



2022 CEDA APPLICATION

City of Corsicana, Texas

2022 Community Economic Development Award

Corsicana, Texas

The City of Corsicana is pleased to submit the Audubon Metals Texas project for consideration for a Community Economic Development Award. Corsicana, Texas is the county seat of Navarro County and is located at the crossroads of Interstate 45, U.S. Hwy 287 and State Hwy 31 in North Central Texas. Corsicana's central location, near the apex of the Texas Triangle, provides access to markets in the DFW area, Central Texas and the Port of Houston.

Corsicana is home to a number of manufacturing facilities which produce glass, plastic pipe, foam products, building materials, confectionery and bakery goods. Two major distribution facilities are also located in Corsicana.

In January 2020, Audubon Metals LLC announced that Corsicana would be the location of a new \$50 million dollar 100 job manufacturing facility for the Henderson, Kentucky based company. On August 1, 2021, Audubon Metals began commercial operation of the new Corsicana facility. The company is a heavy-media separator and producer of secondary aluminum alloy. Audubon Metals offers a critical step in the recycling of metals to be re-used for manufacturing of new products.

The recruitment effort began in August 2018, when Corsicana was contacted by a Commercial Realtor with a client, Audubon Metals, who was searching for a new production facility that would be better positioned to serve existing customers and expand into additional markets. Audubon's search for a new site took two years with visits to more than 50 sites in two states. Audubon was in search of a site with good highway access, rail, available workforce, and a community with the same core values.

The Corsicana team went to work. The team identified an undeveloped site adjacent to the Union Pacific railroad. The undeveloped site, which would become the Hwy 31 Industrial Park, lacked road access, water, sewer, rail and gas. To secure the project, Corsicana would need to get approval for a new rail switch and spur, develop the site with water, wastewater, and a road. Revenue from the sale of the land funded the utility extensions, while a grant from Economic Development Administration (EDA) helped fund the rail spur. The EDA Grant was the first in North Texas to be awarded in an Opportunity Zone.

Recognizing the need for a quality workforce, Navarro College representatives were involved early in the process. The Navarro College District President and the Executive Dean of Workforce, Career & Technical Education met regularly with Audubon representatives to explore existing programs and training opportunities. In addition to the Skills Development Fund, Navarro College and Corsicana High School developed a dual-credit certification program to provide a skilled

workforce while giving resident the education needed for a successful career. Rural Development Partners and Audubon Metals provided a grant for \$140,000 to help create the new program.

AWARDS CRITERIA

Innovativeness

The key to the success of this project was building a team of local leaders who were eager and willing to build a relationship with the prospect early in the process. The Corsicana team was involved from the first visit. The early involvement of City, County, School District and College leadership demonstrated to the prospect that the community and the business shared similar core values including integrity, respect, and customer focus.

Transferability

Building a quality team of local leaders can, and should, be done by any economic development organization. This project would not have been successful without the full support and cooperation of the community leaders. By having the leadership team involved at the beginning of the recruitment effort demonstrated to Audubon Metals that the community was unified in their desire to attract Audubon Metals.

Community Commitment and Leverage

This project has support from the City of Corsicana, Navarro County, Navarro College and the Corsicana Independent School District.

TAX ABATEMENT

The City County and College each approved a 10 year 50% tax abatement.

EDA GRANT

Audubon Metals required access to rail in order to bring in raw material for their process. The site, while adjacent to the Union Pacific Railroad, did not have rail access. The City of Corsicana used an Economic Development Administration grant to construct a new industrial rail spur complete with drop and pull tracks. The new spur was constructed for Audubon Metals and can serve other properties in the Industrial Park.

TEXAS ENTERPRISE ZONE

The City of Corsicana nominated Audubon Metals Texas for TEZ project status.

NEW MARKET TAX CREDIT

The City assisted Audubon Metals to obtain NMTC funding. Due to the size of the project, NMTC was funded in two tranches.

UTILITIES AND ROAD

The site for Audubon Metals was an undeveloped field. The City of Corsicana extended water and wastewater utilities to serve Audubon Metals and future industrial clients in the Industrial Park. The City of Corsicana also constructed a permanent concrete road to connect with the new State Highway 31.

Measured Objectives

The Audubon project has exceeded expectations by directly adding 100 new industrial jobs more than \$50 million in new taxable value to the tax rolls. The Audubon project was the catalyst that helped Corsicana develop the Hwy 31 Industrial Park. The newly developed park has already attracted a second user. In June, GAF announced the first commercial-scale asphalt shingle recycling operation. The GAF announcement would not have been possible without the Audubon Metals project.

Secondary Benefits to the Community

The Audubon Metals project was funded using New Market Tax Credit financing. One of the Community Development Entities that participated in the financing is the Rural Development Partners (RDP). RDP's mission is to revitalize rural America through partnerships with communities and businesses. While working on the Audubon Metals project, RDP assembled a team of community leader that identified a need for more vocational training in Corsicana. Using a grant from RDP, the Corsicana ISD and Navarro College developed an Industrial Manufacturing Technician dual credit certification program. This workforce initiative will provide more skilled workers for Audubon Metals, and the greater Navarro County region. It will also provide employment opportunities for community residents to obtain a successful career.