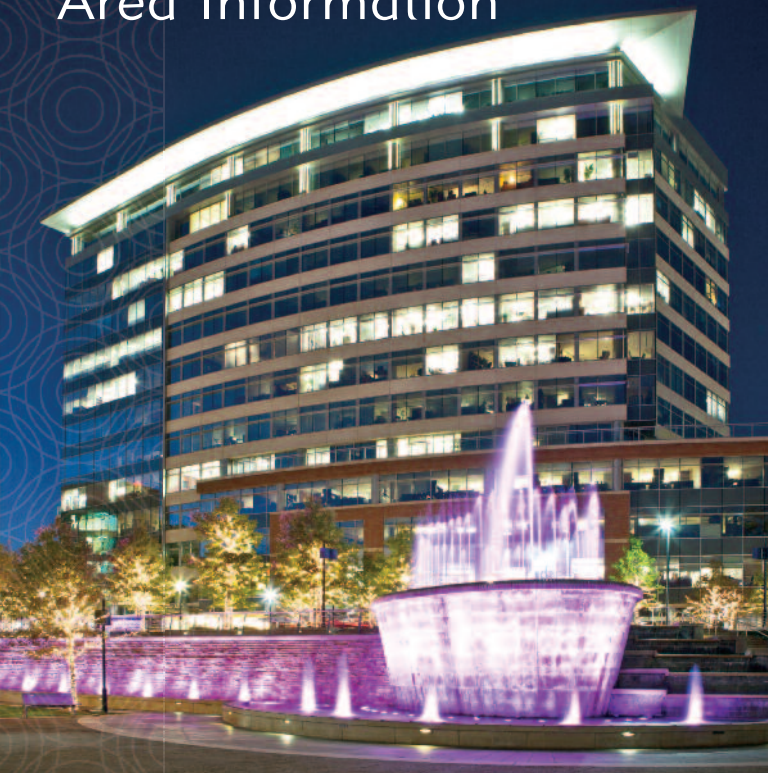



Area Information



THE WOODLANDS
TOWN CENTER®

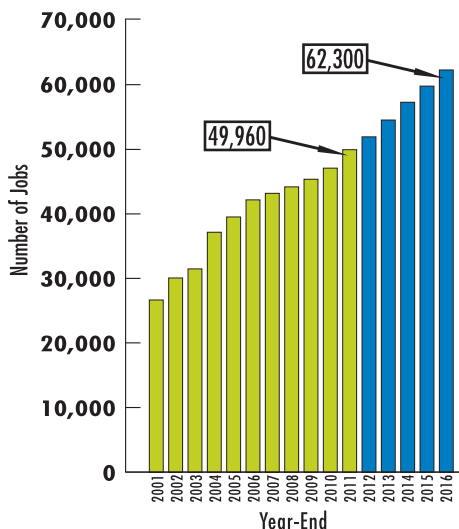


Employment

The Woodlands Job Growth Historical Data, South Montgomery County Labor Market Statistics, Business Incentives, Services & Resources

The Woodlands Job Growth Chart

(includes actual data through December 2011 and projected data through 2016)



Sources: Interfaith, US Census Bureau, ESRI, The Nielsen Company, The Woodlands Development Company, & South Montgomery County Woodlands Economic Development Partnership

| | The Woodlands Area | Montgomery County | Greater Houston Area |
|----------------------|--------------------|-------------------|----------------------|
| Civilian Labor Force | 92,544 | 230,682 | 2,986,579 |
| Employment (Jobs) | 88,149 | 216,023 | 2,767,389 |
| Unemployment Rate | 4.7% | 6.4% | 7.3% |

Educational Attainment - Population Age 25+ (2011 Estimates)

| | Montgomery County | |
|---------------------------------|--------------------------------------------|-------|
| Grades K-12 | 40,626 | 13.4% |
| High School Graduate | 79,394 | 26.2% |
| Some College | 68,752 | 22.7% |
| Associate Degree | 23,591 | 7.8% |
| Bachelor's Degree | 63,559 | 21.0% |
| Graduate or Professional Degree | 27,044 | 8.9% |
| | The Woodlands Area* | |
| Grades K-12 | 6,380 | 5.7% |
| High School Graduate | 20,813 | 18.6% |
| Some College | 24,954 | 22.4% |
| Associate Degree | 9,706 | 8.7% |
| Bachelor's Degree | 34,287 | 30.7% |
| Graduate or Professional Degree | 15,497 | 13.9% |
| | 10 Mile Radius from Woodlands Pkwy & IH-45 | |
| Grades K-12 | 24,912 | 9.7% |
| High School Graduate | 55,929 | 21.9% |
| Some College | 59,583 | 23.3% |
| Associate Degree | 21,550 | 8.4% |
| Bachelor's Degree | 64,818 | 25.4% |
| Graduate or Professional Degree | 28,834 | 11.3% |

Sources: Texas Workforce Commission - December 2011 and DemographicsNow 2011 Estimates.
*The Woodlands Area is defined as Census Tracts 6905 through 6921. This area includes the cities of Shenandoah and Oak Ridge North as well as the unincorporated community of The Woodlands.

Business Incentives

- **Freeport Tax Exemption:** City of Oak Ridge North, City of Shenandoah, Conroe ISD, Montgomery County, Montgomery County Hospital District and The Woodlands Township offer property tax exemptions on goods-in-transit. Items that are in the state for less than 175 days may be exempt from inventory property tax assessment.
 - **Job Tax Credits:** Employers that hire targeted workers may be eligible for two federal tax credits and a state tax refund, with a maximum credit of \$8,500 per employee (over two years). Targeted workers include AFDC/TANF, Food Stamp and SSI recipients.
 - ~ Work Opportunity Tax Credit & Welfare-to-Work Tax Credit
 - ~ State of Texas Refund for Employers of AFDC/TANF* Clients
- *AFDC (Aid to Families with Dependent Children), TANF (Temporary Assistance to Needy Families).
- **State Sales & Use Tax Exemptions:** Manufacturing Machinery and Equipment – certain leased or purchased machinery used or consumed in the manufacturing, processing, fabricating, or repairing of personal property for ultimate sale are exempt. Natural Gas & Electricity – electricity and natural gas used in manufacturing, processing, or fabricating of personal property may be exempt based on a “predominate use study”.
 - **Tax Abatement:** Montgomery County, The Woodlands Township, as well as the cities of Oak Ridge North and Shenandoah, offer abatement of the property taxes on improvements for those who qualify. The taxes can be abated for up to 10 years, depending on the number of jobs created and the amount of investment.
 - **Tuition Waivers:** Companies that create jobs for which they must recruit employees from outside Texas may be eligible for a waiver of out-of-state tuition at state colleges and universities for those relocating employees and their family members.
 - **Texas Emerging Technology Fund:** The \$200 million fund focuses on fostering innovation, research and job creation in emerging high-tech industries like semiconductor manufacturing, biotechnology, nanotechnology, environmental sciences and advanced energy.
 - **Texas Enterprise Zone:** The Texas Enterprise Zone Program is an economic development tool to establish a process that clearly identifies distressed areas and provides incentives by both local and state government to induce private investment in those areas by the provision of tax incentives and economic development program benefits for the creation and retention of high quality jobs. Under this program economic development is encouraged by allowing enterprise projects to be designated outside of an enterprise zone, with a higher threshold of hiring economically disadvantaged or enterprise zone residents.
 - **Texas Enterprise Fund:** The \$295 million fund can be used for a variety of economic development projects, including infrastructure development, community development, job training programs and business incentives. The Governor, Lieutenant Governor and Speaker must unanimously agree to support the use of the Texas Enterprise Fund for each specific project before funds can be awarded.
 - **Workforce Development & Recruitment**
 - ~ Lone Star College System – offers a variety of corporate training and continuing education programs as well as customized and grant-based training. In addition, Montgomery College will host company- and industry-specific job fairs.
 - ~ Skills Development Fund is a state-level grant program that funds customized job training for relocating and expanding businesses.
 - ~ Workforce Solutions, the Gulf Coast Workforce Board's career center, offers pre-screening, testing and employee-matching services to local employers.

Services & Resources

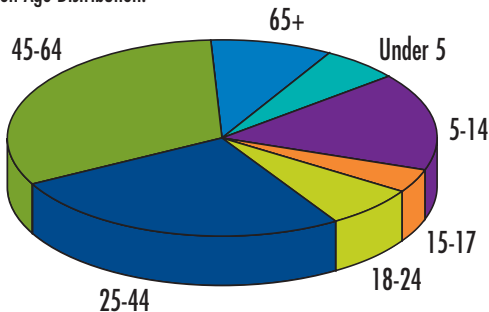
- **Site Selection Assistance:** The EDP can help companies find locations within South Montgomery County that meet their needs. Whether building to suit or leasing an existing facility, site selection assistance is confidential and free of charge.
- **Demographic/Labor Market Profiles:** The EDP maintains demographic, wage rate and labor market data for The Woodlands Area. Customized profiles can be developed for specific projects.

Population

The Woodlands Demographics & Population Distribution, Population Growth Historical Data & Buyer Profile for New Home Purchasers

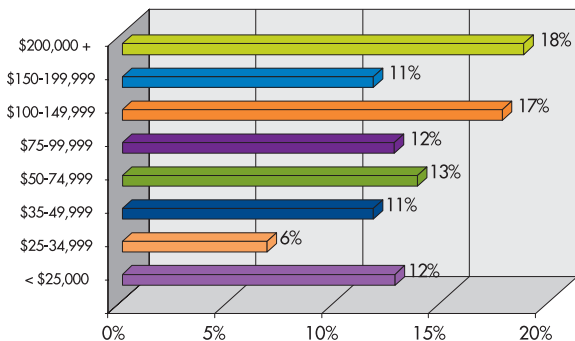
| | | |
|-------------|-----------------------|------------|
| Population: | Total | 100,670 |
| | Persons Per Household | 2.65 |
| | Occupied Dwellings | 38,028 |
| | Median Age | 39.5 years |
| Adult Ages: | Total Adults | 74,218 |
| | 18 - 24 | 9% |
| | 25 - 34 | 13% |
| | 35 - 44 | 22% |
| | 45 - 54 | 25% |
| | 55 - 64 | 18% |
| | 65 - 74 | 7% |
| | 75 - Plus | 6% |
| Children: | Household with | 41.1% |
| | Total Children | 26,452 |
| | Under 5 | 23% |
| | 5 - 9 | 30% |
| | 10 - 14 | 32% |
| | 15 - 17 | 15% |

Population Age Distribution:



| | | |
|--------------------|---------|------|
| Household Persons: | Average | 2.65 |
| | 1 | 22% |
| | 2 | 32% |
| | 3 | 17% |
| | 4 | 19% |
| 5 - Plus | 10% | |

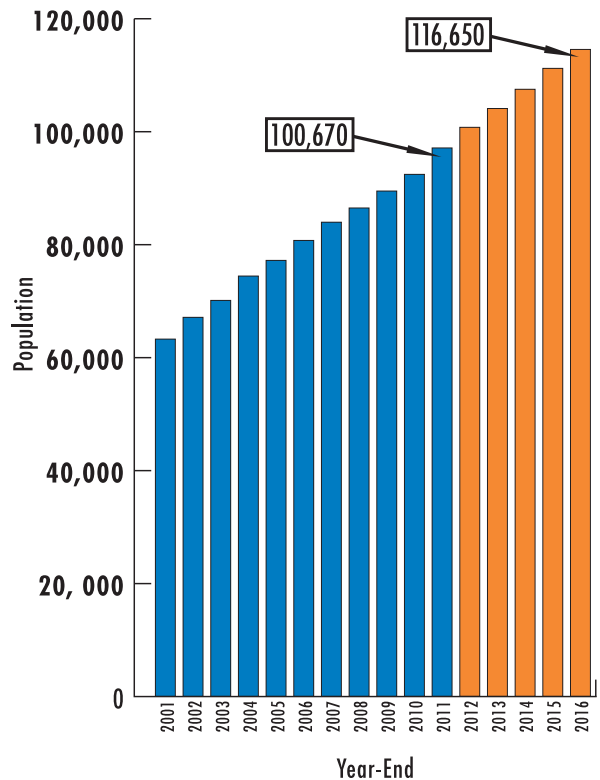
Household Income: Median is \$91,378



Sources: Interfaith, US Census Bureau, ESRI and The Woodlands Development Company

The Woodlands Population Growth Chart

(includes actual data through December 2011 and projected data through 2016)



Sources: Interfaith, US Census Bureau, ESRI, The Nielsen Company & The Woodlands Development Company

Buyer Profile for New Home Purchasers

| | |
|----------------------------------------------------|-----------|
| Median Sales Price | \$327,604 |
| Median Unit Size | 3,127' |
| Median Adult Age | 40 |
| Median Household Income | \$145,000 |
| Household Heads Who Live and Work in The Woodlands | 28.2% |
| Spouses Employed | 33.2% |
| Households with Adults Aged 55 or More | 24.1% |

Geographic Origin:

| | |
|--------------------|-------|
| Local | 23.6% |
| Other Houston Area | 30.2% |
| Outside Area | 46.2% |

Sources: Interfaith & The Woodlands Development Company

Community

The Woodlands Community Facts & Income Profile Summary


| Community Facts | Cumulative 1/1/12 | Ultimate |
|-------------------------------------------------------------------------|--------------------------|----------------------|
| Financial Investment in The Woodlands | | |
| • Non-Residential | \$3.5 billion | — |
| • Residential Component | \$10.4 billion | — |
| Total | \$13.9 billion | — |
| Commercial/Industrial (completed and started square footage) | | |
| • Retail/Hospitality/General Commercial | 9.3 million | 13.2 million |
| • Office | 7.9 million | 11.1 million |
| • Industrial/Technical | 3.3 million | 5.6 million |
| • Institutional | 6.6 million | 7.5 million |
| Total Non-Residential | 27.1 million | 37.4 million |
| Residential (completed and started units) | | |
| • Single Family Homes | 30,610 | 33,450 |
| • Apartments & Assisted Living | 7,500 | 11,080 |
| • Attached Homes | 3,690 | 6,910 |
| Total Units | 41,800 | 51,440 |
| Other | | |
| • Employers | 1,755 | 2,330 |
| • Employees | 49,960 | 68,010 |
| • Schools (public) | 20 | 24 |
| • Schools (private) | 6 | 8 |
| • Religious congregations | 41 | 48 |
| • Roads (two-lane) | 458 miles | 550 miles |
| • Pathways | 194 miles | 205 miles |
| • Parks | 124 | 135 |
| • Open space | 3,400 acres | 4,200 acres |
| • Golf courses | 1,690 acres | 1,690 acres |
| • Forest preserve | 1,750 acres | 1,900 acres |
| Total open space, golf courses and forest preserve | 6,840 acres | 7,790 acres |
| Population Statistics | Montgomery County | The Woodlands |
| • 4/1/80 Census | 128,487 | 8,434 |
| • 4/1/90 Census | 182,201 | 29,205 |
| • 4/1/00 Census & 12/31/00 The Woodlands (actual) | 293,768 | 63,203 |
| • 4/1/10 Census & 12/31/10 The Woodlands (actual) | 455,746 | 97,023 |
| • 2011 Estimate & The Woodlands (actual) | 475,806 | 100,670 |
| • 12/2016 (projection) | 555,890 | 116,650 |
| • Ultimate (projection) | N/A | 130,000 |

Sources: Data provided by Interfaith, US Census Bureau, ESRI, The Nielsen Company & The Woodlands Development Company

| Income Profile Summary | | | | |
|-----------------------------|-------------|-------------|-------------|-------------|
| | 5-Mile | 10-Mile | 15-Mile | 20-Mile |
| | 2011 | 2011 | 2011 | 2011 |
| Population | 124,372 | 406,741 | 863,256 | 1,516,153 |
| Median Age | 36.1 | 34.7 | 33.3 | 33.1 |
| Average Household Size | 2.65 | 2.82 | 2.84 | 2.92 |
| Owner-Occupied Dwellings | 32,996 | 104,189 | 201,243 | 348,146 |
| Renter-Occupied Dwellings | 13,795 | 39,639 | 101,412 | 167,928 |
| Median Household Income | \$70,046 | \$68,658 | \$60,166 | \$58,862 |
| Mean Household Income | \$92,702 | \$88,824 | \$81,214 | \$79,142 |
| Population By Age | 2011 | 2011 | 2011 | 2011 |
| 0-4 | 7.2% | 7.6% | 8.0% | 8.0% |
| 5-14 | 14.8% | 16.2% | 16.1% | 16.4% |
| 15-19 | 6.7% | 7.3% | 7.4% | 7.6% |
| 20-24 | 5.3% | 5.4% | 6.3% | 6.4% |
| 25-34 | 14.4% | 13.9% | 14.8% | 14.5% |
| 35-44 | 14.7% | 15.2% | 14.7% | 14.7% |
| 45-54 | 15.1% | 14.8% | 14.1% | 14.0% |
| 55-64 | 12.0% | 10.9% | 10.4% | 10.4% |
| 65-74 | 5.9% | 5.4% | 5.1% | 5.1% |
| 75-84 | 2.7% | 2.4% | 2.3% | 2.3% |
| 85+ | 1.1% | 0.9% | 0.8% | 0.8% |
| Households by Income | 2011 | 2011 | 2011 | 2011 |
| < \$15,000 | 9.6% | 8.0% | 9.1% | 9.7% |
| \$15,000 - \$24,999 | 6.6% | 7.6% | 8.8% | 9.0% |
| \$25,000 - \$34,999 | 6.7% | 7.4% | 9.0% | 9.3% |
| \$35,000 - \$49,999 | 11.8% | 11.7% | 13.3% | 13.4% |
| \$50,000 - \$74,999 | 17.9% | 18.8% | 19.5% | 19.1% |
| \$75,000 - \$99,999 | 14.0% | 15.0% | 13.7% | 13.6% |
| \$100,000 - \$149,999 | 17.9% | 17.9% | 15.3% | 15.2% |
| \$150,000 - \$199,999 | 7.2% | 6.9% | 5.8% | 5.6% |
| \$200,000 + | 8.3% | 6.6% | 5.6% | 5.1% |

Sources: Data provided by ESRI Business Analyst
Note: Mileage radius centered at Interstate 45 and Woodlands Parkway, site of The Woodlands Mall.

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