

BUSINESS – to – BUSINESS

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

IN BRIEF

Griffin Integrated Marketing honored

Nearly nine months after Hurricane Ike battered the Texas Gulf Coast, Griffin Integrated Marketing took home a 2009 Crystal Award from The American Marketing Association's Houston Chapter for crisis / situation management work surrounding the storm.

"This award is a great reminder of the Griffin Team's 'can-do' spirit, even during tough personal times," said Gwen Griffin, managing director of the agency. "Not only was our office damaged from Hurricane Ike, many of our employees faced personal property losses. Still, we were able to come together remotely, roll up our sleeves and quickly provide an extremely valuable service to the entire Bay Area Houston region."

TWC awards grant to San Jacinto College

San Jacinto College in Pasadena, Texas, has received a \$230,984 grant from the Texas Workforce Commission as part of the Texas Youth in Technology Strategic Workforce Development initiative. Supported with federal Workforce Investment Act Statewide Activity Funds, the workforce development strategy supports job-growth opportunities that align with Gov. Rick Perry's Texas Industry Cluster Initiative.

San Jacinto College's workforce development initiative includes a Careers in Technology Impact Program to increase post secondary enrollment and retention. The yearlong program will offer an Ambassador Program for high school students, including summer camp at NASA, and industry experience and career investigation.

Look for BAHEP tweets

The Bay Area Houston Economic Partnership has created a page on the Twitter networking site at www.twitter.com/BAHEP.

"Through Twitter, we can get the word out about our many initiatives instantaneously. It's a great communication tool," said Paul Chavez, BAHEP marketing director.

SATOP provides solutions for small businesses

The Space Alliance Technology Outreach Program is administered by the Bay Area Houston Economic Partnership. It is a State of Texas funded initiative designed to transfer the knowledge and technology of the U.S. Space Program to small businesses to solve technical challenges they are unable to solve themselves. Visit www.spacetechnology.com/bahep for additional details on this valuable program, or call Nick Gardner, project engineer, at 281.486.5535 for more information.

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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Olson meets with BAHEP healthcare members Asks for involvement in legislative process

As June drew to a close, Rep. Pete Olson (R-TX-22) met with members of the Bay Area Houston Economic Partnership's Healthcare Committee to discuss their topics of concern in regard to healthcare reform legislation that is currently under congressional consideration. Committee Chair Monica Millican, branch manager, PrimeLending, and Barbara Cutsinger, BAHEP liaison, organized the meeting, which was held on the University of Houston - Clear Lake campus.

Bob Mitchell, BAHEP president, introduced Olson who then made opening comments. "National healthcare reform is targeting the 45-50 million Americans who don't have adequate healthcare. Cost is going to be a big fac-

tor and relationship is the primary one in healthcare. A government bureaucrat should not be involved in determining what treatment you get. It should be your doctor and you who determine how to take care of your health." Olson also noted that there's talk of taking national the liability reform that is in place in Texas. He said, "It's been a tremendous success here in terms of attracting doctors. Hopefully that will be a part of any future solution."

The congressman said that maintaining choice for patients is also important. "Managed care programs in other countries are not what Americans expect for their healthcare," he emphasized. "The costs are managed, because a bureaucrat determines what kind

He concluded his opening remarks stating, "The entitlement programs such as Medicaid and Social Security will go bankrupt and take the country down with them if we don't figure out a way to pay for them." Olson then asked the attendees for their ideas on how to increase healthcare coverage and at the same time keep the costs low.

Diverse topics discussed

Several times during the hour-long discussion, the importance of preventive care was discussed as a means of dramatically driving down the cost of healthcare. Additionally, physician-driven, accountable systems of care were mentioned as another means of providing patient care. These systems, it was noted, are evidence-based



Bay Area Houston Economic Partnership President Bob Mitchell (left) and Rep. Pete Olson (R-TX-22) listen intently to comments from members of BAHEP's Healthcare Committee during a meeting held in late June at the University of Houston - Clear Lake. The meeting was hosted by UHCL's School of Business.

mandates, the high cost of prescription drugs, end of life care, and the importance of including mental health care in the new legislation. Notwithstanding the

Olson concluded by asking the healthcare partners to stay involved with the legislative process as healthcare reform progresses through Congress. He said, "The legislation has not yet taken shape, and this is your chance to influence it. Somewhere we have to find a way to make this work."

Mitchell closed the meeting by recognizing how much time the congressman dedicates to this region when he's in town saying, "He's met with the aerospace industry, with the BAHEP membership and now with our healthcare partners. In about six weeks he'll be meeting with the specialty chemical industry and later with maritime industry representatives and BAHEP's Small Business Committee members. He's doing a tremendous job, and we really appreciate it."



Rep. Pete Olson and the members of BAHEP's Healthcare Committee discussed their concerns about healthcare reform legislation that is currently before Congress. Monica Millican, branch manager, PrimeLending, chairs the committee.

tor in the healthcare debate as it goes forward. On my side of the aisle in the House of Representatives, we just want to make sure that the patient-doctor privilege

of treatment you're going to get." He added that Medicare/Medicaid is the "big elephant" in the room in regard to financial challenges that the country is going to have.

and cost effective and may offer a solution to the financial dilemma that private care practitioners face.

Other topics mentioned included the problem of unfunded

economy, there also remains a high demand for healthcare professionals and the need for supplemental funding for institutions of higher education to train them.

Walker Parking Consultants, Career Uniforms join Bay Area Houston Economic Partnership

Walker Parking Consultants founded in 1965 and has evolved into the largest "parking only" consulting and design firm in the United States with 13 offices, over 300 employees, and more than 8,000 completed parking projects. Bay Area Houston Economic Partnership President Bob Mitchell commented, "Walker Parking Consultants has received numerous awards for its excellent work, some of which can be seen

in the portfolio on its Web site. We are very pleased to welcome such a talented group into our membership."

Gina M. Holstien is Walker's director of Business Development. She stated, "BAHEP is a long-standing leader of the Bay Area Houston community, and it offers substantial networking opportunities. We feel that it's



WALKER
PARKING CONSULTANTS

parking related issues. Its full range of consulting services runs the gamut from initial feasibility

studies through final design. This, along with its proven track record of sustainable, well-designed, cost conscious parking projects, has enabled Walker Parking Consultants to take care of all of its clients' parking consulting, engineering, and restoration needs.

Walker's Bay Area Houston office is located at 17049 El Camino Real, Suite 202. To learn more about Walker Parking Consultants, visit www.walkerparking.com or call 281.280.0068.



Career Uniforms

Career Uniforms is a retailer of career apparel for corporate, institutional, and medical professionals. Part of Radia Enterprises, a global apparel and medical equipment manufacturer with facilities on- and off-shore, the corporation's second business unit manufactures for the wholesale market.

Bob Mitchell, BAHEP president, stated, "Clients of Career Uniforms already include BAHEP members CenterPoint Energy and the south and central campuses of San Jacinto College District. The company also contributes to a number of community programs that emphasize education and career training. We look forward to Career Uniforms' participation in our initiatives."

Rupendra Radia, Career Uniforms' president, responded, "We understand that economic development, like any business, requires hard work. At Radia Enterprises, and therefore Career Uniforms as well, we are committed to helping others and feel that membership in BAHEP is a good way to become more involved in our community."

Career Uniforms has been certified as a Small Disadvantaged Business under the U.S. Small Business Administration's 8(a) Business Development Program. Additionally, the Minority Business Development Agency has designated the company as a Certified Minority Business Enterprise. Career Uniforms is also certified as an SBA HUB Zone and heavily recruits new employees from the lower income area around its corporate headquarters at 3800 Juniper Street, Houston. Career Uniforms' retail outlet is located at 7738 Park Place Blvd. in Houston.

For more information, call Career Uniforms at 713.645.6383 or visit www.careeruniforms.com.

EDA grants Bay Area Houston cities millions of dollars for recovery efforts

The Economic Development Administration has awarded the cities of Friendswood, Nassau Bay, and Seabrook a total of \$7.5 million in federal grants, which are part of disaster recovery funds available to local communities following the devastation caused by Hurricane Ike in September 2008. All three cities are members of the Bay Area Houston Economic Partnership.

The cities traveled a long, winding road as they sought assistance. One of the first stops along the way included a presentation made last October to the Houston-Galveston Area Council's board of directors for the Gulf Coast Economic Development District, the Office of Rural and Community Affairs, and the EDA. Representatives from the EDA stated the importance of engaging political leadership from the local level up including the U.S. Congress. They also suggested engaging a regional organization that would apply for grants on behalf of the affected waterfront communities.

EDA Austin meeting changes focus

As the region's "go to" economic development organization, BA-

HEP was asked to become involved as a group of Bay Area Houston cities formulated a presentation to be made during a November meeting with the EDA at its regional office in Austin, Texas. David Braun, BAHEP's marketing manager-aerospace, traveled with representatives from Bay Area Houston cities to Austin where the group, through a PowerPoint presentation, reflected the region's hurricane devastation as well as projects for which it was seeking EDA grants.

During the meeting, the group learned that the EDA favored the funding of larger projects to facilitate the dissemination of the money once it became available. Additionally, EDA representatives recommended that each city should submit its own request for a grant rather than submitting a single request as a regional entity that included projects from all of the affected cities. Braun reported, "The EDA stressed that each city's project should be regional in nature, be in the disaster zone, create jobs, show private investment, show how it improves conditions for the next storm, diversifies the economy and was ready to go."

The final stop on the road involved making application for the grant

funds, which was no small project in itself. With millions of dollars at stake, it had to be done right.

Grants awarded

After months of waiting for the results, the EDA notified three Bay Area Houston cities that they were successful in their requests. The City of Friendswood received \$2 million, which will be used toward the development of Clearwood Business Park for building water and sewer infrastructure. It is expected that 100 jobs will be created through this project.

The \$2.5 million grant to the City of Nassau Bay will be used to build the infrastructure needed for the development of Nassau Bay Town Square. This commercial center will also house the new Nassau Bay City Hall and conference center. Over 400 jobs will be created, and \$150 million in private investment will be generated through this project.

A grant of \$3 million will be going to the City of Seabrook, which will be used for roadway and utility infrastructure improvements at the Point area. Seabrook's project will result in 400 new and retained jobs and over \$15 million in private investment.

Leaders recognized

Bob Mitchell, BAHEP president,