



*El Paso*

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**GREATER EL PASO**  
CHAMBER OF COMMERCE

# Mission Statement

**The Greater El Paso Chamber of Commerce is the VOICE for Business that Values its membership by providing Opportunities with Integrity based leadership supporting Community and Military partnerships to promote Regional Economic Prosperity and Trade**

# 2012 Chamber Officers

Chairman of the Board, **Mr. Chuck Harre**

Chair-elect of the Board, **Ms. Kathleen Walker**

Immediate Past Chairman, **Mr. Gary Hedrick**

Finance Council, **Mr. Mike Ryan**

Development Council, **Mr. John Baily**

Marketing and Communications Committee, **Mr. Steffen Poessiger**

Armed Forces Division, **Mr. Michael Guerra**

Business Development Division, **Mr. Eddie Peters**

Education & Workforce Development Division, **Mr. Terry McGreehan**

Government Relations Division, **Ms. Kathleen Walker**

Leadership El Paso Division, **Ms. Marina Monsisvais**

Foundation Board Chairman, **Mr. Don Foster**

Legal Counsel, **Mr. Bernard Felsen**

At Large, **Mr. Tom Thomas, CASA**

President and CEO, **Mr. Richard Dayoub**

# Board of Directors

- ◎ The Chamber's Board composition is significantly larger than most
- ◎ Governing Board – 82 directors
- ◎ Advisory Board – 21 directors
- ◎ Composition of board reflects the diversity of our community
- ◎ Directors represent small, medium and large business; local and national, privately held and publicly traded companies

# TOP PRIORITIES FOR 2012

- ⊙ Continue to Engage Military and Political Leadership in Support of Ft Bliss, White Sands and Holloman AFB (Focus on Joint Training Opportunities that cross military branches)
- ⊙ Advocacy for a positive business Climate
  - > Creating the right climate to do business
  - > Marketing and Communications
  - > Improving education outcomes in partnership with education stakeholders in the region
- ⊙ Giving Customers what they need to thrive
  - > Support all companies that are here
  - > Access to Resources
  - > Access to Customers
  - > Entrepreneurial Development

# Business Development

Market driven expansion and retention resources for all El Paso business

- ⦿ Networking events
- ⦿ Ft. Bliss support
- ⦿ Increase opportunities to expand business
  - > through procurement, small business certification, and access to capitol program
- ⦿ One Stop Business Resource Center
- ⦿ Managing an Empowerment Zone Grant to assist minority and underserved markets

# Business Development Accomplishments

- ◉ Soldier Welcome Center – Staffed and managed forty hours per week / Served nearly 26,000 soldiers.
- ◉ Served nearly 49,000 clients in the One Stop Business Resource Center since inception in 2001
- ◉ Awarded over \$82,564,882.60 in loans since inception in 2001
- ◉ Distributed 4,488 contracts with \$67,727,450.84 in awarded contract to membership in 2011 - 2012
- ◉ Completed the Empowerment Zone Grant and exceeded all aspects of the performance standards regarding Technical Assistance and Training of Businesses located within the Empowerment Zone.
- ◉ Chamber outreach program accomplished with no public funding
- ◉ Hosted several annual events as part of its outreach program
  - > One on One outreach with Potential Prime Contractors for the William Beaumont Hospital Ft. Bliss
  - > One on One outreach with EMJ Construction for , “The Fountains at Farah”
  - > One on One outreach with the Network Integration Evaluation with Brigade Modernization Command
  - > Women In Business Conference (in partnership with SCORE)
  - > Industry Day ( In partnership with Fort Bliss )

# Government Relations

- ◉ Advocate for pro-business public policy and a regulatory climate supportive of business growth and sustainability, with focus on education, economic development, trade, infrastructure & development, transportation, border security and immigration.
- ◉ Increase participation in public policy affecting the business community and improve relationships with elected officials at the local, state and federal levels.
- ◉ Identify potential programs and/or projects within the community and aid in the development of community-consensus and community-driven initiatives.
- ◉ Pursuing a new service for members that will allow for vote tracking, calls to action, and surveying capability - VoterVOICE

# Government Relations Accomplishments

- ◎ Presence locally and in Austin and Washington, DC (meetings in D.C. range from US Chamber, Department of Commerce, Department of Homeland Security, Small Business Administration, city's lobbyists)
- ◎ Medical: Legislation focused on Medicaid Reimbursement & State participation in Healthcare Reform
- ◎ Transportation & Infrastructure & Development: Key involvement in some major local development policies, including the landscape ordinance, comprehensive plan
- ◎ Monthly meetings with Mayor & City Manager

# Government Relations Accomplishments

- Hosted several annual events as part of the Chamber's community outreach:
  - > The Mayor's Annual State of the City Address
  - > Legislative Forum with our State Delegation
  - > Healthcare Forum with State Industry Leaders Recapping the 82<sup>nd</sup> Legislative Session

Richard Dayoub served as Metro 8 Chair for 2010-2011, among partnering Chambers Dallas, Arlington, Fort Worth, Houston, San Antonio, Austin, and Corpus Christi .

Richard Dayoub was recently appointed to the board of directors for the American Chambers of Commerce Executives and serves on the US Chamber's Committee of 100.

# Education and Workforce Development

## Mission:

Lead partnership development efforts between business and education leaders and advocate for meaningful policy change in order to enhance education and workforce development outcomes in El Paso.

# Education and Workforce Development

## Goals:

1. Create avenues to inform and engage business on local, state, and national efforts underway designed to improve the education and skill levels of the current and future talent force.
2. Effect positive change by aligning regional education advocacy efforts to formulate and support public policy measures.
3. Facilitate communication between Workforce Solutions and the private sector.
4. Advance healthcare in the region by increasing the number of students in El Paso pursuing a career in health sciences committed to serving their community.

# Education and Workforce Development

## Programs

1. FAFSA Nights: Collaboration between the Chamber, UTEP, EPCC, and area school districts to increase the percentage of El Paso County High School seniors filing a Free Application for Federal Student Aid.
  - a. Short term objective: Increase the submission rate to 60.5%.
2. "When I Grow Up:" Area companies adopt fifth-grade students to build excitement and knowledge on S.T.E.M. fields.
  - a. Short term objective: Expand program beyond E.P.I.S.D.
  - b. Long term objective: Reach 1,500 fifth grade students per year city-wide.

# Education and Workforce Development

## Programs, cont.

3. “Adventure for Your Future:” Students and parents attend a Saturday event at the Paul L. Foster School of Medicine designed to increase exposure and build excitement about the health science field while providing valuable information on how to prepare for college.

# Leadership El Paso

- The city's premier incubator that fosters and guides current and future leaders toward the development of our region, establishing them as active contributors within our community
- LEP is in its 34th year of the program (over 1300 Graduates)
- LEP 34 hosted a golf tournament raising \$26,00 to benefit ***El Pasoan's Fighting Hunger***.
- LEP 33 developed a ***One City One Need*** initiative that led to the collection of approximately 14,000 pounds of food, 160 toys, and other monetary donations, serving up to 315 area families.
- 2012 focus is to leverage volunteer talents
- Junior Leadership El Paso will commence its 10<sup>th</sup> cohort on October 17th. (over 300 Graduates)

# Membership

- ◉ Free UNA Rx discount cards – a gift to the El Paso Community used 1,300 times in 2011 by the community
- ◉ Signed up over 300 new members to take our membership total to over 1700 members
- ◉ Continued a renewal rate of over 85%, well above the National average
- ◉ Reinstated our Humana Health Insurance discount program (for members only)
- ◉ Coordinated and performed over 100 grand openings.
- ◉ Implemented the Office Depot Discount program that will save our members thousands of dollars

# Chamber of Commerce Foundation

- **Owning and managing real estate to support the mission of the Chamber;**
  - Center for Workforce Preparedness (Lomaland)
    - (The El Paso Workforce Collaborative, LLC)
  - Dedicated Commuter Lane (Paso del Norte Bridge)
    - (The El Paso Infrastructure Collaborative, LLC)
- **Star on the Mountain**
  - Now owned by the City of El Paso but managed by the Chamber)
- **Provide for & aid the Chamber** in future capital campaigns as needs arise such as possible new building to handle the growing needs of the Chamber.
- **Contributed \$25,000** to establish the Jim R. Phillips Scholarship Fund at UTEP.

# Armed Forces Division

- ◉ Post BRAC legislative efforts for continued funding in support of Ft Bliss, WSMR and Holloman Missions
- ◉ Identified OEA Funding Opportunity for City
- ◉ Serve as regional military liaison – leading the Alliance for Regional Military Support Committee in 2012
- ◉ Coordinate resources for military growth
- ◉ Ensure Community Readiness for the influx of soldiers and their families
- ◉ Hosted a dinner featuring Secretary of Defense Leon Panetta.

# WHAT'S AHEAD

- ◎ The Chamber's Future Looks Bright
- ◎ Expand Membership in Support of Programs and, Ensure Chamber's Financial Strength
- ◎ Participate and Support the Economic Development Efforts of the community in whatever form it takes

**“One Voice  
for El Paso”**

**“Building a  
Greater El Paso”**

1899



“Still going strong”



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