

BUSINESS - to - BUSINESS

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IN BRIEF

JMMC wins multiple awards

John Manlove Marketing & Communications and The Woodlands Development Company have won a 2008 Silver Spur award from the Texas Public Relations Association as well as a Prism Award from the Greater Houston Builders Association. The Silver Spur is the TPRA's highest recognition for public relations achievement. Each year top builders and developers from Greater Houston submit their best people, products and promotions for a chance to win a Prism Award. Judged by professionals from across the country, these are the only awards of their kind in Houston.

JMMC is located at 5125 Preston Road in Pasadena, Texas.

HACSC expanding

The Houston Area Contractors Safety Council, Inc., has recently purchased 24 acres near the intersection of Spencer Highway and Center Street in Pasadena, Texas, for a new training campus. According to Luis Aguilar, HACSC president and CEO, planning the multi-building site will take place this year with construction to begin next year.

The company's existing headquarters at West 13th Street and Georgia Avenue in Deer Park, Texas, is also slated to expand to 60,000 sq. ft. and will include a doubling of the parking spaces available to over 1,200.

HACSC has opened a nearly 10,000 sq. ft. satellite location in Webster, Texas, as well.

For more information, call HACSC at 281.476.9900 or visit www.hacsc.com.

UHCL to offer new physics program

David Garrison, Ph.D., faculty chair and assistant professor of physics at the University of Houston - Clear Lake, gave a presentation to BAHEP's Aerospace Advisory Committee where he revealed that beginning in 2009, UHCL will offer a new program in physics.

A collaborative Ph.D. program with the University of Houston will allow UHCL students to gain Ph.D. candidacy at the University of Houston after completing core courses at UHCL. Advanced electives and the Ph.D. thesis work will be able to be completed in Clear Lake, which would allow some students to do this while working with NASA.

Detailed information, which includes the Bachelor of Science degree program and the Master of Science degree program in physics, can be found online at the following Web address: <http://sec.uhcl.edu/physics>.

BUSINESS TO BUSINESS is a monthly BAHEP 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 aerospace, petrochemical, and healthcare companies, developers, bankers and real estate brokers, 13 cities and Galveston and Harris Counties. 2525 Bay Area Blvd. Suite 640 Bay Area Houston, TX 77058-1557 281.486.5535

Jessie accepts prestigious award

Bobbie Jessie, co-founder of JES Tech, a HUBZone-certified small business, traveled to Washington, D.C., recently to accept the 2008 Region VI Sub-contractor of the Year award from the Small Business Administration.

Offering document imaging services, as well as project management and staffing solutions to private sector and government clients, JES Tech's revenue has grown 310 percent in the last four years, from \$1.6 million in 2004 to nearly \$5 million in 2007.

"We started making money the first year," Jessie said. "Everyone told us we would be operating in the red for several years, but we never did.

My partner, Keith Sabin, and I had faith in our company, and, coming from NASA, I felt that I had enough experience and contacts to make the company a success. Keith is wonderful at the financial end, and together

we are a great combination for a winning team. It was quite an honor just to be nominated by one of our clients, Wyle Life Sciences, but to win was incredible," she said. "We went to



Bobbie Jessie

D.C. for three days and even had a reception with President Bush who gave us a 15-minute presentation about small businesses."

Starting with a team of 24, the company now employs over

100, building a solid customer base within the aerospace community. JES Tech provides operations support for such complex programs as the Space Shuttle and the International Space Station.

Working to create job opportunities in the HUBZone where it operates in Southeast Houston, the business includes working with a non-profit information technology services provider that trains underprivileged high school students to perform computer services.

"Part of our mission is to give back to the community," said Jessie. "We like to help students as well as adults. As an African American woman, I take pride in the fact that I have not only survived but thrived in what once was typically a male-oriented business. I am living proof that you can live your dream. That is what I would like to pass on to others. Work hard, dream big and then sit back and watch it happen."

BAHEP's committees work toward economic development here and abroad

The Bay Area Houston Economic Partnership is a member-driven organization that provides the leadership to stimulate regional economic development and employment. Utilizing a collaborative committee structure, BAHEP engages more than 250

investor companies, local governments, and educational institutions, in southeast Texas, to bring about prosperity and a high quality of life for the 2 million people who live and work in the region. Members of the partnership include aerospace, petrochemical, and healthcare companies, developers, bankers and real estate brokers, 13 cities and Galveston and Harris Counties.

BAHEP's committees are essential to its effectiveness. Highlighted below are two of the organization's 14 committees.

Citizens for Space Exploration

The focus of the Citizens for Space Exploration-Texas is to promote awareness of the benefits of the human exploration and development of space. Through a multi-state effort, the task force networks with elected officials, corporate and individual contacts to ensure continued public and political support for NASA and U.S. space programs. The committee is chaired by Joe Mayer, senior manager of Business Development for Lockheed Martin.

Each year, the CSE's major initiative is to carry its message to Capitol Hill. In May, for the 17th year in a row, the CSE traveled to Washington, D.C., with a singular purpose - to support a robust space exploration program with a goal of investment in NASA set at 1 percent of the federal budget.

Almost 150 of these citizen taxpayers from 29 states, including 49 from Texas, visited 333

congressional offices where they discussed the importance of the 1 percent funding for NASA - an increase from the current level of 0.6 percent of the federal budget.

One of the priorities of the CSE is to inform elected officials of the importance their constituents place on the space program. Among these constituents are 36 undergraduate and graduate students, as well as educators, from colleges and universities across the nation, who traveled as part of the CSE group. The Coalition for Space Exploration, in conjunction with BAHEP's Aerospace Advisory Committee, sponsored the students whose majors include astrophysics, aerospace engineering, mechanical engineering, electrical engineering, math and physics.

Interaction between the elected officials and the CSE extended beyond office meetings when they gathered for a CSE-sponsored Congressional Reception in the Rayburn Building on Capitol Hill. Bob Mitchell, BAHEP president, welcomed the delegates and introduced the speakers, including: Rep. Nick Lampson (D-TX), Rep. Ron Paul (R-TX), Rep. Kevin Brady (R-TX), Rep. Ted Poe (R-TX), Rep. Sheila Jackson Lee (D-TX), Rep. Tom Feeney (R-FL), Rep. Dave Weldon, M.D. (R-FL), Rep. Dennis Kucinich (D-OH), Rep. Dana Rohrabacher (R-CA), and Sen. David Vitter (R-LA).

Mitchell said, "The significance of CSE's annual visit to Washington cannot be underestimated. By meeting personally with these decision makers in Washington, we are better able to impress upon them NASA's scientific, technological, and economic impact

that affects us in so many positive ways."

International Business Development Committee

The mission of the International Business Development Committee is to act as a resource available to BAHEP to develop global partnerships all designed to support the organization's core mission. Dick Sanger has chaired this committee since it was founded in 1998. It is comprised of community leaders with business interests here and abroad.

The committee has evolved over the years and now responds to specific requests made by the aforementioned BAHEP personnel. If something with an international business scope arises, the IBDC responds to these requests in order to leverage some of the extraordinary capabilities available in Bay Area Houston. Sanger said, "Establishing global partnerships is what it's all about. There must be a balanced arrangement between the two groups. Many of the companies here don't have the resources available internally that they would like to have in order to take advantage of collaborations and partnerships with international businesses. The IBDC exists for our members to be a resource to facilitate business opportunities between domestic and international groups."

In January 2008, the mayor of Stavanger, Norway, headed a delegation of business development leaders who visited the Bay Area expressly to meet with members of BAHEP. The program was developed and managed by the IBDC. The Stavanger group returned in May to further discuss ideas expressed during the first meeting and to lay the groundwork for a possible joint conference with BAHEP in May 2009 during Houston's annual Offshore Technology Conference. "They liked the way that BAHEP operates and its management style," Sanger reported. "Business is global. The IBDC acts as a resource for BAHEP so that it can seize upon and develop international opportunities as they arise," he concluded.

SATOP presents alliance partner awards

Each year the Space Alliance Technology Outreach Program recognizes the outstanding work of its alliance partners by presenting awards to talented professionals within these organizations. The consortium of Space Alliance Partners is the driving force behind the success of SATOP. Essentially, the partners are the fuel that powers the program.

SATOP representatives recently presented the last of its nine 2007 awards to Ed O'Keefe of The Boeing Company, who received SATOP's Successive Solutions Award. O'Keefe is one of only three engineers who have helped a small business every year since 2002. The other two recipients of the 2007 Successive Solutions Award are David Dai and Eugene Schwanbeck. Dai was formerly employed with GB Tech, Inc., while Schwanbeck was with Barrios Technology when providing his expertise. Dai is now employed by Science Applications International Corporation (SAIC), and Schwanbeck is with NASA-Johnson Space Center.

Six additional awardees contributed their efforts toward helping 14 more businesses. Fernando Amato, MEI Technologies, Inc., received a Special Achievement Award for his work on the BoGo Light, a solar-powered flashlight success story. Paul Ledoux, formerly with SPACEHAB and now with Cimarron Software Services, Inc., worked with eight small business owners, thereby earning the Overall Productivity Award. Nani Arce, United Space Alliance, was named Newcomer of the Year for contributions made to the salad dressing success story. The Safety Innovations Award was presented to both Patrick Fink, Ph.D., NASA-Johnson Space Center, and Xiang Ni, Jacobs Engineering, for their work on resolving a problem in regard to the clarity of remote communications with workers in confined spaces. Ed "Bear" Handwerk, formerly with MEI Technologies, Inc., and now working at the College of the Mainland, was presented the Economic Impact Award for his contributions toward the fire extinguisher success story.

SATOP, administered by the Bay Area Houston Economic Partnership, 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 with expertise in acoustical, chemical, electrical, environmental, manufacturing, materials, mechanical, structural, and a host of other technical disciplines. Since 1999, SATOP-Texas has solved more than 600 technical challenges, created or maintained more than 500 jobs, and infused more than \$125 million into the state's economy.

The assistance provided by SATOP's Alliance Partners has proven to be invaluable to the many small businesses that have benefited from it. The Alliance Partners benefit, as well, knowing that they have made a positive contribution to these businesses and the people they serve around the world.

Executive on Loan has stellar credentials

Steve Nunez's notable career has been anything but static, and now he's accepted a new challenge as NASA's Executive on Loan to the Bay Area Houston Economic Partnership.

"When BAHEP or one of its partners requires assistance or seeks clarification on any number of issues that involve NASA, I'm available to make that exchange flow as smoothly as possible," Nunez said.

Bob Mitchell, BAHEP president, noted that the Executive on Loan program has been a long-term and valuable asset to the

for providing expert knowledge of technical management activities including budget and resource control and procurement within the directorate.

Nunez's stellar career started in Mississippi where he earned a Bachelor of Science degree in Civil Engineering from Mississippi State University. After holding several engineering positions in the private sector, Nunez began his NASA career in 1989 at Mississippi's Stennis Space Center. In 1998, Nunez was assigned to a one-year detail in the Office of Space Flight at NASA Headquarters in Washington, D.C., and, upon his return, was selected as the X-33 project manager at Stennis.

Next, Nunez was named a Congressional Legislative Fellow to the United States Senate Majority Leader during the 2nd Session of the 106th Congress. After completing the fellowship in 2000, he moved to Houston, Texas, as the special assistant to the manager of the International Space Station Program

at JSC. He then served as deputy manager of the Management Integration Office within the International Space Station Program in 2002. Nunez's next assignment was as manager of the NASA-JSC White Sands Test Facility near Las Cruces, N.M., from July 2003 to October 2005 where he was responsible for an annual budget of over \$60 million. In October 2005, he became deputy chief engineer of NASA-JSC, and, in January 2007, Nunez was named to his current position.



Steve Nunez

partnership. He said, "NASA-JSC, through the EOL program, has provided us with a long line of executives who have contributed to BAHEP's success. It has proven to be a mutually beneficial relationship, and we are fortunate to have Steve, with his extensive background, to turn to when we need his expertise."

If Nunez is not in his office at BAHEP, he can be found at NASA-JSC where he serves as senior project manager within the Engineering Directorate. In this capacity, he is responsible