

BUSINESS – to – BUSINESS



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BAHEP extends its sincere appreciation for the continued support of the *Houston Chronicle* through this monthly supplement.

IN BRIEF

Johnson receives United Way award

Sandy Johnson, president and CEO of Barrios Technology, was recently presented the United Way 2010 - 2011 Chairman's Award by the United Way of Greater Houston.

The Chairman's Award is given by the board of trustees chair each year and recognizes an outstanding board member whose efforts within the past year have been exceptional and whose dedication and support have been absolutely priceless. "Sandy is an inspiring leader and loyal friend to United Way, whose hard work and commitment to our community have impacted countless lives," said Anna Babin, president and CEO, United Way of Greater Houston.

"My service to United Way gives me great satisfaction. I have seen first-hand the positive impact on the greater Houston community," Johnson said. "United Way truly makes a difference in the lives of our neighbors, friends, and citizens in times of need."

Johnson has twice served as the chairman of the Bay Area Houston Economic Partnership and currently is a member of the board of directors.

Sweeneys honored for sales growth

Jim and Jane Sweeney, Minuteman Press Bay Area, Houston, have been honored for their company's sales growth by CPrint® International during the bi-annual board meeting in Nashville, Tenn. CPrint® awards printers who have demonstrated a significant sales growth over the past year.

They also received the top management award from CPrint® International during its semi-annual board meeting in Nashville. Each six months, CPrint® selects the printer who has demonstrated the most significant positive changes in their company over the past six months from among its participants.

According to Todd Nuckols, CPrint® president, Minuteman Press Bay Area is among an elite group of companies that are seeing sales increases in the slow economy. "Minuteman Press Bay Area is focusing on principles and practices geared to exceptional customer service," said Nuckols. "This effort is resulting in increased sales even in a time of an economic slowdown. A company who can achieve growth in these times can not only achieve it by being the best print provider for its business customers."

Minuteman Press Bay Area is located at 1040 Hercules Avenue, Houston, TX 77058.

Jim Sweeney serves on the board of directors of the Bay Area Houston Economic Partnership.

BAHEP's 2012 - 2016 Strategic Plan provides framework for regional economic development

The board of directors of the Bay Area Houston Economic Partnership has approved the organization's 2012 - 2016 Strategic Plan, which will serve to guide BAHEP through the next five years. Strategic planning has long been a part of BAHEP's tradition, beginning in 1983, when the organization, then called Clear Lake Area Economic Development Foundation (CLAEEDF),



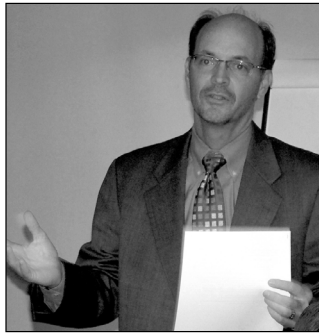
The Bay Area Houston Economic Partnership gratefully acknowledges the contributions of Glenn Freedman, Ph.D., EduSafe Systems, Inc., (above) and Don Kelly, Ph.D., Encore Business Consulting, Inc., (right) in the development of its 2012 - 2016 Strategic Plan.

held its first strategic planning workshop. The 2012 - 2016 Strategic Plan has captured the insights of well over 300 individuals, representing BAHEP's con-

stituencies and a wide variety of data sources, with added input through personal interviews and online surveys.

Economic foundation changes

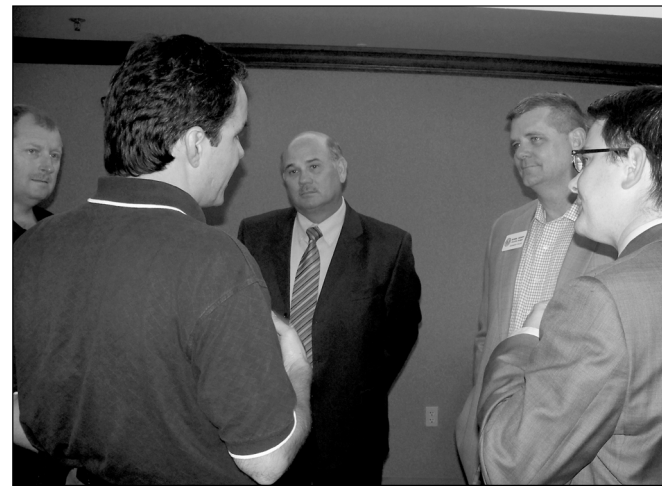
Continuing the pattern of past decades, the region's economic foundation continues to change. Bay Area Houston's two traditional industry clusters, aerospace and specialty chemicals, complement the Greater Houston area's clusters of information technology, engineering, and oil and gas. Importantly, three additional industry clusters have joined the traditional two in Bay Area Houston. Specifically, the healthcare industry has been added, thanks to rapid growth and expansion of facilities and supporting organizations across the region. A second cluster is the maritime industry, a broadly defined collection of companies and agencies that assure the region's ports function effectively, consistent with the Port of Houston being America's largest port in foreign tonnage and the sixth-



largest port in the world, according to the City of Houston. The third additional cluster is the recreation, ecotourism and tourism industry, led by popular community destinations such as Space Center Houston and cultural attractions. The region also boasts the nation's third largest number of recreational boating centers as well as a concentration of amateur sports, outdoor activities, beaches and parks.

Five broad strategies adopted

To address the opportunities and challenges in the coming years, BAHEP members and allies have agreed that five broad strategies are necessary: 1) BAHEP will continue to promote Bay Area Houston's regional, coordinated approach to economic development. 2) BAHEP will continue to pursue economic development opportunities: to recruit, retain, expand and create businesses and jobs that are compatible with the core cluster industries, while also building new industry clusters. 3) BAHEP will continue to demonstrate exceptional regional leadership in advocating for the interests of the region and the members, including advocacy and other political support for regional economic interests, innovative partnerships, and collaborations. 4) BAHEP will continue to provide trusted services and data that members need and that are relevant. 5) BAHEP will continue to lead the region through an-



The Bay Area Houston Economic Partnership held a planning workshop, which allowed community leaders to provide insight into the construction of BAHEP's 2012 - 2016 Strategic Plan. Workshop attendees included (l to r): Galveston County Precinct 4 Commissioner Ken Clark; Jay Guerrero, district director, Southeast Texas, Office of U.S. Sen. John Cornyn; Bob Mitchell, BAHEP president; Galveston County Judge Mark Henry; Harris County Precinct 2 Commissioner Jack Morman.

participation, innovation, quality, integrity, and communication.

BAHEP provides proven leadership

BAHEP's 2012 - 2016 Strategic Plan presents a framework for regional economic development. BAHEP is member-driven, with members who are the key senior leaders in business, education, and local government across the region, which roughly extends from the Houston Ship Channel area to the Pearland regional area and from Houston's Gulfgate area to Galveston.

Leadership is a quality that defines BAHEP and enables its members to create a strategic plan that is focused and far-reaching. The plan has collected the best thinking of the time to organize members and staff toward a longer-term perspective, provid-

ing a way to stay on-course toward a future that accounts for how resources will be allocated to reach certain goals and grounded in an analysis of trends, data, best practices, staff and constituent input, and a pragmatic assessment of the entire economic landscape.

BAHEP has evolved into the regional leader in economic development, recognized for its ability to address issues and promote business as well as being trusted to create alliances. The 2012 - 2016 Strategic Plan focuses on regional collaboration and regional actions that lead to prosperity and a high quality of life for the almost two million people who live and work in the area.

(Editor's note: Bay Area Houston Economic Partnership's 2012 - 2016 Strategic Plan can be viewed on the organization's website at www.bayareahouston.com.)

Marketing director wears many hats within BAHEP

Since 2003, Paul Chavez has served as the marketing director for the Bay Area Houston Economic Partnership. Chavez brought a wealth of experience to the position having previously worked as marketing director for the Brownsville Economic Development Council and as economic director for the City of Los Fresnos, where he also held the position of interim city manager.

Chavez handles multiple responsibilities within BAHEP. A noteworthy accomplishment has been his work in the region within the chemicals and plastics industry. He has participated in Texas Chemicals Day at the Capitol for the past four legislative sessions. "You can read about the way in which chemicals have a positive impact on our lives, but seeing products that we use all of

the time and talking with people from the industry makes an impact on these decision makers in Austin," Chavez stated.

Additionally, he has served as the Houston-area representative on the TCC/ACIT (Texas Chemical Council / Association of Chemical Industry of Texas) Community Panels of Judges for six consecutive years. "Although I'm not directly employed within

the chemical industry," Chavez explained, "I have worked closely with our industry partners both in the community and through BAHEP's Chemical Industry Advisory Panel for the past eight years. I am quite honored to have been chosen to serve as a judge for so many years."

The community panels meet annually as part of the TCC Caring for Texas program. The



Paul Chavez

award program was adopted by the TCC Board of Directors in 1998. It recognizes the chemical manufacturer who demonstrates sustained excellent performance in community awareness, emergency response, security, and pollution prevention.

Chavez also manages projects within BAHEP, keeping informed about companies that are seeking to move to or expand within Bay Area Houston. He meets regularly with international consultants, business representatives, and bankers mostly from within the specialty chemical and industrial sectors.

Providing trusted data and services to members of the organization is an important element of BAHEP's strategic plan, and Chavez is often called upon to provide reports. He gives presentations on the industrial and specialty chemical sectors and the overall health of the region, as well.

For the past eight years, Chavez has been a valued asset within the Bay Area Houston Economic Partnership. However, as the old saying goes, all good things must come to an end. Effective Nov. 1, 2011, Chavez will be the new director of economic development for the City of Seabrook, Texas. Commenting on this new career direction, he said, "I am looking forward to once again focusing my efforts to help grow a community."

Law Office of Phil Griffis, LYC Concours Corporation become newest members of BAHEP organization

The Bay Area Houston Economic Partnership has recently welcomed two new members, the Law Office of Phil Griffis and LYC Concours Corporation, producer of the annual Keels & Wheels Concours d'Elegance.

Law Office of Phil Griffis

The Law Office of Phil Griffis has joined more than 260 other members at BAHEP. Bob Mitchell, president of the organization, stated, "Phil is in his third decade of practice and is board certified by the Texas Board of Legal Specialization in civil trial law and personal injury trial law. We have been fortunate to work with him in the past and look forward to growing our relationship."

Upon joining the organization, Griffis commented, "BAHEP's leadership is well-known in the region. I feel it's important to support those initiatives that make a difference in our lives and in our community."

Griffis established the firm in 2008 after handling complex cases for a large, downtown Houston law firm. He has successfully represented licensed professionals, small tech company owners, NASA contractors and Fortune 100 businesses in Texas state and

federal courts, arbitrations and appeals.

Today, Griffis focuses on small and medium-sized businesses that need experienced but reasonably priced litigation counsel. Specific areas of practice include commercial litigation in areas such as contractual and business entity disputes. His personal injury practice specializes in the defense of negligence, premises liability, product liability and professional liability claims.

The law firm is located at 2525 Bay Area Blvd., Suite 195. Call 832.284.4013 or visit www.griffis-lawfirm.com for more information.

LYC Concours Corporation

LYC Concours Corporation produces the Keels & Wheels Concours d'Elegance, which will celebrate its 17th year from May 5-6, 2012. Held at Lakewood Yacht Club, the event serves as a fund raiser for Boys & Girls Harbor. In 2011, Keels & Wheels surpassed the \$1 million mark in donations to the charities it has supported over the last 16 years. The economic impact of Keels & Wheels for Concours weekend is estimated at \$3.5 - \$4 million each year.

Boys & Girls Harbor, located in La Porte, Texas, has been caring

for children for 60 years. Its mission is to provide healthy, comprehensive care for children and families in crisis. For children who are experiencing family hardship, neglect, abandonment or abuse, the Harbor provides a family environment in a home setting.

BAHEP President Bob Mitchell welcomed LYC Concours Corporation saying, "Keels & Wheels is not only a highly entertaining event, but, most importantly, it also supports a very

worthwhile cause. Additionally, Keels & Wheels is a great economic driver that brings many people to Bay Area Houston from out of the area. I encourage everyone to attend next year's fund raiser in May."

Robert L. Fuller, chairman of LYC Concours Corporation noted, "Keels & Wheels fits



BUSINESS to BUSINESS is a monthly Bay Area Houston Economic Partnership publication in partnership with the *Houston Chronicle*. BAHEP is a member-driven organization that provides the leadership to stimulate regional economic development and employment in southeast Texas. Its members include over 260 business partners encompassing 13 cities, Galveston and Harris counties, and the Port of Houston Authority.

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