

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

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BAHEP hosts membership meeting featuring Houston Methodist Hospital's Dr. Lumsden

The Bay Area Houston Economic Partnership recently hosted a General Membership Meeting where keynote speaker Dr. Alan B. Lumsden spoke about the Pumps & Pipes initiative. Originally from Scotland, Lumsden is professor and chairman of the Department of Cardiovascular Surgery and the medical director of the Methodist DeBakey Heart & Vascular Center at Houston's Methodist Hospital.

Prior to introducing Lumsden, Bob Mitchell, BAHEP president, explained that he was introduced to Pumps & Pipes

more than two years ago saying, "I want to personally thank Mike Hernandez for asking me to go with him to the Texas Medical Center to meet Dr. Lumsden and Dr. Quinones to talk about Pumps & Pipes. It took every bit of about two minutes for me to jump on board." Mitchell said the doctors sought his help in getting the aerospace industry involved in the program.

With the wheels set in motion through this prestigious invitation, Mitchell sought the assistance of Rob Banfield, then BAHEP's NASA Executive on Loan from NASA

Johnson Space Center. Banfield worked closely with BAHEP as well as with Kim Morris, director of the Bay Area Houston Advanced Technology Consortium, or BayTech. BAHEP is a founding partner of BayTech.

After months of collaboration, NASA JSC hosted a Pumps & Pipes mid-year conference in July 2013 at its Neutral Buoyancy Laboratory in Bay Area Houston where Dr. Ellen Ochoa, NASA JSC director, was named a Pumps & Pipes program director and Mitchell was appointed to the program's Advisory Board. That De-

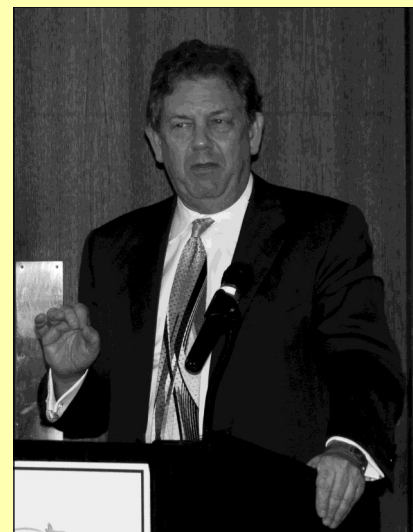
ember, NASA JSC was a major participant in Pumps & Pipes 6 – Opportunity Now held at the Houston Methodist Research Institute.

In his interesting keynote address, Lumsden said the scientists from the fields of medicine, oil and gas, and aerospace are working on similar challenges. "What we all do is look for technologies in somebody else's toolbox," he stated.

Lumsden gave credit to Stephen R. Igo, the director of the Entrepreneurial Institute at the Methodist DeBakey Heart & Vascular Center, calling him the

executive director of Pipes & Pumps.

Dr. William E. Kline, manager, Drilling and Sub-surface, Exxon-Mobil Upstream Research Company, participated in a question and answer session following Lumsden's address recalling that he was enamored with the space industry as a young man and now is thrilled to be working with the medical and aerospace industries.



At a recent BAHEP meeting, Dr. Alan B. Lumsden gave an interesting address on the Pumps & Pipes program, which includes the medical, oil & gas, and aerospace industries. Learn more about the program and its current challenges by visiting www.pumpsandpipes.com.

Shale-led manufacturing renaissance to add millions in tax contributions to coffers of Bay Area Houston cities

By C.A. Shields
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Local manufacturing has been experiencing a resurgence lately, and much of the activity is due to new technologies in the exploration and extraction of gas and oil that, until recently, have been locked in tight shale rock formations thousands of feet below the earth's surface making them too uneconomical to mine.

Hydraulic fracturing, horizontal drilling, multi-well platform drilling, and other technological developments have led to the United States exporting more petroleum products, on an annual basis, than it imported for the first time since 1949. The abundance of low-cost natural gas has led existing companies to expand operations, and, for those companies not already taking advantage of the opportunity, to explore their options for relocating to the region.

It is important to consider that natural gas is not just an inexpensive source of energy. It's also a feedstock, the basic building block to over 93 percent of consumer goods. Chemical companies using natural gas derivatives as a feedstock to

manufacture intermediate products, such as polyvinyl chloride, find the current economic conditions advantageous, because the cost of energy and feedstock is near historical lows allowing the total cost of production to fall.

Oil and gas extraction operations have seen the largest increase in employment, and that has translated into significant growth in the midstream and downstream sectors, as companies rush to shore up transportation and processing infrastructure.

Developing and emerging markets are also helping to drive U.S. domestic output as nations continue to advance, and newly created middle classes are expanding in places such as Brazil, China, India, and South Africa, which increases demand for feedstock, energy, and the consumer products their new



Cheniere Energy Partners is adding a natural gas liquefaction and export complex to its existing import terminal near Sabine Pass.

lifestyle demands.

Companies are also looking to export natural gas to areas of the globe which are experiencing much higher energy costs. One point of uncertainty for the equation is the exportation of natural gas to overseas markets and to what extent. Natural gas does not have a global market price and is much

more costly to transport than crude oil. Companies are waiting to see how many liquefied natural gas plants the federal government will approve and the amount of the commodity the government will allow for exportation.

Currently, Cheniere's Sabine Pass facility in Louisiana is the only fully permitted export project, and

it is scheduled to begin operations in 2015. Five other facilities have been granted conditional approval for the exportation of natural gas which would not see operation commencing until 2017 at the earliest.

Some of the questions manufacturing companies have been pondering revolve around the depend-

able supply of natural gas, how much exportation will decrease supply in the domestic market, and how pricing will be impacted.

However, one thing is certain. The shale-led manufacturing renaissance has already led to tens of billions in capital investment dollars to be spent along the Houston Ship Channel and in Bayport with thousands of new jobs being created.

Current estimates for expansion and relocation projects place the capital investment number around \$35 billion and the total number of direct jobs at 111,000 with an additional 154,000 indirect jobs.

From all of these investments, it is expected that approximately \$800 million in tax contributions will be produced, with many of those dollars flowing into the coffers of Bay Area Houston Economic Partnership's member cities.

All Points Logistics LLC and HomeTown Bank, N.A. join Bay Area Houston Economic Partnership

All Points Logistics LLC

All Points Logistics LLC (All Points) is a VA verified, service-disabled, veteran-owned small business (SDVOSB) with approximately 200 employees. Founded in 1997, All Points is headquartered on Merritt Island, Fla., and has major operations sites in Reston, Va., Huntsville, Ala., and Houston, Texas. Bay Area Houston Economic Partnership has

Houston."

All Points is a dynamic, award winning SDVOSB with the experience and demonstrated performance to provide low risk, competitively priced services encompassing capabilities in Program Management, Engineering, Information Technology, Logistics and IT Solution development and product delivery for a diverse set of federal government, civilian and Department of Defense agencies.

Houston Site Director Kevin Repa represents All Points within BAHEP. He commented, "All Points provides a highly qualified team of high-end technology and business

welcomed All Points as one of its newest members.

BAHEP President Bob Mitchell stated, "All Points comes to BAHEP with great credentials having been named the 2011 NASA Agency-wide Small Business Subcontractor of the Year among other honors. The BAHEP staff and I look forward to working with All Points as it grows its operations in Bay Area

our operations."

All Points Logistics LLC is located in Houston at 2625 Bay Area Blvd., Suite 302, and can be reached by calling 832.240.4080 or by visiting All Points online at www.allpointslc.com.

HomeTown Bank, N.A.

HomeTown Bank, National Association is a commercial bank serving the cities of Galveston, Friendswood, League City, Alvin, and Pearland, Texas. HomeTown Bank's business is oriented toward serving the financial needs of its customers, both business and personal.

"Community banks like this know full well the needs of its customers, and that has helped to make HomeTown Bank successful for itself as well as for those in the communities it serves. We are happy to welcome HomeTown Bank and its team to our membership," stated Bob Mitchell, president of Bay Area Houston Economic Partnership.

HomeTown Bank President and CEO Jimmy Rasmussen, who represents the bank within BAHEP, said, "As a community

bank, HomeTown Bank focuses and prides itself in local decisions, local commitment and involvement, and local investment for the betterment of the municipalities in which we reside. We feel that our membership in BAHEP will serve to enhance our awareness of issues important to those communities."

The community bank employs approximately 100 full-time equivalent persons. Total assets stand at \$468.5 million as of

Dec. 31, 2013. HomeTown Bank received its national charter and began operations in 1966, originally as Bank of Galveston. The bank changed its name in 1999 to HomeTown Bank, National Association to reflect its expansion to serve cities other than Galveston.

HomeTown Bank N.A.

Galveston • Friendswood • League City • Alvin MEMBER FDIC

on its board, with members who, themselves, have been highly successful in local businesses.

For more information about HomeTown Bank, go online to www.htbna.com or visit one of its following locations:

[Galveston Main](#)
[Galveston Seawall](#)
[Friendswood Downtown](#)
[Friendswood Bay Area](#)
[Alvin](#)
[League City](#)
[Pearland](#)

All Points



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to BUSINESS is a monthly Bay Area Houston Economic Partnership publication in partnership with the Houston Chronicle. BAHEP is a member-driven organization in southeast Texas that includes more than 265 business partners encompassing 13 cities, Galveston and Harris counties, the Houston Airport System, and the Port of Houston Authority. For membership information, contact Membership Director Harriet Lukee at 832.536.3250.
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