverstone, a 4,000 acre master-planned community in Sugar Land, Fort Bend County, Texas co-developed by Johnson Development and Rocky Lai. This community has 9,000 residential homes and 250 acres of commercial development. This community has also been awarded and ranked top 30 best selling master-planned community in the nation and top 3 in Texas (#1 in Houston) for several years.

Inverness, an upscale prestigious 140-acre neighborhood consisting of 200 homes in San Antonio developed by Great America Companies. This community has been ranked best neighborhood in San Antonio by several rankings. In addition to Inverness, Rocky was also involved in 2 other San Antonio residential developments.

Southwinds, a new highly-sought after 120-acre residential development in Baytown, Chambers County, consisting of approximately 440 homes with builders Beazer Homes and MI Homes. This project is currently 80% complete with the last final phase breaking ground by mid 2023. Rocky is a co-developer with Parke Patterson and Keith Behrens.

Aside from his key roles in developing and providing equity for master-planned developments in Texas, Rocky is also involved with several major retail, hotel and office developments around the nation. Rocky holds an MBA from The University of St. Thomas and currently serves on the Executive Board of Directors overseeing the school's Facilities and Buildings committee.





**M. KEITH BEHRENS**

M. Keith Behrens, President of Behrens Land Group Inc. (BLG), has been an executive and manager on projects for more than 25 years. Following leadership roles with leading master planned community developers, Newland Communities and Airia Development, Keith started BLG in 2013 to focus on providing development services and consulting for owners and investors. BLG's team currently manages 5 projects in the greater Houston area including Southwinds, Katy Pointe, Marisol, Olympia Falls and Mustang Ridge, and continues to grow to accommodate our clients.

Through his experience, Keith has played key roles in acquisitions, planning, development, proforma analysis, HOA management, architecture control, marketing and sales of single-family communities ranging in size from 3 acres to 2,000 acres, with some receiving national recognition. His experience in the management of large-scale development and construction projects allows him to quickly evaluate the needs of stakeholders, define a scope, and determine a path for development success. He plays a leadership role in defining project scope and helps to ensure that each milestone remains on-time and within budget.

Keith is a Licensed Professional Engineer in the State of Texas with a Bachelor of Science degree in Civil Engineering from Texas A&M University. He has served in key leadership roles for Newland Communities, the nation's largest private developer of planned residential and urban mixed-use communities in the United States; and Aliana Development, a Houston based company specializing in master planned communities.

Keith is a past board member for the Brenham Country Club and is currently serving on the Brenham Maifest Board as VP of Operations. He also serves as Chairman of the City of Brenham Planning and Zoning Committee and on the City of Brenham Comprehensive Plan committee. He has previously served as a Fort Bend Chamber of Commerce Board Member and a Literacy Council of Fort Bend County Board Member. Keith loves the outdoors and all things involving Texas A&M University.



PARKE PATTERSON

Parke Patterson applies 35 years of land development and real estate project management experience as a Development Partner for Behrens Land Group (BLG) projects. Parke established his experience through the management of real estate project developments across the United States including Texas, California (San Francisco Bay area), North Carolina, Georgia, Tennessee and Florida. His experience includes entitling and acquiring land for the development of single family, multi-family and mixed-use communities. Most notably Terraces on Memorial, a gated community in West Houston that boasts a lake, walking trail, fountains, and a mix of 1-story and 2-story homes, patio homes, and townhomes. Parke was also instrumental in the completion of Walden on Lake Houston, a 750 acre, master-planned development located northeast of downtown Houston in Humble, Texas. His comprehensive experience also includes partnership on multi-family development and office commercial projects located in downtown Houston and the Eagle Ford Shale oilfield market in South Texas.

Parke was recognized in 2005 with business partner, Jim Box for contributions made to the Houston development industry through receipt of the Greater Houston Builders Association (GHBA) "Developer of the Year" award. Parke also served as the 2016 GHBA President. His breadth of knowledge about Houston's housing and land development market augments the BLG team and reinforces the depth of experience that our team brings to development projects.

Parke has conducted numerous public education seminars on special district financing tools, and numerous presentations for project approvals. He also enjoyed serving as a nine-year board member and President of HomeAid Houston, a non-profit dedicated to providing housing for the homeless in the Houston area.

---

# ABHR

---

ALLEN BOONE HUMPHRIES ROBINSON LLP

---



ANGELA LUTZ

Angie's practice includes all aspects of public law with an emphasis on tax-exempt finance, urban development, and water districts. Angie negotiates with various local government officials and developers regarding land development and infrastructure projects. Angie focuses on working with cities and counties in the beginning of a development to ensure that mutually beneficial agreements are negotiated and implemented. She serves as general counsel to numerous political subdivision and acts as bond counsel for local government tax-exempt financings.

Angie represents the Hillwood Development's master planned community, Pomona, in Manvel's Extra-Territorial Jurisdiction. She has negotiated the Development Agreement with the City of Fulshear for the Johnson Development master planned community, Cross Creek West. She currently represents Cross Creek Ranch MUDs, which are located inside the city limits of Fulshear. She represents the Del Webb community, Sweetgrass, in Richmond; Sienna Management District; numerous levee improvement districts in Fort Bend County; tax increment zones in Missouri City; and MUDs in Conroe. She has specific knowledge of negotiating development agreements for commercial/industrial development in the city limits of Tomball. Angie's extensive knowledge of the special purpose district life cycle helps cities and developers work toward the best outcome for raw development in their communities.

Angie earned her Bachelor of Arts at Rice University in 1999 and graduated from Southern Methodist University Dedman School of Law with honors in 2002. After clerking for Judge Wanda McKee Fowler of the 14<sup>th</sup> Court of Appeals in Houston, she started practicing as a litigator at Vinson & Elkins, LLP. Angie joined ABHR in 2007 and became a partner in 2012. Angie grew up in a one-stoplight town in Missouri, and loves traveling to Fort Bend County to see her two nephews.





**STEVE SHELDON**

Steve Sheldon, PE is a Principal with DEC, responsible for all types of public infrastructure projects encompassing design services for new utilities, utility relocations, pavement, grading, water and wastewater systems and facilities, and site-civil engineering. Steve has 24 years of experience in civil engineering, primarily in the area of residential and commercial land development projects. Other experience includes bond issues and engineering reports for Municipal Utility District creation. Mr. Sheldon's project experience includes:

*Harris County MUD No. 566, Harris County, Texas*

Mr. Sheldon serves as District Engineer for the newly created Harris County MUD No. 566, a proposed 1,100 acre master MUD consisting of hundreds of acres of industrial park, located in Northwest Houston. This MUD is unique in that it was created in a manner that allows it to spin off into other MUD's, and Mr. Sheldon was involved in the creation process.

*Valley Ranch, Porter and New Caney, Texas*

Mr. Sheldon serves as District Engineer for Valley Ranch MUD No. 1, Valley Ranch Town Center Management District and Valley Ranch Medical Management District, which encompass the entirety of the over 800 acres in the Valley Ranch development. He has served as lead engineer on development of many of the facilities within the development, including the current design of a bridge over White Oak Creek. He has also assisted with the creation of multiple Districts on the property, including the Districts listed above, the New Caney Defined Benefits Area MUD and the Porter Defined Benefits Area MUD, and has provided engineering services for utility bond sales, park bond sales, road bond sales and surplus funds applications for those Districts.

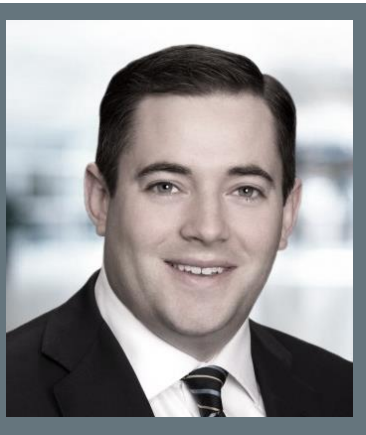
*Dellrose, Hockley, Texas*

Mr. Sheldon serves as District Engineer for Harris County MUD No. 319, an approximate 800 acre MUD located in Hockley, Texas, in northwest Harris County. He has served as lead engineer on all development in the Dellrose development within HCMUD No. 319, including a water plant and sewer plant. The Dellrose development was also the first residential development subject to the Frontier Plan, a trial program HCFCD introduced for funding of additional detention improvements along the Little Cypress Creek watershed. Mr. Sheldon worked successfully with HCFCD not just in conforming to the plan, but also in helping to rewrite it in order to better serve the needs of the development community.

*Brazos Town Center, Rosenberg, Texas*

Mr. Sheldon oversaw the development of 400 acres of a single-family, multi-family, and commercial development in Rosenberg, Texas. The 400 acres straddle Highway 59, so a tremendous amount of coordination with TxDOT was required for the multiple entrances to the Brazos Town Center off U.S. Highway 59.

Steve is a Licensed Professional Engineer in the State of Texas with a Bachelor of Science degree in Civil Engineering from Rice University.



STEPHEN EUSTIS

Stephen joined Baird in 2015, providing municipal advisory services to Texas special districts. Prior to joining Baird, Stephen was a senior public finance banker at RBC Capital Markets. Over the course of his career, he has assisted in the completion of more than 1,000 special district transactions. Stephen has provided financial advisory services to several master-planned communities including The Woodlands, Sienna, Sunterra, Marvida, Clear Lake City Water Authority, Woodforest, Trinity Falls, Miramesa, Grand Central Park, Veranda and Jordan Ranch. Stephen earned his Bachelor of Science degree in finance from Trinity University. He has previously served on the board of the Municipal Advisory Council of Texas. Stephen is licensed through the Financial Industry Regulatory Authority (FINRA) as a General Securities Representative (Series 7), Municipal Advisor Representative (Series 50), a Municipal Securities Principal (Series 53), a Municipal Advisor Principal (Series 54), and a Uniform Securities Agent (Series 63).

#### **BAIRD**

Founded in 1919, Baird has provided trusted financial advice and services through changing market cycles and across generations for over a century. Our corporate structure includes five core businesses including international wealth management, asset management, investment banking/capital markets, and private equity with offices in the United States, Europe and Asia. Baird has approximately 4,600 associates serving the needs of individual, corporate, institutional, and municipal clients and holds more than \$415 billion in client assets as of December 31, 2021. A complementary, counter-cyclical [mix of core businesses](#) broadens our capabilities for clients and diversifies our revenue sources. This helps Baird maintain financial strength and stability through even the most challenging market environments, helping ensure that we will be there to guide and advise when our clients need us most. Independent, privately held, and employee-owned, has enabled us to maintain a steadfast client focus, bringing a vested interest to each engagement.

#### **Baird's Special Districts**

Baird's Special District team has over 100 years of combined experience helping land developers and other special district professionals build up Texas' communities. As the leading municipal advisor for municipal utility districts, special districts, and water authorities across Texas, our team of 17 dedicated professionals provide clients with resources and innovative financings ideas tailored to their needs. Since 2015, Baird has served as municipal advisor on more than 876 transactions totaling over \$6.6 billion. This level of activity combined with our client-first philosophy allows us to provide best-in-class service as we are familiar with opportunities and challenges districts are facing across the State.