

CISCO SYSTEMS INC.

KEY PLAYERS

Suzanne Cooper, Pat Moore, Mike Lavazza, Tom Colwell, Chris Boudreaux and Srinivas Ramaswamy, Cisco Systems Inc.; Kelley Kackley, Bo Bond, Brooke Armstrong, Lee Hansen, David Stack, Chris Beavers, Brent Smith, Amy Gerber and Hilary Holmes, Jones Lang LaSalle; Misty Ventura and Gene Segrest, K&L Gates LLP; Allen Commerce Center LP; Andy McRoberts and David Tarrant, McRoberts and Co.; Dan Bowman and Robert Winningham, Allen Economic Development Corp.; Mayor Steve Terrell, Bo Bass, John Baumgartner and Peter Vargas, City of Allen; Scott Ruch, Corgan Associates Inc.; and Whitney Zink, Holder Construction.

BY STEVE GARMHAUSEN
CORRESPONDENT

When Cisco Systems announced in June that it would build a major data center in Allen, officials there were jubilant. But they weren't exactly surprised; luring a data center had long been their intention, and they had been waving the welcome sign for several years.

"Data centers are part of our strategic plan for the city," said Robert Winningham, executive director of the Allen Economic Development Corp.

Now Allen has a marquee name with which to attract other companies.

Cisco, which is based in San Jose, Calif., reportedly plans to invest \$184 million in the data center, which is slated for a 34-acre location on Chelsea Boulevard near North Central Expressway, in the Allen Commerce Center. The center will be 168,000 square feet at first, but may be expanded by as much as 200,000 square feet. Construction started in August, and is expected to be completed

next year.

Winningham said Allen won the Cisco data center because it had what the technology company required: the right mix of water and sanitary services, telecommunications and security capabilities, as well as a strong labor pool and good quality of life.

An ample power supply was also key to the deal, Winningham said. "We worked with (electricity provider) Oncor to put in infrastructure to the site so that there are redundant feeds from two substations," he said.

The city also agreed to property tax abatements and road improvements to seal the deal.

"The site itself worked very well for Cisco's needs," said Kelley Kackley, managing director at Jones Lang LaSalle, which represented the company. "Cisco just found the City of Allen very easy to work with in terms of getting zoning in place and in terms of economic incentive assistance."

Cisco's facility is projected to generate more than \$53 million in local electric franchise fees, sales and use tax revenue and property tax revenue over a 10-year period, as well as up to 130 jobs.

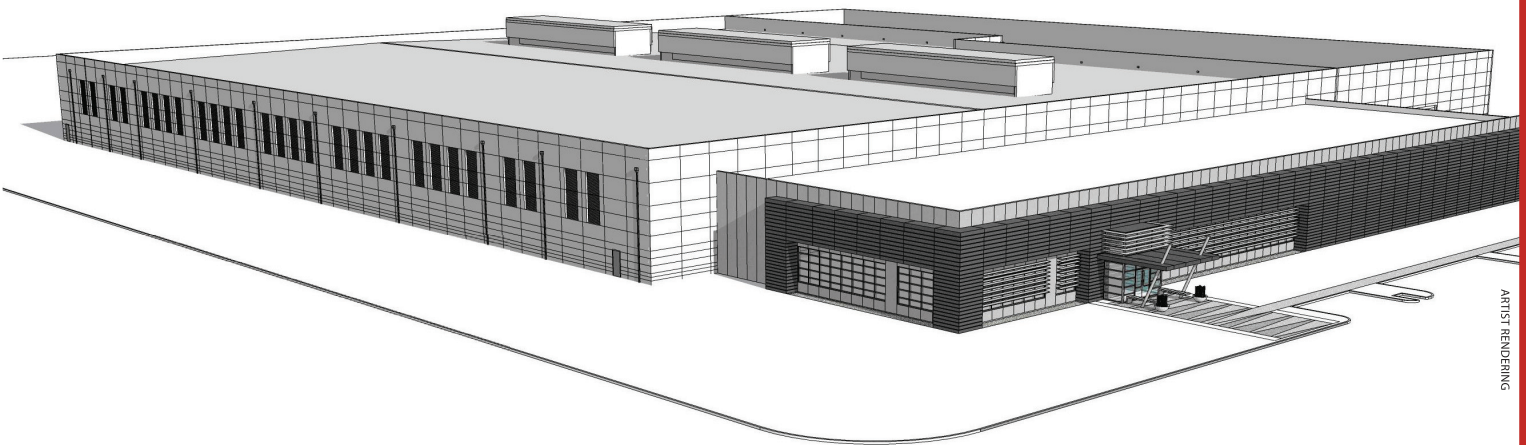
There was plenty of competition for the data center.

Cisco conducted a two-year search for a suitable location for the operation, which will serve as a secondary data center to its data center in Richardson. The company evaluated 156 metropolitan areas, eventually narrowing the candidates to Dallas, Denver and Phoenix.

Cisco is no stranger to North Texas. In addition to its data center in Richardson, it has offices in Irving. It will seek gold-level Leadership in Energy and Environmental Design certification for its Allen center.

The project is being built in two phases. The first consists of a 168,000-square-foot building and its related infrastructure. That facility will include raised-floor data center space, office space, and electrical, machinery and support space. Phase II calls for an additional 150,000 and 200,000 square feet; it is expected to be built within 10 years of completion of the first phase.

GARMHAUSEN is an Austin-based freelance writer.



ARTIST RENDERING