

BUSINESS - to - BUSINESS



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March 2009

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

IN BRIEF

RSA awarded contract

RSA Corp., a member of the Bay Area Houston Economic Partnership, has been awarded a contract by the Texas Department of Information Resources to offer deliverables-based IT services to state agencies, cities, counties, school districts, universities, and non-profit organizations. RSA is a Houston-based business technology services and IT staffing firm.

Through this contract, RSA Corp. is pre-approved by DIR to provide technology migration and upgrades, application development, IT assessments and strategic planning services.

For more information, visit www.rsacorp.com/godirect.html.

CSE heads to Washington for 18th annual trip

Annually for the past 17 years, Bay Area Houston Economic Partnership's Citizens for Space Exploration have traveled to Washington, D.C., on behalf of NASA.

CSE is a multi-state grassroots space advocacy group of concerned citizens who meet with members of Congress to inform and educate them about the importance of a robust space exploration program and a fully funded NASA budget.

CSE's 18th trip will take place May 18-21, 2009. To participate, travelers should contact David Braun, BAHEP's aerospace marketing manager, by Tuesday, March 31, to confirm attendance. Participants may register after that date, but they may have problems securing lodging. For more information, visit www.citizensforspaceexploration.org or call Braun at 281.486.5535.

BAHEP Web site offers wealth of real estate news

If real estate -- commercial, industrial, office, retail, hospitality, residential and infrastructure -- news makes your world turn, then don't miss out on the Bay Area Houston Economic Partnership's *Business Development Update* newsletter, which is published online five times annually.

To read or download the latest edition, go to www.bayareahouston.com/Home/RealEstate3/.

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.spacetechnolutions.com/bahp for additional details on this valuable program, or call Nick Gardner, project engineer, at 281.486.5535 for more information.

EHCMA appoints Farid to chairmanship

The East Harris County Manufacturers Association has appointed Aamir Farid as its chairman for 2009. He has served on the Association's board for the past two years. Highly qualified for this new role, Farid has gained extensive experience in the manufacturing arena since joining Shell at the Deer Park, Texas, manufacturing complex in 1978 after graduating from Stanford University with a degree in chemical engineering.

Over his 30-year career with Shell, Farid has served in a variety of roles including operations, maintenance, process support, health and safety, and facilities planning. Since 1985, he has held a series of management positions at Shell's refineries in Wilmington, Calif., Wood River, Ill., and Deer Park. Farid transferred to the Shell Deer Park Refinery in September 2006, serving as president/CEO. Effective March 1, 2008, he assumed an expanded role as general manager of the Deer Park site including both the refinery and chemical plant.

The East Harris County Manufacturers Association is comprised of more than 120 chemical manufacturers, refiners and supporting distribution companies. Farid feels that the member companies add a lot of value to their communities and neighborhoods. He stated, "Obviously providing jobs is a huge part of it - not just jobs for our employees, but for the contractors, vendors, and others. Additionally, many people are unaware of our record in regard to the very substantial reduction of

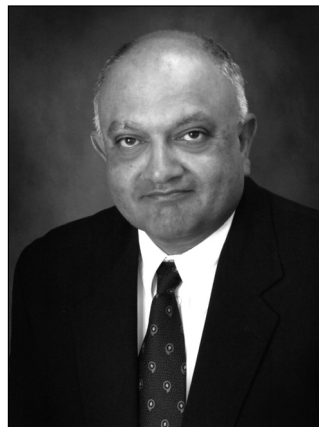
emissions over the past 20 years. We fully support continuous environmental improvement."

Farid noted that Hurricane Ike was a great example of the many ways in which the Association shows its support to the communities. He explained, "All of our member companies, in addition to taking care of their own facilities and their own employees, went far beyond what anyone may have expected. They really helped local communities and neighbors get through those tough times."

Association plays multiple roles

Farid has been really pleased, as well, by the Association's ability to deal with inadequate response by a member company to environmental issues or neighborhood complaints. When this occasionally happens, other members put internal pressure on that company. He explained, "This gets them to understand that we're all painted by a broad brush. Companies that behave improperly put us all in a bad situation. We're the ones who do business with these guys. We can drive that internal pressure through direct interventions and really get things moving pretty quickly. That's been very beneficial."

Another role played by the East Harris County Manufacturers Association involves its efforts toward workforce development. Farid stated, "The economic downturn has shaded things a bit, but we've also been spending a lot of time in this



Aamir Farid, chairman East Harris County Manufacturers Association

area. We've been very active in trying to determine how to reach out to high school and junior college kids and turn them on to the fact that we have really good career opportunities in our industries."

Commenting further on the economy, he noted, "EHCMA, like everyone else, is feeling its way through this economic downturn. Given what we're seeing and given the impact on a number of member companies and the industry in general, is there a role for us to play? What might that be, and how can we help? We have to think our way through this and see if there is a role for us." Farid mentioned that he met with Houston Mayor Bill White in mid February, and they discussed this very topic. "This is absolutely uncharted territory for all of us; so, we really need to think about it. Clearly it has caused us to reflect on what our focus areas are for 2009," he concluded.

For more information on the work of the East Harris County Manufacturers Association, visit www.ehcma.org.

BAHEP welcomes new members

Commercial Resource Capital

Commercial Resource Capital is a full service commercial mortgage banking and real estate investment advisory services company, which is based in Houston, Texas. The principals of CRC have more than 50 years of experience in the Houston and U.S. commercial real estate industry. In addition, CRC's correspondent relationships with many insurance company investors provide the company access to more capital sources than any other mortgage banking company in the Houston area and the platform to service the loans it originates after closing.

"In today's uncertain banking and real estate market, it's essential to work with companies like Commercial Resource Capital that demonstrate expertise and dependability. We are pleased to welcome CRC to our partnership," commented Bob Mitchell, BAHEP president.

CRC provides capital solutions for all facets of a real estate transaction including:

- Fixed rate non-recourse permanent loans with terms from three to 30 years
- Shorter term bridge and construction loans
- Mezzanine and secondary financing structures
- Equity investments and joint ventures
- Advisory services for investment sales and acquisitions

Toby Kettle, CRC partner, commented on the reason CRC joined BAHEP saying, "We want to be involved in the growth and vitality of Houston's Bay Area."

For more information, go to www.crc.tx.com.

South Shore Harbour Country Club

The Bay Area Houston Economic Partnership has added South Shore Harbour Country Club to its membership roster. SSHCC is located at 4700 South Shore Boulevard in League City, Texas.

Bob Mitchell, BAHEP president stated, "South Shore Harbour Country Club is a beautiful facility that offers numerous benefits for its members, and it features the first 27-hole private membership golf course in the Bay Area. We are



very happy to include South Shore Harbour Country Club as the newest member of our organization."

Golfers are offered two putting greens, a chipping green, a sand bunker, and an oversized driving range on which to practice. Dining facilities include the Main Dining Room, the Private Dining Room and Grille that are available upon request. The Board Room is also available for conducting business meetings.

Eric Froeschner, the club's membership director and project manager, stated, "Bay Area



Houston Economic Partnership has a well-known reputation for accomplishment in terms of helping the region to grow while maintaining a great quality of life. We want to contribute to the community, and we felt that joining BAHEP is the best way to do this."

To learn more about SSHCC, visit www.sshcc.com or call 281.334.0521.

Public School Vendor Breakfast to be held March 31

The Bay Area Houston Economic Partnership is sponsoring its Fourth Annual Public School Vendor Breakfast on Tuesday, March 31, 2009, at NASA Johnson Space Center's Gilruth Cen-

ter, which increases local competition, decreases costs and keeps more procurement dollars in the local Bay Area economy.

Participants will learn about new business opportunities with

well as Harris County. Additionally, the Public School Vendor Breakfast provides an opportunity to build working relationships with buyers.

BAHEP's Education and Workforce Development Committee is facilitating the event and will provide Danish pastries, coffee and juice for everyone. Doors open at 7:30 a.m. At 8:00 a.m. representatives from each school district will share information about their district, their procurement process, and any immediate or short-term procurement needs. Following the presentation, vendors will be able to visit with the buyers from each district at their display tables. The breakfast will conclude at 9:30 a.m.

NASA's Gilruth Center is located on Space Center Boulevard, Gate 5, Building 207. The Vendor Breakfast will be held in the Alamo Ballroom.



Potential vendors and representatives from Bay Area Houston school districts were given the opportunity to begin building working relationships during the 2008 Public School Vendor Breakfast that was held at NASA Johnson Space Center's Gilruth Center.

ter. The event is held to create an increase in local business participation with the Clear Creek, Dickinson, Friendswood, La Porte and Pasadena school dis-

tricts, colleges, and governments that serve over 100,000 students. They will learn how to conduct business with each of the individual school districts as

Bay Area Houston is On the Move...

Throughout this year, the *BUSINESS TO BUSINESS* page will carry photos that depict the Bay Area Houston Economic Partnership's 2009 *On the Move* theme reflecting the growth of Bay Area Houston as well as the actual physical move of the organization into its own building later this year on the University of Houston-Clear Lake campus.

Shown here is Clear Creek Independent School District's Education Village, which is the first of its kind in Texas. Three schools make up the village: Sandra Mossman Elementary, #10 intermediate school and #7 high school. The elementary school will open in the fall of 2009 with a capacity for 900 students in the 105,000 square foot building. The two remaining schools will open in the fall of 2010. The 176,550 square foot intermediate school will be home to 1,200 students, and the 460,000 square foot high school has a 2,500 student capacity. Each school's campus is separated from the others; however, they will all share a main kitchen prep area, a mechanical plant, and service yards.



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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