

## Business Meets Industry Day

This is a day set aside for EDC clients to have the opportunity to network with industry representatives about assets regarding their company. This event takes place annually and the PAEDC looks forward to giving this huge event.



## What is a Type A EDC?

The Port Arthur Economic Development Corporation (PAEDC) is a Type A sales tax corporation created to enhance Port Arthur's business climate and overall economic development and tax base. The PAEDC is responsible for encouraging and developing business growth and attracting new businesses to Port Arthur such as: manufacturing, distribution, warehouses, commercial, and industrial.

### PAEDC Mission Statement:

The mission of the PAEDC is to act on behalf of the City to promote and develop new, existing, and expanded business development, job training, and infrastructure plan that will bolster the business climate throughout the City. The Board of Directors shall develop a strategy for the promotion and development of commercial, industrial, and manufacturing enterprises within the City of Port Arthur.

## A Letter from the CEO...

Greetings Citizens of Port Arthur,

Throughout history, Port Arthur Economic Development Corporation (PAEDC) has been privileged in being able to attract a competent Board needed to pragmatically guide and direct the Corporation.

John C. Maxwell, entrepreneur and author of various books on the topic of leadership, stated, "A leader is one who knows the way, goes the way and shows the way." These talents are indeed reflected in the career and volunteer service experiences of our existing and past PAEDC Board of Directors.

The Port Arthur Economic Development Corporation Board of Directors includes a diverse group of volunteers who work on behalf of the residents of our community to promote economic growth and quality of life in our community. The Board encompasses business owners, business managers, educators, and residents, whose common goal is to boost and enable positive economic growth and a better quality of life for all citizens of our community.

As CEO, I work closely with our Board to maintain a vigorous line of communication with businesses. Port Arthur possesses a distinct history that includes the petrochemical industry, oil and gas companies, pipe fabrication, steel making, warehousing, distribution, manufacturing, and government services. Our community has a diversified and talented workforce, and this makes us an attractive location for potential commercial businesses. When you connect these factors with the City Planning and Zoning Board's willingness to expedite land development applications, an exceptional transportation network, and a utility infrastructure that is always being improved; it gives our Board an upper hand when they are in the marketplace competing for new business. The EDC Board of Directors benefits from all of these positive attributes, as it focuses on selling new businesses on localizing to Port Arthur.

Over the past several years, many companies have decided to build in our community and call Port Arthur their home. Reliable Polymer Services (RPS), DMC-Carter Chambers, Lockwood International, PENTAIR, Team Fabricators, Tyco Wilfire, MPW Industrial Water Services, JZ Russell Industries, Triangle Waste Solutions, Bio Medical Waste, Dashiell Dacon, and many other businesses operate in our community. Recently, B & B Ice & Water, Coastal Industrial, and Flow Serve received site plan approval for additional commercial warehouse and distribution buildings in the Port Arthur Business Park. Within the past month, the City Planning Board approved plans for a "Marriott Hotel" to be located near the Hospital on Highway 69. The building and site is expected to open for business at the end of this year or very early next year.

The members of the Economic Development Board of Directors and my staff of professionals work together to promote the significant qualities that make Port Arthur a great place to work and live.

Sincerely,

*Floyd Batiste*

Floyd Batiste  
PAEDC, CEO



# The PAEDC Board of Directors



**Kaprina Frank**  
Board President



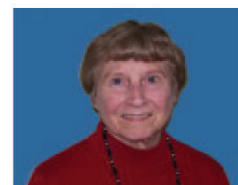
**Eli Roberts**  
Board Vice President



**Pat Holmes**  
Board Secretary



**Dwight Wagner**  
Board Treasurer



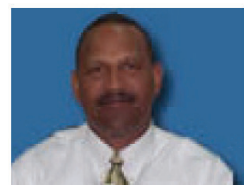
**Aletha Kirkwood**  
Board Member



**Roosevelt Petry**  
Board Member



**Ransom Howard**  
Board Member



**Richard Wycoff**  
Board Member

# PORT ARTHUR ECONOMIC DEVELOPMENT CORPORATION Spring - Summer 2013

A Great Place to Live. Work. Relax.

New and past newsletters on our website at [www.paedc.org](http://www.paedc.org)

## Business Park Expands!



Richard Wycoff Drive and Eli Roberts Drive are finally completed! The Board also completed the construction

of Kerry "Twin" Thomas Drive which opened up the North end of the Business Park for new development.

## Operation Downtown

One of the key elements in a revitalization effort is the return of commercial activity to a corridor of fresh paint, new awnings, and a complete disguise of rehabilitation, all signaling that something positive is happening. These first few steps can be the spark to ignite interest and spur new commercial excitement. The Port Arthur Economic Development Corporation by an astounding vote from the citizens of Port Arthur in 2009 provided a catalyst for these first steps with its Operation Downtown Improvement conditional grant program. PAEDC made available matching funds for facade and site improvements to commercial buildings located in the Port Arthur Downtown Revitalization target areas. Individual projects will be granted from \$5,000 to \$250,000 to match other sources of funds; 50% reimbursement for exterior improvement and 50% to bring property to city code. The total PAEDC Operation

Downtown dollar investment on any project will not exceed \$250,000 in the targeted areas. PAEDC Board of Directors goals are to enhance efforts to market vacant space, attract new businesses, stimulate new private investment, economic growth, promote consistency in design, create a fresh and aesthetically pleasing environment, assist property owners with the appropriate exterior rehabilitation of their buildings and bring them up to code, reduce the perception of crime, and invest in historic preservation and rehabilitation.

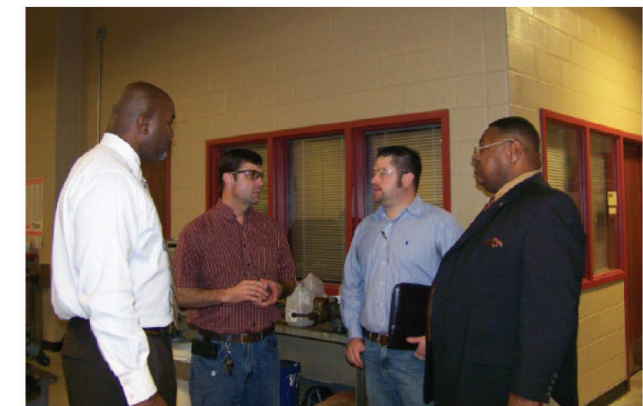
For more information on Operation Downtown, please call us at (409) 963-0579

## On the Job Training (OJT)

PAEDC OJT (on the job training) provides unique opportunities for Port Arthurians that possess some job-related skills and knowledge to "learn as they earn". By participating in an employment training program as an employee, the employee not only acquires new skills and knowledge, but also receives the same wages and benefits as current employees in same or similar positions.

OJT benefits employers by tailoring training to the specific needs of the employer, especially in the area of introducing new technologies or procedures. The employer benefits by being reimbursed for part of the employee's wages during the training period, while having the services of a full-time employee. OJT programs range from formal training with company supervisors to learning by watching. In this sense, the most formal types of OJT are distinct from classroom training largely in that they take place within the workplace. In the face of increased international competition and the more widespread use of computers in production processes, the implementation of more formal and sophisticated kinds of OJT has become a critical issue for our local employers in same or similar positions.

For more information regarding the OJT Program please call (409) 963-0579.





## In The Spotlight

• In recent newspaper articles you may have heard that the Port Arthur Economic Development Corporation (PAEDC) recently completed the purchase of the old First National Bank building at 501 Proctor Street. Well my fellow Port Arthur citizens; it's official, Downtown Port Arthur will be undergoing construction for the future home of your local Chamber of Commerce and Port Arthur Economic Development Corporation, as well as other prominent businesses in the area. The restoration will begin this year and plans are to complete the renovation during the second quarter of 2014. The first floor of the building will be dedicated to the PAEDC and public meeting spaces for both the PAEDC and the Chamber. The second floor will be dedicated for private sector office space, and the third floor will be for the use of the Chamber of Commerce. This newly renovated structure will feature state of the art architecture, as well as a gateway to market this great city of Port Arthur, so that not only local businesses will consider relocating here, but this restructure will open up admission to attract more regional and global networking for our community; which will ultimately increase job growth.

- The Board of Directors of PAEDC has appropriated \$400,000 of its promotional funds for the renovation of the Downtown Pavilion, \$500,000 towards the Proctor Street infrastructural improvement, and \$750,000 for three years toward the Operation Downtown Site Improvement Program. Check with the PAEDC to see if funds are still available for Operation Downtown for business owners.
- The Board of Directors have also made available, by voice of the citizens, \$500,000 per year in park renovations around the city for the next two years. These funds will restore, rebuild, and restructure parks around the city.
- The PAEDC Board of Directors have submitted to the State Legislator several proposed changes for the Economic Development Act in an effort to provide: job training, infrastructure improvements, and funding for student housing.

## Cash Reigns Supreme

Port Arthur Economic Development Corporation is bringing NDC's Cash Reigns Supreme training to Port Arthur, TX!

"Makes Better Business Decisions"

PAEDC in partnership with the National Development Council (NDC) and the Small Business Development Center brought NDC's Cash Reigns Supreme Training to Port Arthur.



This half day course is designed for small business owners and teaches the importance of financial statements and how they can be used to make better business decisions and track the financial results of businesses. Participants learn how third parties, including lenders, evaluate financial statements to make lending

decisions. Specific topics include: accounting terminology, balance sheet, and profit and loss statement, the importance of maintaining current and accurate financial records, the importance of cash, determining your company's cash needs, cash flow statement, and preparing for growth.

For more information on when the next training will be, please call PAEDC at (409) 963-0579.



# PORT ARTHUR ECONOMIC DEVELOPMENT CORPORATION

## First Source Referral Program

PAEDC's First Source Referral Program contains an agreement between the PAEDC and Economic Development Incentive Recipients that require those "incentive recipients" to use the PAEDC as their first source of referral for Port Arthur residents to be considered for any new job openings the employer may have. The PAEDC First Source Referral Agreement ensures that local residents benefit from development by increasing local employment opportunities.

The underlying goal is designed to bring the economic benefits of our business expansion efforts to the residents of Port Arthur, while also assisting the "incentive recipient" in meeting their Port Arthur resident employment requirements set forth by the Economic Incentive Agreement and ensuring a good faith effort has been made by the employer to hire Port Arthur residents.

In the layout of this program, Economic Incentive Recipients are to

report any new job openings to the EDC Employment Specialist so that the EDC Employment Specialist can in turn search and make qualified referrals to the employer based on the criteria requested by the employer, using the Texas Workforce's database.

A good faith effort to employ candidates referred by the PAEDC First Source program shall constitute, at a minimum, evaluating the qualifications of such candidate, and conducting interviews with those candidates who satisfy the minimum competency requirements. The Incentive Recipient is not required to employ any of the candidates referred by the PAEDC.

To ensure all Port Arthur residents in the current workforce are given the opportunity to be considered for a possible position based on their skill sets, please be sure to register with the Texas Workforce.

## Informational Career Fair

PAEDC Employer's ICF provides employment opportunities for Port Arthur Residents

On September 12, 2012, PAEDC Board of Directors provided Port Arthur residents with the opportunity to meet with employers at its 1st Annual Informational Connections Career Fair. The Career Fair was intended for all Port Arthur residents looking for anything from internships to professional employment in an industrial related field to hear and learn about employment opportunities with companies such as DMC Carter Chamber, Tyco Wilfire, BOD Environmental, Climate Control Containers, Triangle Waste Solutions, MPW, Team Fabricators, PENTAIR, J Z Russell Industries, and Bio-Medical Waste Solutions who each provided residents with information on their respective company, what skills they are looking for, expectations of their employees and how to complete an application when job openings become available. Companies with current job openings provided residents with employment applications during this Informational Career Fair.

There were approximately 150 Port Arthur residents who attended. The residents were encouraged to research employers as much as possible and be prepared when employment opportunities exist.



## Grow Port Arthur Fund

The National Development Council Grow America Fund (GAF), in cooperation with the Port Arthur Economic Development Board and City of Port Arthur, provides financing to growing small businesses throughout our community. GPAF operates as a community development lender to support the creation of jobs and the expansion of eligible small businesses in underserved communities, particularly minority and women-owned businesses. The financing provided is partially guaranteed by the U.S. Small Business Administration under GAF's Small Business Lending Company license, and GAF has Preferred Lender status nationwide.

GAF lending differs from conventional lending by providing:

- Longer Terms – Using repayment schedules up to 25 years that give the borrower smaller monthly loan payments
- Larger Loans - Providing loan amounts ranging from \$100,000 to \$2,000,000
- Lower Down Payments – Allowing higher loan-to-value ratios to preserve the business equity and ability to maximize growth potential
- Lower Interest Rate – Providing lower interest rates to enhance community development rather than corporate profit
- Better Structure - Matching the term of the loan to the life of the assets being financed, ensuring debt service does not exceed available cash flow

The Grow Port Arthur Fund is an innovative economic development finance program created by the PAEDC Board of Directors and City of Port Arthur, in partnership with the National Development Council (NDC), in assisting our small businesses in strengthening its foundation for future growth. The program provides financing for small businesses to redesign its capital structure and improve its cash flow, giving it flexibility to meet future growth opportunities. The program was created to stimulate the local economy and create jobs, making loans to eligible small businesses with capital from both the Port Arthur Economic Development Corporation and NDC, as part of NDC's Grow Port Arthur Fund (GPAF).

## The Port Arthur Employer-Educational Advisory Committee

Another effort to assist Port Arthurians was the implementation of an Advisory Committee referred to as the Port Arthur Employer-Educational Advisory Committee. This committee incorporates members of diverse employer/educational skill groups with a combined focus of one main objective: To implement a strategic effort to bridge the gap between the employer, employee, and the skill sets needed for employment of Port Arthur residents.

To aide in bridging this gap the committee is concentrating on what they call: "The 3-S Theory" which consists of: Social Skills, Soft Skills, and Specific Skills to fit an employer's needs.



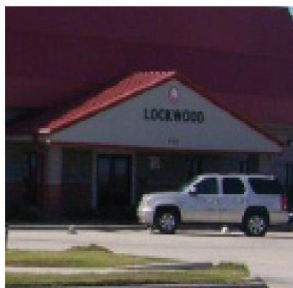
Current committee members include:

BOD Environmental, Memorial High School, Jireh World Church, Brock Services, Motiva Enterprises, Lamar State College Port Arthur, Chevron Phillips, PAEDC, Valero, City of Port Arthur, TYCO, Team Fabricators, Climate Controlled Containers, Texas Workforce Solutions, Deselle Maggard-Carter Chambers



# EDC Industrial Park

Port Arthur offers industrial businesses a great place to cultivate. Our 300-Acre business park is ready to meet the needs of growing businesses. We welcome these new businesses to the EDC Industrial Park.



## BOD Environmental



Scan  
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Code



For more information about the PAEDC, and for future newsletters, visit us online at [www.paedc.org](http://www.paedc.org)