



WELCOME



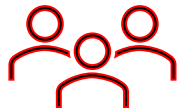
**UNIVERSITY OF HOUSTON
AT SUGAR LAND –
INDUSTRY PARTNERSHIP ZONE P3**

MARKET OUTREACH EVENT

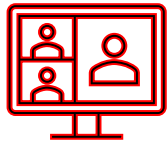
August 2, 2022



GETTING STARTED



**In-person
Guests**



**Remote
Guests**



**Format &
Outline**



**Q&A &
Next Steps**



INTRODUCTIONS

Jay Neal

Associate Vice
President
and Chief Operating
Officer for UH at
Sugar Land and
UH at Katy

Raymond Bartlett

Senior Vice
Chancellor and
Senior Vice
President for
Administration and
Finance

Elizabeth Huff

Director of Economic
Development at City
of Sugar Land EDC

Rachelle Kanak

Executive Vice
President Marketing &
Operations at Fort
Bend County EDC

Jim Ziglar

Principal
Rebel Group



P3 ADVISORY TEAM



WT Partnership
P3 & Real Estate Advisors



REBEL Group
Financial Advisors



VISSPIRO Strategies
Architectural & Programming



SOCIAL TECH Ai
Educational Specialist

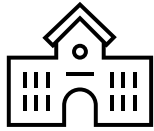


PRESENTATION OVERVIEW

- **Project Background**
- **Area & Regional Context**
 - *City of Sugar Land EDC*
 - *Fort Bend County EDC*
- **Overview of UH & Project**
 - *Vision for Industry Partnership Zone*
 - *UH Objectives*
 - *Value Proposition*
- **Potential Partners & Structures**
 - *Targeted Industries and Partners*
 - *Potential Commercial Structures*
- **Next Steps**
 - *Request for Industry Comment*
 - *Q&A*



UH AT SUGAR LAND



- Located in Fort Bend County on 270 acres, which includes I-59/69 frontage
- Instructional Site since 2016 with programs from six UH colleges: Nursing, Technology, Education, Social Work, Liberal Arts & Social Sciences, Business
- 3,000+ students now, a figure which will increase in fall 2022 as College of Technology programs transition to Sugar Land from the main campus
- 200+ Faculty | 22 Undergrad & Graduate Programs



INDUSTRY PARTNERSHIP ZONE VISION

- The overall vision for the Industry Partnership Zone is to create a community where academia and industry intersect to create an innovative ecosystem bringing people and ideas together to advance research, technology commercialization, incubation, and economic development.
- UH is looking for key partners whose work overlaps with the program offerings at the Sugar Land instructional site, in particular the College of Technology, in order to leverage the intellectual capital available in the form of faculty and students.
- UH at Sugar Land is most focused on advanced manufacturing, logistics and supply chain, and biotechnology, but is open to adjacent sector partners as well.
- These partnerships would work in tandem to offer internships, research collaborations, and intellectual property (IP) leading to patent development.



FLYOVER VIDEO

INSERT SUGAR LAND INSTRUCTIONAL SITE FLYOVER VIDEO

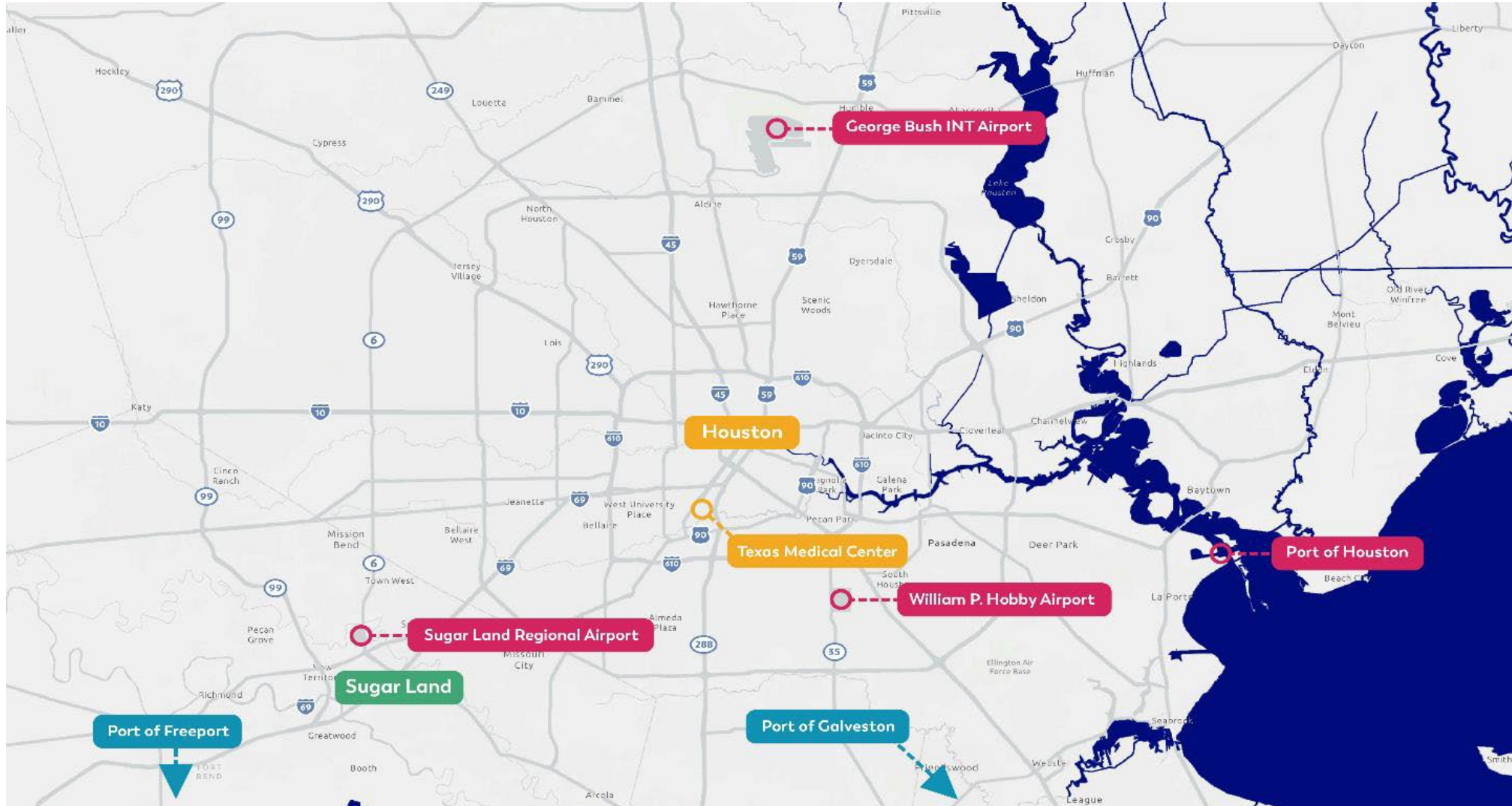


CITY OF SUGAR LAND

OFFICE OF ECONOMIC DEVELOPMENT



SUGAR LAND, TX



OUR FOUNDATION – IMPERIAL SUGAR

- Sugar Land began as a company town around Imperial Sugar Company in the early 1800s.
- The Imperial Sugar Company built 500 new homes, a mercantile store, medical stores, paper mills, and Lakeview Elementary which is still used today.
 - They also built and staffed hospitals and fire stations to accommodate the needs of Sugar Land residents.
- By 1925, the population was listed at 1,000 and 4 years later the population had increased to 2,500.
 - The Charhouse was constructed during this time.
- Sugar Land is a perfect example of Economic Development



HISTORY OF MAJOR EMPLOYERS

- ChampionX, originally called Norris, established in 1929 as a Chemical Technologies business selling drilling mud additives
- Major corporations such as Fluor and Schlumberger established major campuses in the 1980s
- The Sugar Land Office of Economic Development continues to attract and retain primary employers, many of which are in the Sugar Land Business Park



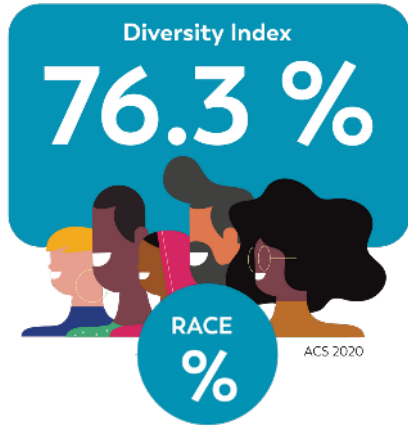
QUALITY OF LIFE



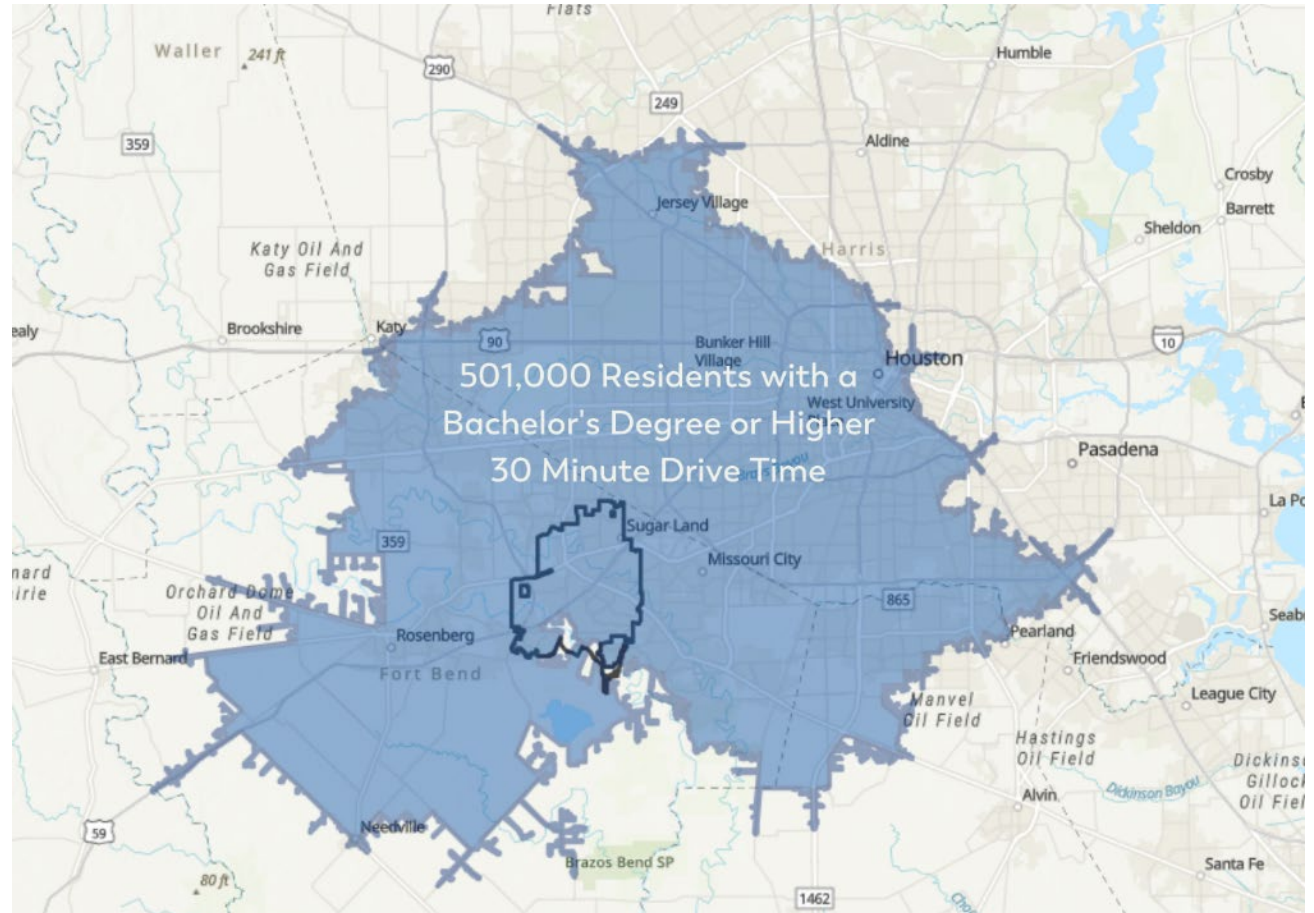
WORKFORCE & DIVERSITY



POPULATION DIVERSITY



WHITE 39.2 %	ASIAN 3.8 %	HISPANIC 12.3 %	BLACK 6.9 %
AMERICAN INDIAN .36.9 %	PACIFIC ISLANDER .1 %	2 OR MORE RACES 2.8 %	OTHER .3 %



SUGAR LAND'S KEY SECTORS



ADVANCED MANUFACTURING

- Legacy Energy / Clean Energy
- Pharmaceutical Manufacturing
- Computer & Electronic Product Manufacturing



BUSINESS & PROFESSIONAL SERVICES

- Corporate HQ and Back Office
- Financial Services
- Engineering Services



LIFE SCIENCES

- Healthcare Services
 - Health IT
- Biotech Research



INFORMATION TECHNOLOGY

- Software
- Internet Applications
- Digital Security



TOURISM

- Accommodations
- Arts, Culture & Recreation
- Destination Retail



KEY SECTOR PRESENCE

MEDICAL & BIOTECHNOLOGY



ADVANCED MANUFACTURING



SUGAR LAND / UHSL PARTNERSHIP



Diversity over Division Mural Unveiling | Fall 2021



FORT BEND COUNTY

ECONOMIC DEVELOPMENT COUNCIL



THE FACTS

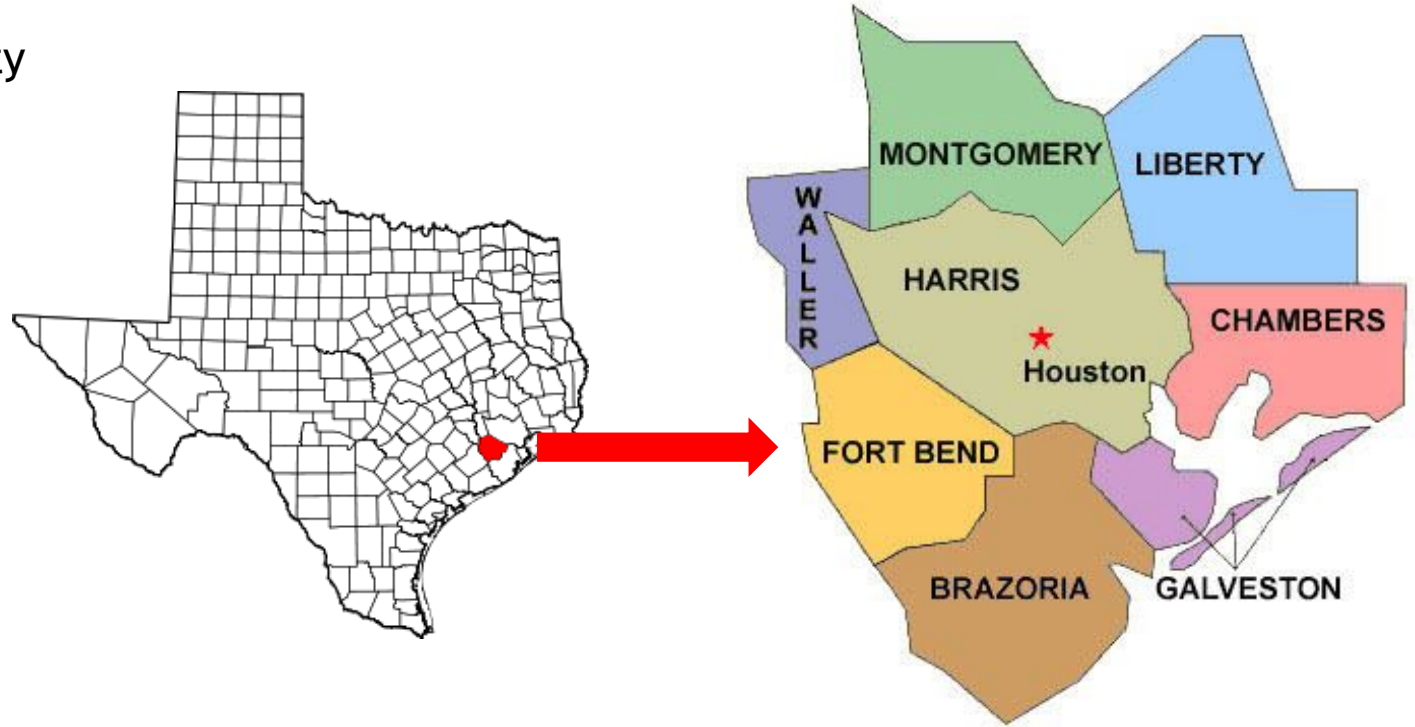
- Centrally located with access to US and global markets
- No state income tax
- Texas ranks 1st year after year for business climate
- Greater Houston is the fifth largest metro in the US
- Fort Bend is the fastest growing county in Greater Houston
 - 839,706 Population
 - 900 Square Miles
 - 18 Communities
 - 50 Percent Undeveloped

ONE OF THE FASTEST GROWING COUNTIES IN THE U.S.



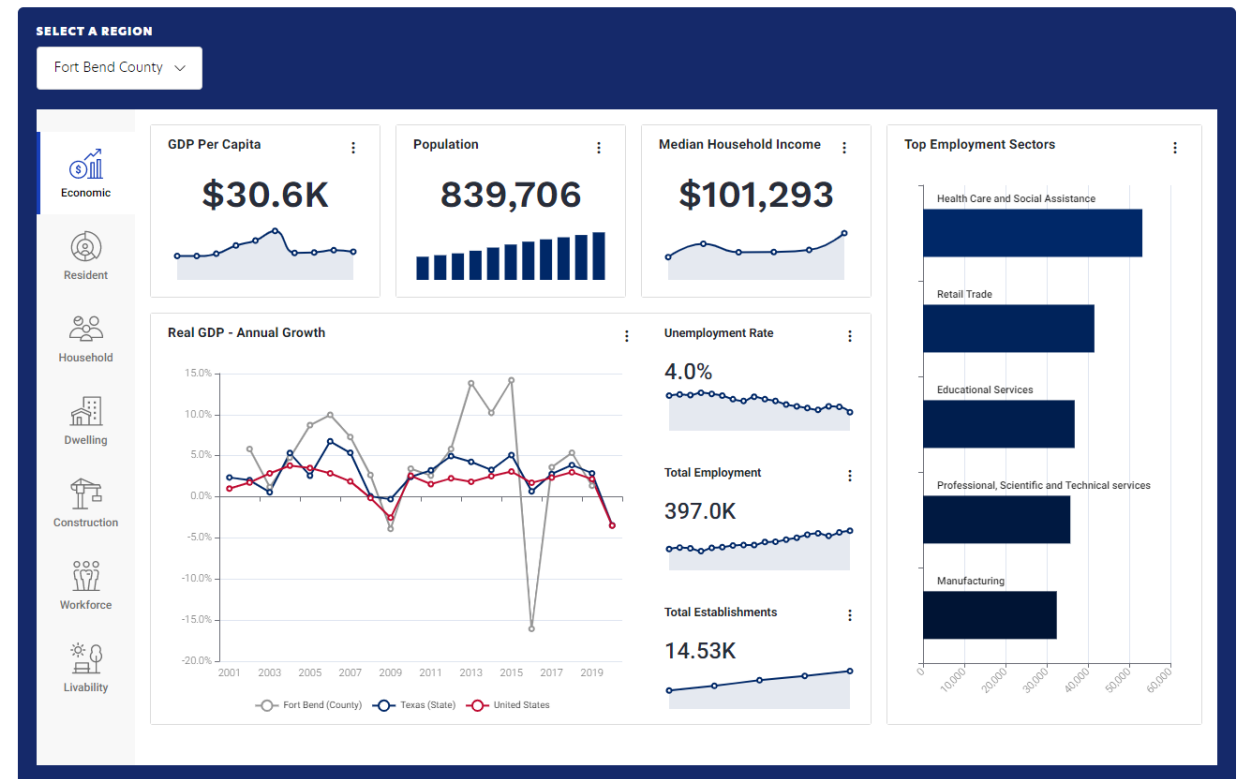
REGIONAL LEADER

- Fort Bend County is part of a 9-county region, Greater Houston Metro
- Fort Bend County leads the region:
 - Education Level
 - Diversity
 - Median Household Income
 - Foreign Born Population
 - Population Growth
 - Innovation Index
 - Talent Attraction
 - Skilled Job Growth
 - Net Migration
 - Poverty Rate (lost in region)



QUALITY OF LIFE

- Best County For Families In Greater Houston, 2nd in Texas, 11th in US
- 3rd Healthiest County In Texas
- 4th Fastest Gaining Population in US
- 7th Best Public Schools in Texas
- 8th Best County In Texas For Young Professionals
- 16th Best County For Talent Attraction In US
- 9th In US For Job Growth To Population Growth



EXCEPTIONAL WORKFORCE

- County's diverse, educated workforce continues to grow, now over 415,520 (May 2022)
- The county's labor shed (regional force) is nearly 3.4 million strong
- Upskilling and workforce training at local colleges, universities, and Workforce Solutions
- County Unemployment Rate (May 2022): 3.9%
- Talent Attraction- ***Leading The Region!***
 - Skilled Job Growth - 39th in US
 - Net Migration- 11th in US
 - Educational Attainment- 10th in US
 - Overall Job Growth- 31st in US
 - Talent Attraction Overall- 16th in US

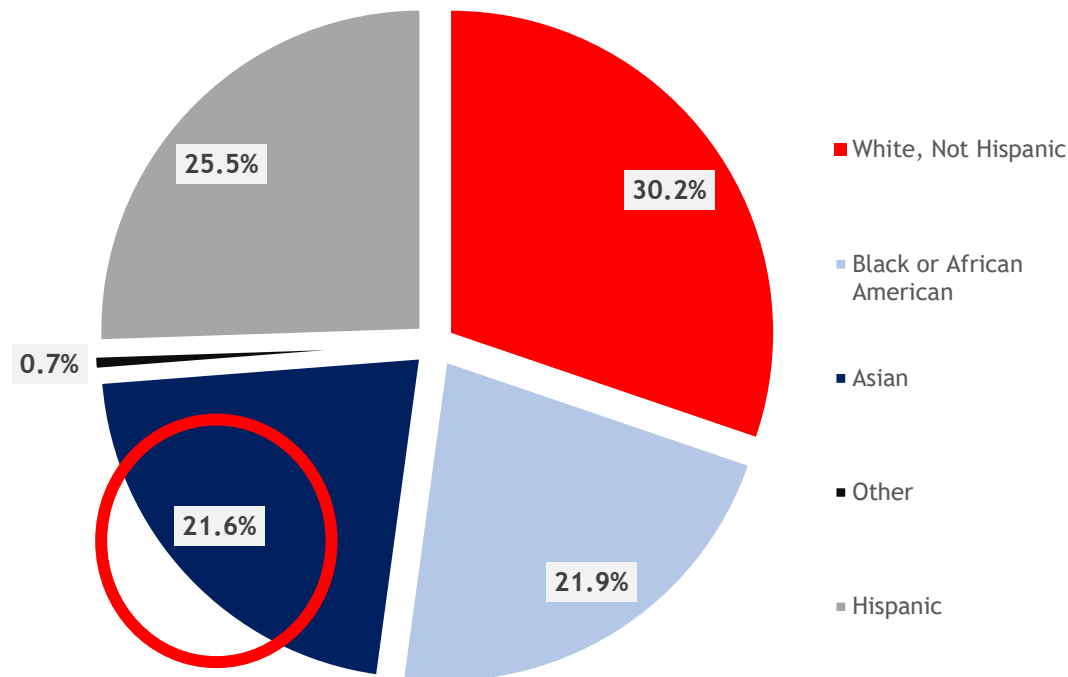


WORKFORCE – POPULATION DIVERSITY

- Most diverse county in the Greater Houston region
- One of the most diverse counties in the United States
- Foreign born population is 28.6%, compared to Texas at 17%
- 38% of total commercial incomes is contributed by foreign born community

“One of America’s great demographic success stories!”

*Bill Fulton, Director,
Kinder Institute For Urban Research*



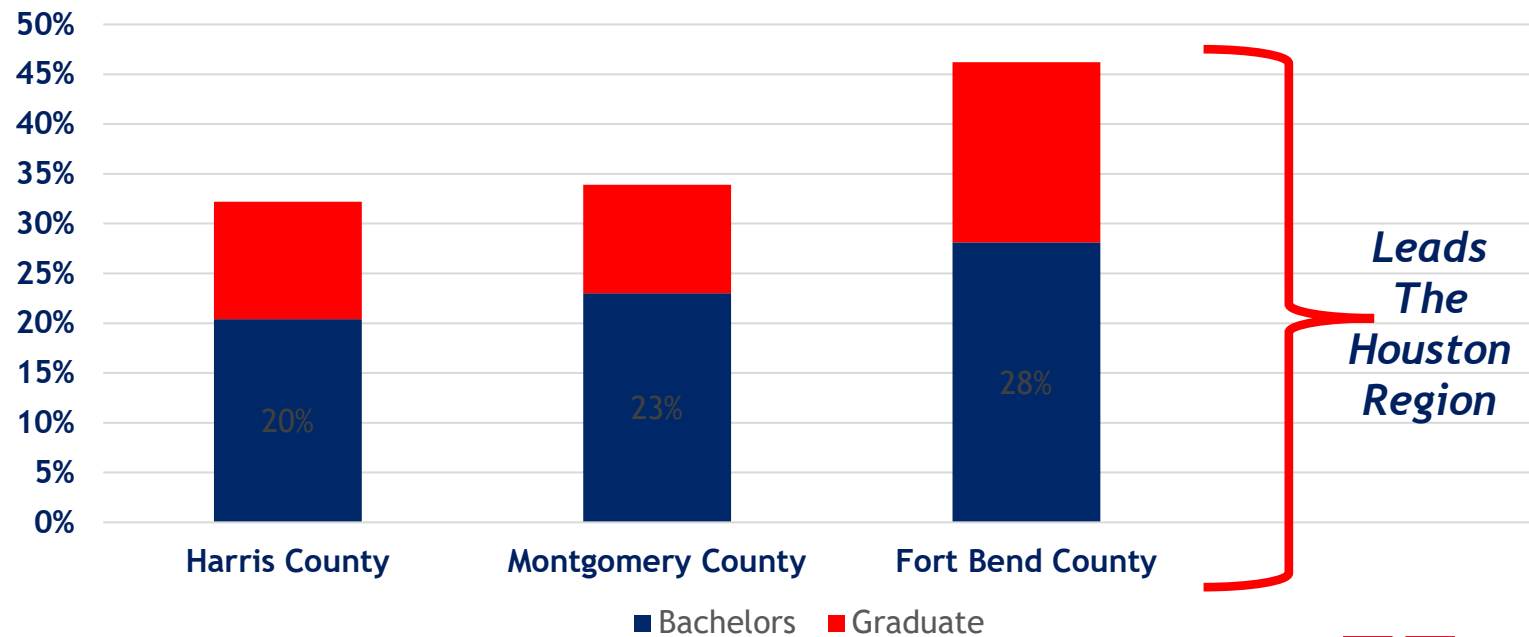
Fastest growing demographic group in Fort Bend County



WORKFORCE EDUCATION

- Fort Bend County has the highest level of educational attainment in the region, 10th highest in the US.
- 91% of the population has a high school degree or higher
- 45.5% have a bachelor's degree or higher
 - Harris County: 32.3%
 - Montgomery County: 34.9%

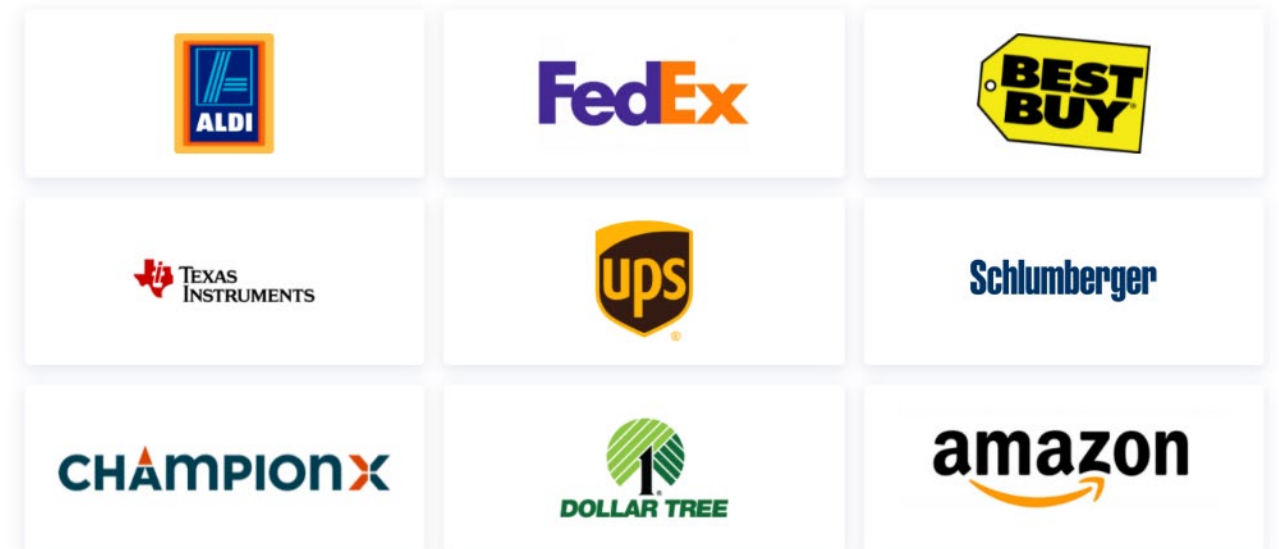
The “Big 3”- Largest Counties In Greater Houston



COMMERCIAL ACTIVITY

- Remained steady during COVID; uptick in activity last six months
- County GDP 2021: \$25 Billion; \$4 Billion in 1986
- \$20 Billion commercial value (2021)
- 15,378 business establishments in Fort Bend
- Target industries include food and beverage manufacturing, advanced manufacturing, logistics/supply chain, research and development, life science, and business services/corporate office

Fort Bend's Largest Employers



ACCESS TO LOCAL, NATIONAL MARKETS

- Access to markets across Texas
San Antonio, Dallas, Austin, Houston, and the Rio Grande Valley
- Access to markets across the US
Centrally located to reach markets in the Mid-West and the Atlantic and Pacific coasts
- Access to deep water port capable of accepting container ships coming through the Panama Canal-
deepest Port In Texas; additive to Port Houston, not competitive
Goods moved into Houston and other US markets via Highway 36A.
- Three Class I Rail lines that converge in Rosenberg
Products moved across the US and into Canada
- Interstate 69, Highway 36A, US Highway 90, Fort Bend Toll Road, Grand Parkway, Westpark Toll Road
Connecting Fort Bend to Greater Houston and beyond
- A network of MUDs and LIDs to support development and provide flood protection
Development and protection costs borne by the user to speed up development



COLLABORATION, OPPORTUNITIES, & PARTNERSHIPS WITH UH

- FBEDC is a long-standing partner with University of Houston
- Seek opportunities to support projects that grow the commercial base, create jobs, and improve our community.
- Strength is in our collaboration - county, cities, education, development community - common interest to keep Fort Bend County *Greater Houston's Finest Address*





UH & THE PROJECT

- University of Houston
- UH and Connection to Sugar Land
- Vision for Industry Partnership Zone
- Value Proposition



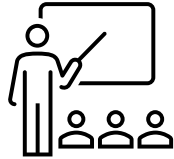
THE UNIVERSITY OF HOUSTON



- Established in 1927, a Tier One public research university with aspirations to be a Top 50 research university
- 47,000 Students (2021-22 Academic Year) | 2,800 Faculty | 255 Undergrad majors/minors | 36 Research Centers
- Committed to contributing to the vitality of the region by developing skilled, professionals, providing research-based solutions to real-world problems, and celebrating the diversity of the people who call Houston home
- \$6.4B Economic Impact on Greater Houston (Emsi/2019)



STRATEGIC PLAN



Higher Expectations: A 2019-2023 Strategic Plan

- Key Priorities for 2022-2026: Student Success, Growth, Partnerships, Awareness
- Growing, strengthening business, political, community relationships with emphasis on P3 opportunities
- College of Technology will be completely migrated to Sugar Land by 2025 which presents opportunities for programs to connect with industries in the region



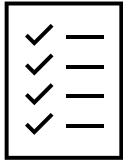
UH AND SUGAR LAND



- UH at Sugar Land and UH Resources
- Vision and concept of possible projects
- Partnering with UH



OBJECTIVES



The project objectives for UH are:

- A long-term collaborative industry partner(s)
- A project that is revenue generating (i.e., patents, IPs, retail space, etc.)
- An up-front capital investment from a partner(s) and/or a securitizable long-term commitment
- An overall alignment with UH academic mission, goals, and objectives
- A space for additional research and employment opportunities for faculty and students
- A sustainable, state-of-the-art research hub



VALUE PROPOSITION

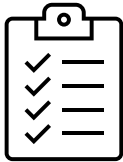


UH can present a high value proposition to potential partners in the immediate area, characterized by:

- Land that is zoned and ready for development
- Joint research revenue opportunities
- Access to leading research faculties at both UH at Sugar Land and potentially the wider UH research faculties at the main campus
- Highly employable student body and pipeline for industry workforce
- Reputational benefits of being partnered with a leading University



VALUE PROPOSITION



Other UH Regional Benefits:

- The City of Sugar Land is an innovative hub for many growing industries, particularly in advanced manufacturing, biotech, financial services, energy technology, and R&D
- Fort Bend County is home to several advanced manufacturing and technology sector companies and will likely continue to serve as a targeted location for those industries
- The region is also enticing to employees looking for a high quality of living as well as employment options. The region offers a suburban environment with an affordable cost of living, a diverse and highly educated population, and highly rated local school districts.





POTENTIAL PARTNERS

- Types of Partners
- Target Industries
- Preferred Use Types
- Potential Commercial Structures
- Transaction Parameters



POTENTIAL PARTNERS

1

Development
Partners

2

Industry
Partners

3

Self-
performing
Industry
Partners



TARGET INDUSTRIES

1

HIGH PRIORITY INDUSTRIES

- Advanced Manufacturing
- Distribution / Supply Chain
- Biotech

2

SECONDARY INDUSTRIES

- Engineering
- Healthcare
- Education
- Technology
- R&D
- Consulting
- Insurance
- Telecom
- Oil & Gas
- Energy
- E-sports
- Chemical
- Construction



PREFERRED USE TYPES



The Project should reflect higher education purposes or be in support of the campus' educational mission. The following use types have been considered at this point and all are considered acceptable as Project components:

- Commercial Office
- Advanced Manufacturing R&D
- Laboratory / Research
- Flex Space
- Shared Academic / Classroom
- Supporting Commercial Development



POTENTIAL COMMERCIAL STRUCTURES

UH has identified these models as potentially viable procurement options:

1. Industry Partner-Led (Partner Risk)

- UH owns land/asset
- Industry Partner takes on role of Development Partner and develops facility for its own use
- Industry Partner retains most risks, including long-term performance
- After identifying Development Partner, UH retains limited level of control

2. Development Partner-Led (Developer Risk)

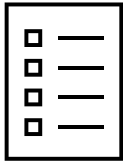
- UH owns land
- UH enters long-term ground lease with Development Partner
- Development Partner develops facility and leases space to Industry Partner(s)
- Development Partner retains most risks, including demand and long-term performance
- UH retains low level of control

3. Development Partner-Led / (University risk)

- UH owns land/asset
- Development Partner develops and operates facility
- UH leases space to Industry Partner(s)
- UH retains demand risk and pays Partner based on availability
- Development Partner retains most other risks, including long-term performance
- UH retains high level of control



TRANSACTION PARAMETERS



- UH is open to discussing commercial structures, availability payment P3, ground leases, other types of leases, and various security structures that could be used to raise the capital to build the project, within certain parameters.
- However, UH is not currently considering issuing its general credit bonds for this purpose. There is a preference for risk to be shared between parties or transferred largely to the Development Partner(s) and/or Industry Partner(s).





NEXT STEPS

- Q&A
- Request for Industry Comment



REQUEST FOR INDUSTRY COMMENT (RFIC)

PURPOSE OF THE RFIC:

1. Measure the level of respondent interest in participating in a future procurement;
2. Obtain specific industry input to questions outlined in RFIC; and
3. Seek the participation of industry leaders via formal feedback to obtain additional input on the proposed development including project delivery and financing mechanisms.

RFIC TIMELINE:

8/9

RFIC issued following Event

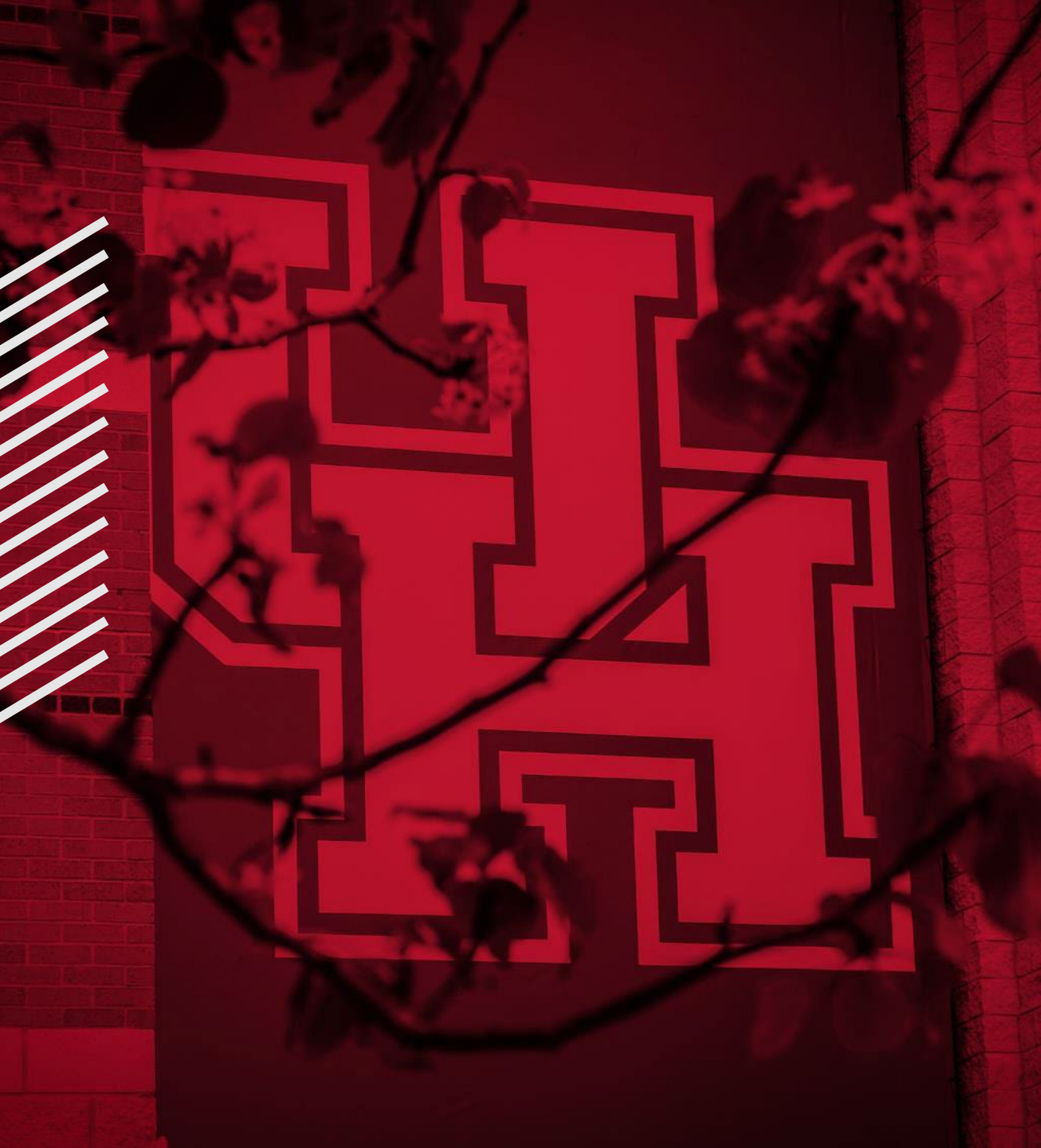
9/6

Approximately 4-week market period

Fall 2022

Following responses, the University will determine next steps





Q & A



CONCLUSIONS



The Industry Partnership Zone represents a unique opportunity to develop a strong link with UH.



Clear commitment from UH leadership as well as local and regional resources



Site is development-ready with State control of land use and approval process



Industry feedback will help shape next steps and procurement options



WEBSITE

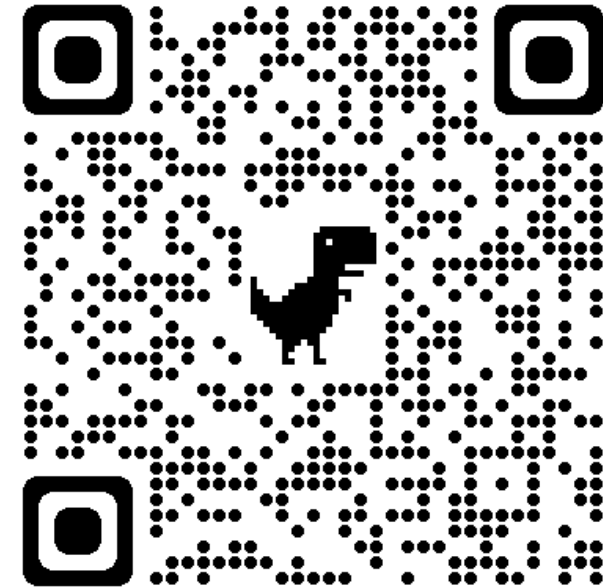
Website - uh.edu/sugarland/partnerships

Please submit all queries and questions related to the RFIC via contact email below.

- Project Information and Background
- Market Outreach Information
- Outreach Event Presentation
- Question submission
- Contact details
- RFIC process

CONTACT

Contact Email - bethjohnson@uh.edu





THANK YOU