



ENTRATA

Top 20 Questions About Entrata

For Residents of White Hills, Dolan Springs, Meadview, and Other Neighbors

1. Where did the name and logo come from?

“Entrata” means “Entrance” in Italian. In a sense, Entrata is the entrance to Arizona because the portion of the project in White Hills is the first private land that one reaches driving into Arizona from Nevada. And we want Entrata to be a welcoming entrance into this beautiful state.

The four arrows in our logo represent a “coming together” of the community, both the existing businesses and residents and new businesses and residents. Entrata is being designed with an understanding of this area’s history and charm and an eye toward positive and responsible growth.

2. Why is there a need for the Entrata development?

Mohave County is a growth area in between Las Vegas and Phoenix, two of the largest and fastest-growing metropolitan areas in the county. Mohave County has recently commissioned an independent housing study, which is currently in draft form, but when completed will show the need for another 45,000 homes county-wide over the next 20 years. Entrata is poised to meet a portion of this need to alleviate further housing shortages.

3. What makes this area of Mohave County ideal for new development?

Many factors make the Entrata location ideal for commercial, employment, and residential development:

- The Entrata property is comprised primarily of flat, easily developable land located along a major transportation corridor.
- Much of the Entrata land is already designated in the Mohave County General Plan for Urban Development, Suburban Development, or Commercial Uses.
- Most importantly, Entrata sits atop the Detrital Water Basin, which has more than sufficient water supply for the Entrata development, and which cannot be used by future developments outside of the Detrital Water Basin.

4. Is there enough water for the Entrata project?

Yes, there is more than enough because of where the project is located. We knew this was a critical component of the project, and so right away we focused on making sure there was sufficient water to support future development. The Entrata development sits atop the Detrital Water Basin. We are regulated by the Arizona Department of Water Resources (“ADWR”), which has very stringent requirements for determining water adequacy. Without proven water supplies for at least 100 years, by law development cannot proceed. Developers are required to provide very sophisticated groundwater modeling over at least a 100-year period. These models are then vetted by the hydrological experts at ADWR for their completeness and accuracy. Entrata has engaged Clear Creek Associates, a highly respected hydrology firm based in Phoenix. The groundwater modeling is complete, and the Entrata Team has been meeting with ADWR officials in preparation for the submission. Confirmation of sufficient



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supply will be required by ADWR before development can proceed. Additionally, Mohave County land use regulations prevent us from recording a subdivision plat unless and until we have a 100-year water adequacy determination, among other requirements.

5. What types of water-saving measures do you have planned for Entrata?

We recognize that while the groundwater in the Detrital Basin is abundant, water is precious and should be conserved and reused or recharged back into the basin to the greatest extent possible. Entrata will install the first centralized water and wastewater treatment systems that will allow for nearly all water used inside homes and commercial buildings to be captured, treated, and reused or recharged back into the basin. Further, we will use draught-tolerant plants and trees for landscaping. We will restrict the use of non-functional turf throughout the development. RVI is currently working on the development of a draught tolerant landscape pallet for the project. Entrata will be a responsible steward of water.

6. If I live near the Entrata project boundaries, will I be forced to connect to the Entrata sewer and wastewater treatment system?

No.

7. Are there any other innovative technologies that you are looking to employ to ensure that Entrata is a sustainable development?

Yes! One of the other technologies we are exploring (in the early stages) with Corix, our water and wastewater utility provider, is District Energy. This could provide centralized heating and cooling, so that each home or building in the Entrata development could receive their heating and cooling from a central source using geothermal energy, eliminating the need for air conditioning units, furnaces, and hot water heaters. See the link below to a short article and video about a new development in Texas employing this technology:

Largest-ever geothermal grid under this Texas housing development is saving homeowners serious money: <https://www.cnbc.com/2022/09/01/geothermal-powered-housing-development-saves-homeowners-big-bucks.html>



8. What makes Entrata’s location great for warehousing, logistics, manufacturing, etc.?

Being centrally located to the southwestern United States and along a major highway corridor between Las Vegas and Phoenix provides a lot of advantages to these types of businesses. Below is a link to a recent Wall Street Journal video about the Loop 303 corridor outside of Phoenix, and its desirability due to its proximity to California’s Inland Empire and the Los Angeles and Long Beach Ports. For reference, Entrata is 30 minutes closer to these areas than Loop 303. Entrata’s intention is to build out the infrastructure needed for these businesses and create a large industrial park to compete for these companies to locate at Entrata instead of other areas in Arizona. This site has the fundamentals to attract and retain high-quality employers.

Why Amazon, UPS and Others Are Filling Warehouses Along This Arizona Highway | WSJ: <https://www.youtube.com/watch?v=b-LTkp039X0>





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9. Why did you include an airport-anchored business and technology park as part of the Entrata plans?

The runway already exists and is the largest private runway approved by the FAA in the country. There is a unique opportunity to use this proposed airport as an economic catalyst to bring jobs and commercial development to Entrata.

Below is a link from a recent article from the Las Vegas Review Journal, which describes a severe need for a reliever airport for Las Vegas—which has no solution until 2037. Las Vegas will be able to solve its problems by redirecting cargo and freight traffic to this new proposed airport. Doing so would make the Entrata airport an integral and indispensable part of their economy. All of this means more employment and commerce opportunities for the immediate area.

As Harry Reid airport grows, so does the need for another airport:

https://www.reviewjournal.com/business/tourism/as-harry-reid-airport-grows-so-does-the-need-for-another-airport-2723758/?utm_campaign=widget&utm_medium=most_read&utm_source=lvri



10. Will my property taxes increase as a result of the Entrata project?

No, tax rates for existing property owners will not increase as a result of the Entrata project. Property taxes are a function of tax rates and property values. So, if property values increase due to the increase in the desirability of the area because of the addition of many nearby amenities, the property value component of the calculation could have an impact. However, this is mitigated by three factors:

- Most people are pleased when the value of their property increases, even if it results in slightly higher taxes.
- Property taxes are calculated on the Limited Property Value, which are capped at 5% annual increases.
- In the long run, the Entrata project will help maintain low tax rates while increasing the available services to the area. This is because Mohave County has a very conservative approach to property taxes and does everything possible to maintain the low tax rates. So the only way to provide additional services to residents is to “broaden the tax base” by taxing new development. Without new development, tax rates would likely need to increase over time, just to maintain the current level of county services.

11. Will existing residents be taxed to build any of the Entrata improvements and public amenities?

No. The construction of the improvements to the area will be paid for by the developer and/or future residents. This is a “growth pays for growth” development model—which is standard across the state.



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12. Will the Entrata project cause the cost of living to increase in the area?

This is not likely, but individual businesses are of course free to charge market rates for their products and services, and we don't control this. However, generally speaking, the addition of new shopping options creates a more competitive environment resulting in more choices for consumers and lower prices. Furthermore, having more shopping and service options nearby will save residents the time and expense of having to drive to Kingman or Las Vegas as many do now.

13. What new amenities will become available over time for the existing residents?

Existing residents will have access to Entrata's public facilities. Over time we anticipate these will include local schools, public parks and trail systems, public swimming pools, pickleball courts, shopping, dining, entertainment options, etc.

14. Will there be any improvement in the availability of reliable high-speed internet in the area?

Yes, there will likely be high-speed fiber optic internet provided by Wecom in the near future. However, this is due to the efforts of Supervisor Bishop and Chairman Lingenfelter to bring high-speed internet to all rural Mohave County areas, not because of the Entrata development. We have spoken to the CEO of Wecom, and he indicated that Wecom has already received permits to begin trenching northbound along Highway 93 toward Dolan Springs and White Hills. They hope to bring services to the area within the next 12 months. Initially, their service will be able to accommodate 10,000 homes and 200-300 businesses.

15. What is the development timeline?

This is difficult to answer at this early stage of the development process, but of course is a very common and valid question. There are many items still to complete before development can proceed. These include, but are not limited to:

- Completing the Major General Plan Amendment and Rezoning approvals (in process)
- Receiving approval from the Arizona Department of Water Resources (in process)
- Engineering the major backbone water, sewer, and road infrastructure (in the early stages)
- Constructing the backbone infrastructure
- Designing and permitting preliminary and final plats and site plans

We anticipate that vertical construction at Entrata (i.e. of actual buildings) is most likely to begin in late 2025 or early 2026. The early phases will start with the business, technology, and industrial properties along Highway 93 and White Hills Road. Next to develop will likely be the first phases of residential development, which will likely be located off of White Hills Road, east of Highway 93.

16. Who designed your land plans?

RVi Planning, based in Scottsdale. RVi was founded in 1982, and is an award-winning and nationally recognized planning, landscape architecture and urban design firm with 10 offices across the United States. You can visit www.rviplanning.com to learn more about the remarkable projects within their portfolio of work.



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17. Nearly all of your consultants are based locally in Arizona. Why is that?

We want Entrata to be a development for Arizonans, by Arizonans. We will always give preference to hiring as locally as possible. This means that we will endeavor to hire within our local communities whenever possible.

18. Tell us more about the developer and his track record for successful economic impact.

The developer's most recent project in Harvard, IL was the purchase and revitalization of the former Motorola World Headquarters. This facility sat vacant for over 20 years and is now home to U.S. Medical Glove Manufacturing, which is slated to employ 1,200 people. This investment has literally revived the local economy by bringing the manufacturing of critical medical supplies back to the United States.

Harvard's Motorola building purchased by U.S Medical Glove Company:

<https://www.wifr.com/2023/06/27/harvards-motorola-building-purchased-by-us-medical-glove-company/>



19. A portion of the Entrata project is located just north of the Pearce Ferry / Highway 93 intersection. This is known to be a dangerous intersection which has a lot of Grand Canyon tourist traffic in addition to local traffic. How will Entrata affect this?

The Entrata team will be working with ADOT to keep them apprised of our development phasing and work cooperatively to design the safest and most efficient intersection possible. The additional tax revenue and population generated by Entrata will likely justify greater enhancements to this intersection. However, the biggest benefit to existing residents of Dolan Springs and Meadview will likely be the addition of local shopping, services, and amenities so that you don't need to access Highway 93 to leave the area for basic essentials. Of course, much of this will be dependent on the ultimate design of the new Interstate 11, which will be built to federal interstate standards and should be much safer than it is now.

20. There were other large master-planned communities that were approved by Mohave County and ADWR in the White Hills / Dolan Springs areas in the mid-2000's. These developments never got off the ground. They included:

- a. **The Ranch at White Hills (Mardian) – 25,000 homes**
- b. **The Mardian Ranch (Mardian) – 23,000 homes**
- c. **The Villages at White Hills (Rhodes) 25,993 homes**

These seem like they were similar to Entrata. What makes Entrata different and why will it succeed when these projects did not?

There are several factors that make Entrata far more viable than these prior proposed developments:

- First, the land on these prior developments was financed with fairly heavy debt loads. The real estate market crash of 2008-2009 made it impossible for the developers to hold the property and service or refinance their debt through the downturn. Entrata, by contrast, is entirely debt-



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free, and the developer has outside income and resources to proceed with development, enabling the project to withstand fluctuations in the real estate cycle.

- The developer of Entrata is far more vested in the project because he has already invested heavily in its success by purchasing all of the land. He is committed to seeing it through.
- The real estate market is generally much stronger now than it was back then. Real estate values in the mid-2000s were driven by “easy money” financing, resulting in a real estate bubble which ultimately popped.
- Entrata is focused on creating an economic engine for the region. This economic base will provide a reason for people to move out to a community where they can live, work, learn, and play without leaving the area.
- The transportation infrastructure in the region is greatly improved from what it was in the mid-2000’s. This makes commercial and industrial development much more likely to succeed here than ever before. Specifically, the Mike O’Callaghan–Pat Tillman Memorial (Hoover Dam Bypass) Bridge and the Boulder City Bypass were not available back when the other developments were attempted. The Hoover Dam Bypass was originally scheduled to be completed in 2008, but it was set back by two years when high winds caused the custom construction cranes to collapse. The Hoover Dam Bypass was ultimately completed in 2010, but by this point the real estate market had already crashed and the prior projects fell into foreclosure. The Boulder City Bypass was fully completed in 2018. These two major improvements have shaved about 30-40 minutes off the transportation time into the Las Vegas Valley. Currently, it takes only about 45-50 minutes to drive from Entrata to the Las Vegas Strip. This will help to attract and retain quality commerce to the area.

21. (Bonus Question) I live in White Hills or Dolan Springs and I’m retired. Even though you’re bringing economic development to the area, I don’t need a job. I enjoy the peace and solitude of the area the way it is. What benefit does Entrata bring to me?

We realize that not everyone will benefit directly from the employment growth we are trying to create, since many residents are retired. But perhaps you would like to have children or grandchildren nearby, but they can’t currently move to the area because they don’t have the job opportunities or nearby schools that they need. Or maybe you would like to enjoy the public parks, bike trails, swimming pools, pickleball courts, etc. that Entrata will eventually bring to the area. Even if you don’t wish to enjoy these new amenities, please rest assured that Entrata’s aim is not to change the character of the existing communities. Our goal is to develop a first-rate community nearby, not to replace the existing communities and the enjoyment that residents get from them.

The Questions and Answers (and the links to articles and videos) are also available on the Entrata website at www.EntrataAZ.com/top20questions/