BUSINESS – to – BUSINESS

BAY AREA HOUSTON Economic Partnership

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

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IN BRIEF

United Space Alliance works on SATOP request

The Space Alliance Technology Outreach Program was recently approached by a local biomedical company that needed help identifying a material to be used in a new type of heart pump. An engineer from United Space Alliance, a SATOP Space Alliance Partner, conducted the research and made recommendations of potential materials that would fit the requirements.

SATOP is administered by the Bay Area Houston Economic Partnership. Read more about SATOP in the article on this page about Booz Allen Hamilton, SATOP's newest Space Alliance Partner.

SJCD and UH-CL maintain academic calendars

The San Jacinto College District reports that due to Hurricane Ike, instructional leaders worked to develop a plan to get students successfully through the fall semester. They came up with an innovative plan to complete all courses, complete 100 per cent of the learning objectives, and finish the semester according to the existing academic calendar.

Theresa Presswood, communications director at the University of Houston - Clear Lake, stated, "UH-Clear Lake reopened Monday, Sept. 22, with a plan for students to successfully complete the required coursework without extending the fall semester. The academic affairs leadership team, led by Senior Vice President for Academic Affairs and Provost Carl A. Stockton, developed a schedule for Friday and Saturday make up class times, with flexibility to adjust as needed on a case-by-case basis."

Post Ike revenue critical to small businesses

Mark Conrad, chairman of Bay Area Houston Economic Partnership's Small Business Committee, urges communities to support their local small businesses as they recover from damages and lost revenue due to Hurricane Ike.

Small businesses represent more than 99% of all employers. They create three out of every four new jobs and account for over 50% of the private-sector business share of the nation's gross domestic product. Conrad stated, "The loss of revenue during this time is our most critical concern. The revenue is what we so desperately need to make sure that our employees continue to be paid and our operating costs are met. We not only want your business, but we need your business as we continue our quest for the American dream. We will make it; we have to."

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 270 business partners encompassing 13 cities and Galveston and Harris counties.

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Political Protocol Committee

BAHEP committee shifts into high gear during elections

Dick H. Gregg Jr., left, and Ruby Cubley, right, members of BAHEP's Political Protocol Committee, join Chair Marcy Fryday in discussing an upcoming event that the PPC is sponsoring.

Political activity in the nation as well as the region continues to gain momentum in the remaining days prior to Nov. 4, 2008, Election Day. The selection of a new U.S. president will coincide with the 2008 Senate elections in 33 states, House of Representatives elections in all states, and gubernatorial elections in 11 states, as well as various state referendums and local elections.

The results of these elections will undoubtedly impact the nation's economy; therefore, economic development organizations are keeping a keen eye on the issues at stake. Assisting the Bay Area Houston Economic Partnership in doing this is its Political Protocol Committee, which serves as the coordinator for political activities within BAHEP. According to Marcy Fryday, PPC chairman for the past five years, the committee's primary function is "to be a vehicle by which BAHEP's membership can be educated about legislative positions and goals accomplished by our elected officials." She added that the second most important function of the committee is, in turn, to educate the elected officials about the mission of Bay Area Houston Economic Partnership.

The PPC is active throughout the year, although its momentum increases during election years and years when the Texas legislature is in session. A State Candidates Forum scheduled for Sept. 17 had to be cancelled due to Hurricane Ike. However, the committee was able to reschedule its U.S. Congressional District 22 Candidates Forum from Oct. 1 to Oct. 20.

Other 2008 events sponsored by the Political Protocol Committee included updates from NASA-Johnson Space Center, Ellington Airport, and issues concerning transportation/hurricane evacuation - all topics of interest and importance not only to BAHEP membership but to everyone in Bay Area Houston.

Fryday commented on an additional event saying, "For the first time, we held a reception for all elected officials before our annual State of the Counties address by Judge Jim Yarbrough of Galveston and Harris County Precinct 2 Commissioner Sylvia R. Garcia. This was a hugely successful event, which we plan to make an annual tradition." Over 60 elected officials and 150 business leaders attended the June reception and meeting held at the Hilton Houston NASA Clear Lake.

Annually, the PPC also sponsors an Elected Officials Appreciation Luncheon, which relays BAHEP's recognition of these officials' support for the organization as well as the solid economic development in the Bay Area due in large part to their initiatives. Fryday stated, "This also serves as a motivating factor to ALL elected officials to further support our organization and its mission."

The results of the committee's efforts have been favorable. "We have received both verbal and written appreciation from elected officials thanking us for providing a venue where they can share their views," Fryday said. With an election just around the corner and the Texas legislature about to convene in January 2009, it looks like it's going to be another busy year for this hard-working BAHEP committee.

SATOP welcomes Booz Allen Hamilton as newest Space Alliance Partner

They are people who 'make things happen'

Former astronaut James A. Lovell once said, "There are people who make things happen, there are people who watch things happen, and there are people who wonder what happened. To be successful, you need to be a person who makes things happen." Lovell and thousands of others who have contributed to America's space program over the past 50 years have seen much success due, in no small part, to their ability to make things happen. Since 1999, a consortium of Space Alliance Partners has donated time and expertise to help small businesses be successful as well.

The Space Alliance Technology Outreach Program is a State of Texas funded initiative designed to transfer the knowledge and technology of the U.S. Space Program to the private sector. Small business owners faced with a technical challenge can receive up to 40 hours of FREE assistance from a scientist or engineer. SATOP is administered by the Bay Area Houston Economic Partnership and is made possible through the consortium, which includes NASA-Johnson Space Center, aerospace companies, and colleges donating up to 16,000 engineering hours annually.

Booz Allen Hamilton

SATOP recently welcomed Booz Allen Hamilton as its newest Alliance Partner. The company has been at the forefront of strategy and technology consulting for almost 95 years and provides a broad range of services in strategy, operations, organization and change, information technology, systems engineering, and program management. Booz Allen is headquartered in McLean, Va. The company has 20,000 employees and generates annual revenue of approximately $4 billion.

The Houston Booz Allen Hamilton office is at 2525 Bay Area Blvd., where BAHEP is also located. Bob Payne, SATOP program manager, commented on this newest addition to the Space Alliance Partners saying, "I worked for many years in the aerospace industry and am very aware of Booz Allen's reputation for getting the job done and done well. Their engineers are a great addition to our program and have already started to work on a Request for Technical Assistance. David Kin and Andy Wright are working on RTA 3269. The requestor is developing a mobile automotive repair system, and the Booz Allen engineers are assisting him with trouble shooting the vehicle lift design."

Bill Bastedo
Vice President
Booz Allen Hamilton

Bill Bastedo, a vice president with Booz Allen Hamilton, said, "Our company has a corporate philosophy of giving that is shared by everyone. Helping small businesses overcome their technical problems is not only the right thing to do, but we all benefit in many ways when they take a useful product or service to market. We're excited to be a part of this as a SATOP Alliance Partner."

Booz Allen Hamilton's Web site details some of its corporate initiatives and states, "Booz Allen believes good business and good corporate citizenship go together - that a firm like ours must reach beyond office walls to understand and embrace charitable, educational and other non-profit organizations working to meet human care needs in communities where Booz Allen employees work and live. That is why the firm has a core commitment to corporate philanthropy, employee volunteerism and community service in its offices throughout the world."

"Our company has a corporate philosophy of giving that is shared by everyone."
Bill Bastedo

Booz Allen Hamilton is, no doubt, a company that makes things happen - much to the benefit of people and small businesses everywhere.

For additional details on SATOP, visit its Web site www.spacetech-solutions.com/bahep or call Nick Gardner, project engineer, at 281.486.5535.

M. D. Anderson Clinical Care Center and Cullen's Upscale American Grille join BAHEP

M. D. Anderson Clinical Care Center

The University of Texas M. D. Anderson Cancer Center is extending its services beyond the Texas Medical Center and into the Bay Area. Located on the campus of CHRISTUS St. John Hospital, the M. D. Anderson Clinical Care Center in the Bay Area offers radiation therapy, chemotherapy, medical oncology, a pharmacy for patients, laboratory services, and a blood donation center. The Clinical Care Center is also a new member of the Bay Area Houston Economic Partnership.

Bob Mitchell, BAHEP president, stated, "The M. D. Anderson Cancer Center in the Texas Medical Center is world renowned for its expertise. To have those same services available in Bay Area Houston is definitely an asset, both personally and economically, for residents of the region."

THE UNIVERSITY OF TEXAS MD ANDERSON CANCER CENTER *Making Cancer History®*

M. D. Anderson's care team includes oncologists, nurses, radiation therapists, laboratory and pharmacy technicians, all of whom are trained and employed by M. D. Anderson. The care center offers convenience, direct appointment scheduling, and free parking for patients in the Bay Area.

When asked why it is important for the new center to belong to BAHEP, Annie Starkey, community relations specialist for M. D. Anderson, replied, "The University of Texas M. D. Anderson Cancer Center is proud to join BAHEP. We believe our recent move into the Bay Area will contribute to the existing collaboration and cooperation among healthcare providers in this region. Our physicians and staff are dedicated to work closely with other BAHEP healthcare members in providing excellence in patient care, research, and education services. These are key components of our mission and initiative to extend M. D. Anderson's expertise and services from the Texas Medical Center to a community setting."

The Clinical Care Center is located at 18100 St. John Drive in Nassau Bay near the NASA-Johnson Space Center. For more information, visit www.mdanderson.org/bayarea or call 713.563.0670 or toll free 866.913.9876.

Cullen's Upscale American Grille

Cullen's Upscale American Grille has recently joined more than 270 investor companies, local governments, and educational institutions as members in the Bay Area Houston Economic Partnership. The president of BAHEP, Bob Mitchell, welcomed them saying, "Cullen's has definitely created an elegant dining opportunity for the region, whether it is for private dining, meeting facility, entertainment, brunch, lunch or dinner. I'm extremely pleased that they've chosen to join the partnership."

The restaurant is located at 11500 Space Center Blvd. With 37,000 sq. ft., its facilities include seven private dining rooms, a large ballroom, and a glass enclosed chef's table that is suspended over the main dining room. Named Macy's Table, it seats 12. Cullen's also has outdoor dining, a waiting area with video entertainment for children, a live music stage, and a balcony lounge.

When asked why he felt it was important for Cullen's to become a part of BAHEP, the restaurant's owner, Kevin Munz, replied, "Being part of the hospitality industry is not just servicing the customers in our restaurant but the people in our community."

Aurora Perez, Cullen's sales and event manger, provided a description of its services writing in part, "Chef Paul Lewis is the highly acclaimed executive chef of Cullen's, and he is establishing the restaurant as a world-class culinary destination. Enjoy Cullen's highly personalized wine and spirits suggestions and attentive, impeccable service offered by a professional staff."

For more information, visit www.CullensHouston.com.