

1990-2015

CELEBRATING 25 YEARS

25

AMARILLO TEXAS  
The Amarillo Economic Development Corporation



"The City's business climate and assistance from the Amarillo EDC  
have been instrumental in establishing our assembly operations  
for our military products, including the revolutionary V-22 Osprey.  
Happy 25th Anniversary Amarillo EDC!"

—John L. Garrison, Jr.  
President & CEO  
Bell Helicopter/Textron, Inc.

25

CELEBRATING 25 YEARS



**"Amarillo offers a competitive wage environment  
and a smart, talented, committed workforce.  
The Amarillo EDC has been an important partner to us.  
Thank you for the support and Happy 25th Anniversary!"**

**—Mark McGuire, Sr.  
Senior Vice President, Operations  
AIG Life and Retirement**

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1990-2015



# MESSAGE FROM THE CHAIR



**Ginger Nelson**  
Chair

In 1989, following a measure passed by the Texas Legislature, Amarillo became the second community in Texas to invest a voter-approved ½ cent sales tax in a local economic development initiative. In 1990, the Amarillo Economic Development Corporation (EDC) was formed, and our community had its own organization dedicated to the recruitment, expansion, retention and entrepreneurial development of business and industry in our area. This year we celebrate a quarter-century of building a stronger, more diversified economy. We are humbled to have played a role in enhancing the economic growth in Amarillo and the surrounding area, with the goal of achieving success in meaningful ways, a few of which are outlined below and in the following pages.

Over the last 25 years, the Amarillo EDC has engaged in over 100 projects with more than 100 companies, creating a “Portfolio of Success”. According to a recently commissioned independent analysis (*Amarillo Advantages and the Contribution of the Amarillo EDC: Current Conditions and a Look Back Over 25 Years of Investing in the Local and Regional Economies*) by the research firm The Perryman Group, **the annual economic benefits stemming from companies assisted by the Amarillo EDC include \$5.5 billion in gross product each year and 54,141 permanent jobs in the Amarillo Metropolitan Statistical Area (MSA).** This overall impact represents about 44.4% of the economy and 62.8% of the incremental growth since the inception of the organization. This economic activity led to gains for local taxing entities of an estimated \$198.3 million each year, as well as \$297 million in annual tax receipts to the State. In addition, wages in the area have risen significantly over time with growth out-pacing most similarly-sized cities.

This growth pattern is expected to continue. The Perryman Group’s forecast for the 2013-2018 time horizon calls for expansion in real gross product of 4.14% per year, resulting in an increase of almost \$2.13 billion by 2018. Additionally, nearly 13,000 jobs are likely to be added over the period. The past and anticipated future activities of the Amarillo EDC will serve as a major source of stimulus. To view the full Perryman Report, visit [www.amarilloedc.com/portfolio-success](http://www.amarilloedc.com/portfolio-success).



# PRESIDENT

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Over the last fiscal year, Amarillo's economy has out-paced many others in the region and State of Texas. The Amarillo EDC has aggressively carried out its Plan of Work, choosing to market harder during the FY 2013-14, as the national economy continues to struggle to recover. We have focused our attention on the U.S., Canada and South America and avoided a significant level of effort in Europe. In looking back at the year, we've completed projects that differ from those that we traditionally work on, but the projects will pay long-term benefits to the community. And, our work relocating the Coca-Cola distribution center from downtown Amarillo will pave the way for a major component in the City's downtown revitalization initiative.

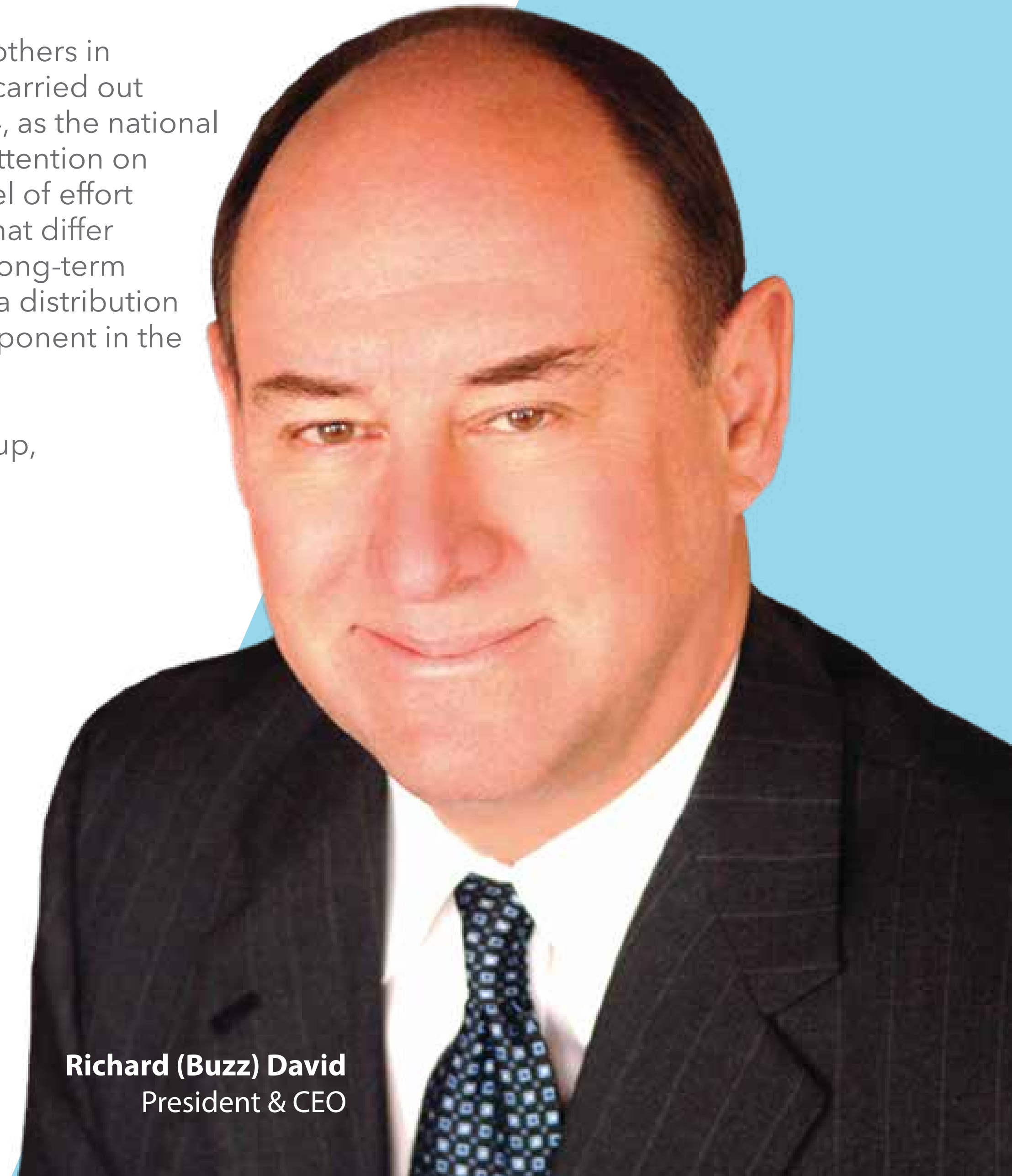
Quoting from the 25th Anniversary report from The Perryman Group,

*"Over the past 25 years, the Amarillo Economic Development Corporation has played an indispensable role in securing or retaining jobs across a spectrum of industries...The legacy of the past quarter-century is notable indeed, and the prospect for continuing success in a dynamic economic environment is extremely promising..."*

Kind regards,

*Ginger Johnson*

*Buzz David*



**Richard (Buzz) David**  
President & CEO

1990-2015



# MISSION

"To promote business expansion in the greater Amarillo area that builds a stronger, more diversified economy and increases the economic vitality and wealth of the community."





The mission will be accomplished in three ways:

- Attracting new business and industry to the Amarillo area that creates skilled, high-wage primary jobs.
- Assisting existing primary business and industry with growth and expansion plans through a proactive business retention and expansion program.
- Creating a business environment conducive to entrepreneurship by providing financial support and technical assistance to businesses in collaboration with partner agencies.

*During the past 25 years, the Amarillo EDC has engaged in more than*  
**100 projects** *with more than* **100 companies**, *building a*  
**Portfolio of Success.**



# THE AMARILLO COMMUNITY

## AMARILLO'S STRENGTHS

The Amarillo EDC works to promote the current competitive strengths of the community and minimize and overcome identified competitive challenges. The Amarillo EDC has identified several competitive strengths:

Amarillo is often challenged in two main areas, the availability of mid- to high-skilled labor and the long travel time to larger marketplaces. Educational attainment has emerged as a major focus in the community over the past few years, and partner programs such as the "No Limits, No Excuses" Partnership, Pursuing Real Opportunities (PRO) and Panhandle Twenty/20 are making a difference. Amarillo College, West Texas A&M University and Texas Tech Health Sciences Center are also developing a strong base of mid- to high-skilled labor with students ready to accept positions upon graduation.

**MOTIVATED WORKFORCE**

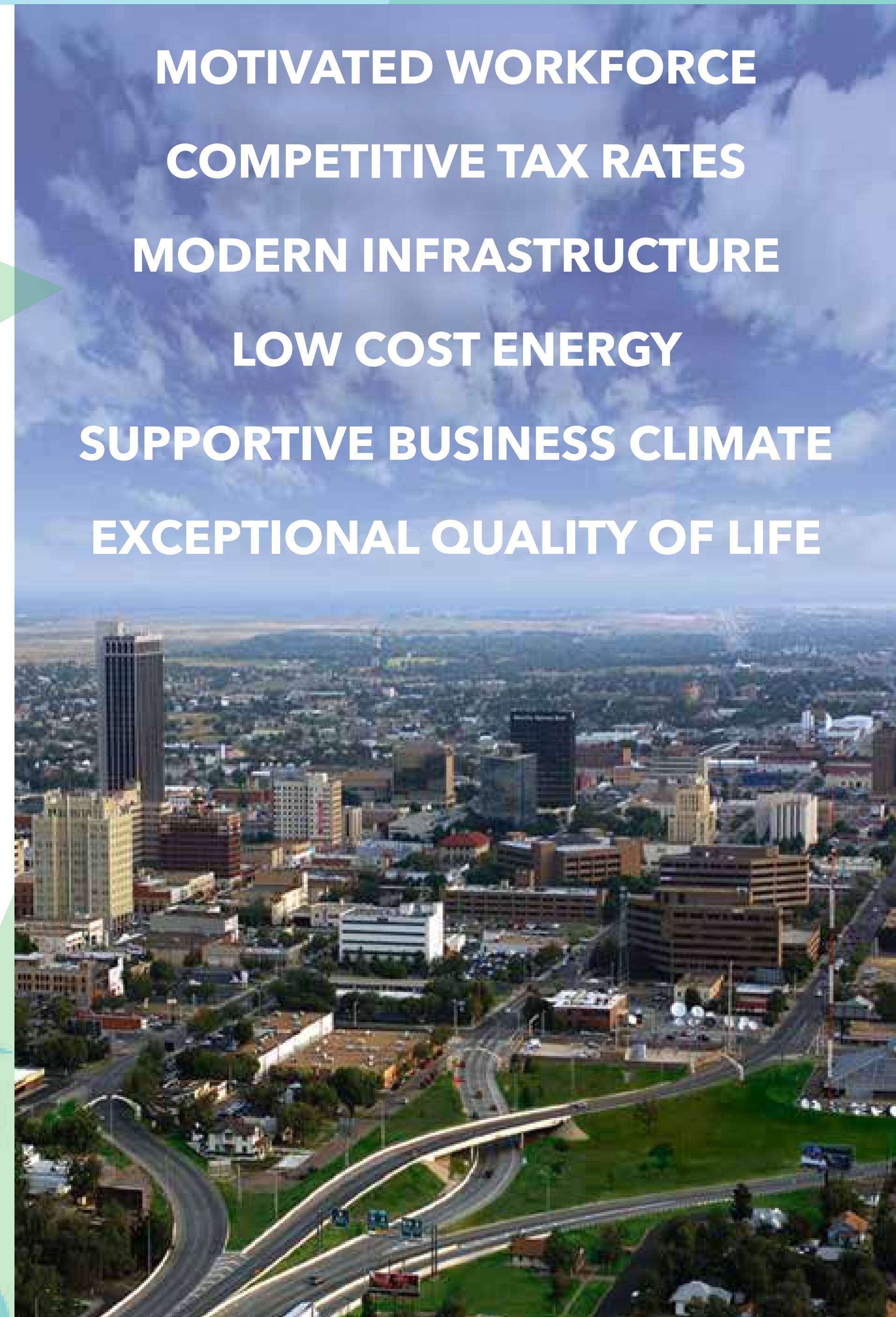
**COMPETITIVE TAX RATES**

**MODERN INFRASTRUCTURE**

**LOW COST ENERGY**

**SUPPORTIVE BUSINESS CLIMATE**

**EXCEPTIONAL QUALITY OF LIFE**





# TARGET INDUSTRIES

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The Amarillo EDC focuses on a target list of industries for recruitment and retention efforts, developed as a result of a POLICOM Corporation\* study and recommendations. The list includes industries that will likely be able to expand or relocate to Amarillo as well as pay an average wage that is equal to or greater than the average wage of basic or primary industry jobs in the Amarillo labor market. These industries will improve the quality of the economy, the standard of living for all who live and work here, and continue to foster growth for future business expansion.

## Amarillo EDC Target Industries:

Aviation/Aerospace  
Business and Financial Services  
Diversified Manufacturing/Assembly  
Transportation and Logistics  
Food Technologies

\*The POLICOM Corporation is an independent economic research and analysis organization.

## "Amarillo EDC

has brought new business into Amarillo, maintained the current businesses that are here, and tried to grow them all."

John Kritser  
Owner,  
Yellowhouse  
Machinery, Inc.

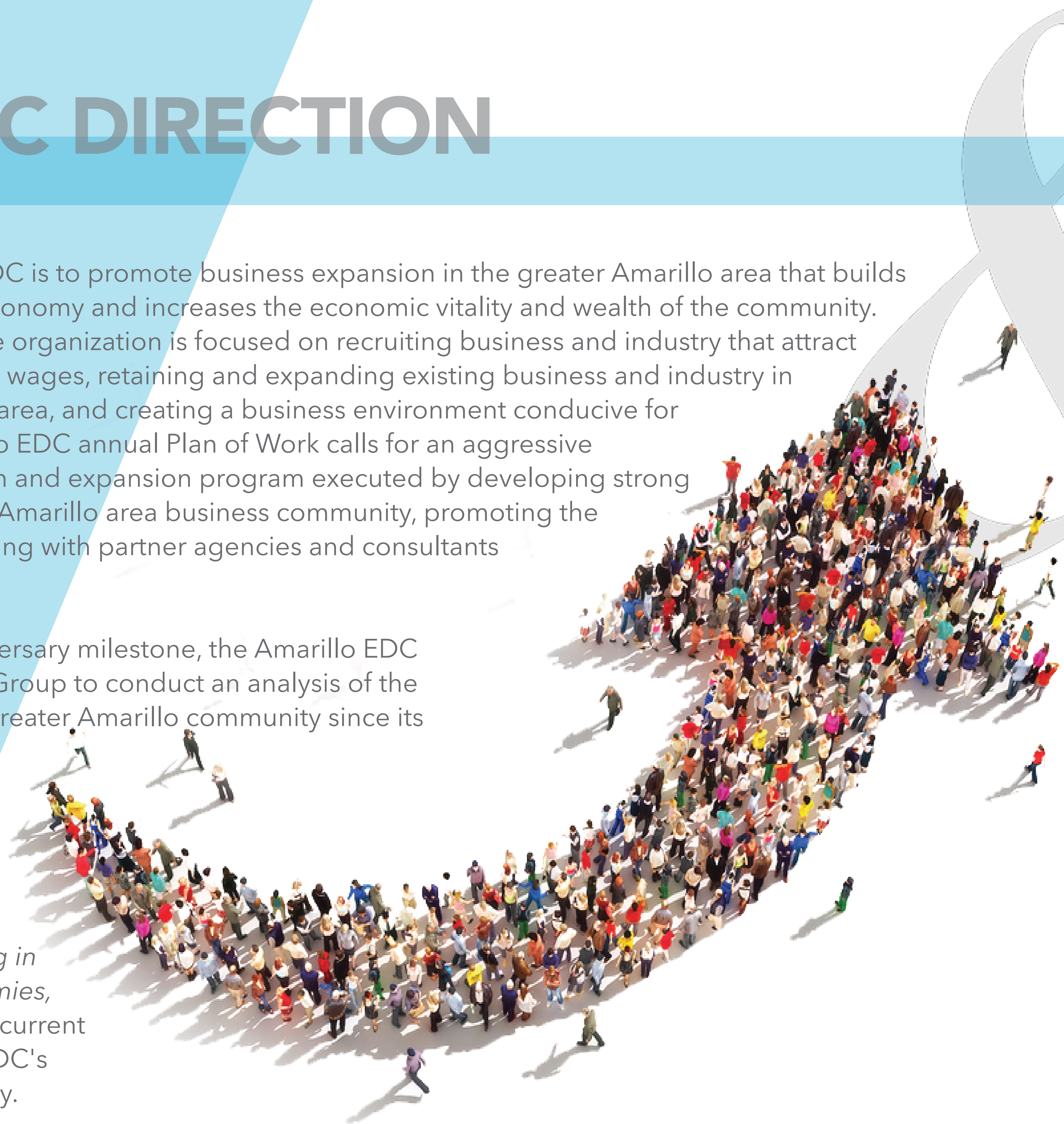




# STRATEGIC DIRECTION

The mission of the Amarillo EDC is to promote business expansion in the greater Amarillo area that builds a stronger, more diversified economy and increases the economic vitality and wealth of the community. To accomplish our mission, the organization is focused on recruiting business and industry that attract highly-skilled positions at high wages, retaining and expanding existing business and industry in Amarillo and the surrounding area, and creating a business environment conducive for entrepreneurship. The Amarillo EDC annual Plan of Work calls for an aggressive business recruitment, retention and expansion program executed by developing strong relationships with the existing Amarillo area business community, promoting the Amarillo EDC brand and working with partner agencies and consultants that support the mission.

In celebration of its 25th anniversary milestone, the Amarillo EDC commissioned The Perryman Group to conduct an analysis of the organization's impact on the greater Amarillo community since its formation in 1990. The report, entitled *Amarillo Advantages and the Contribution of the Amarillo Economic Development Corporation: Current Conditions and a Look Back Over 25 Years of Investing in the Local and Regional Economies*, provides both a historical and current perspective on the Amarillo EDC's contributions to the community.





# THE PERRYMAN ANALYSIS

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The report states:

*"In the late 1980's, the Amarillo area was struggling with lackluster business conditions and constrained opportunities for area residents. The unemployment rate was higher than the national average and consumer activity was in a state of decline. There was a pressing need to jumpstart the Amarillo economy and provide diversity to the stakeholders within the community."*

With the passage of enabling legislation at the State level to allow for sales tax funding for economic development and a positive vote in a local referendum, the stage was set for a new era in economic growth.

*"The creation and implementation of the Amarillo EDC was monumental and historic in defining the future prospects for the entire Panhandle region. With visionary leadership, the passage of the measure reflected the desire of the community to secure sustainable business growth and expansion. The additional activity resulting from focused efforts of the Amarillo EDC has provided tens of thousands of jobs for the people of Amarillo and the surrounding areas, as well as fostered increased investment and opportunities for local businesses across a spectrum of industries. Moreover, the increase in business activity has generated millions of dollars in tax revenues to be utilized by cities, counties and school districts in the area, which funded key local priorities."*

## "Amarillo EDC

has helped Amarillo diversify its economic base, resulting in a very strong economy for our region."

Eddie Scott  
Real Estate Developer





# THE PERRYMAN ANALYSIS

The study went on to state:

*"The Amarillo EDC has been working for the past 25 years to market the area to prospective firms, provide assistance for relocations and expansions, and improve workforce training to meet business needs. Companies that have received location or expansion assistance from the Amarillo EDC generate annual economic activity in the area including \$5.5 billion in gross product each year and 54,141 permanent jobs in the Amarillo MSA, with additional business activity spilling over into the surrounding region."*

With study results that yield positive statements like these from organizations as renowned as The Perryman Group, we are confident the Amarillo EDC continues to move in the right direction. By a variety of measures, the impact on Amarillo and a large portion of the Texas Panhandle has been dramatic. Driven by forward-thinking and committed leadership and a professionally-executed business development strategy, the Amarillo EDC has delivered on its promise since its creation.

*For more information or to download the full Perryman report, please visit [www.amarilloedc.com/portfolio-success](http://www.amarilloedc.com/portfolio-success).*

**\$5.5**  
billion in  
gross product annually

**62.8%**  
of incremental  
growth since inception

**54,141**  
permanent jobs  
in the local area

**44.4%**  
of entire  
economy



25

"The sales tax for economic development has played a role in 62.8% of net new job gains in Amarillo since the inception of the sales tax."\*



**Every Dollar  
Returns  
\$17.33**



"On average, every \$1 in sales tax for economic development collected in Amarillo over the past 25 years has returned a cumulative \$17.33 in economic activity (real gross product) from assisted projects."\*

**62.8%**  
**NET NEW  
JOB GAINS**

\* Source: The Perryman Group, an independent research firm.

# ACCOMPLISHMENTS

## BUILDING AND COMMUNICATING A CONSISTENT BRAND

The Amarillo EDC continues to leverage the existing brand equity established by the organization via well-planned marketing and promotional efforts focused on prospective target industry sector clients.

### Accomplishments for the Year

Promoted the brand within target industry sectors, including:

Firearms	Shot Show - January, Las Vegas, NV
Agriculture	World Ag Expo - January, Tulare, CA
Aviation	Heli-Expo - February, Anaheim, CA
Aviation	MRO Americas - April, Phoenix, AZ
Manufacturing	AWEA WindPower 2014 - May, Las Vegas, NV
Energy	Panhandle Producers & Royalty Owners Association (PPROA) - September, Amarillo, TX
Aviation	NBAA - National Business Aviation Association (NBAA) - October, Las Vegas, NV
Diversified Manufacturing	Specialty Equipment Marketers Association (SEMA) - November, Las Vegas, NV

In January 2014, a lead development consultant was commissioned by the Amarillo EDC to create a Target Company Prospect List (TCPL) of 1,200 companies and to arrange meetings with qualified leads. During the program year, staff conducted "road shows" to Southern California; Alberta, Ontario and Quebec, Canada; South America; and hosted conference calls with various companies throughout the year to produce qualified leads.

Continued implementation of an "email nurturing" program in collaboration with the lead development consultant that provides consistent and regular outreach to the TCPL and active leads from prior years' activities.

## PROMOTING STRENGTHS

MOTIVATED WORKFORCE

AFFORDABLE COST OF DOING BUSINESS

EFFICIENT LOGISTICAL INFRASTRUCTURE

ABUNDANT SUPPLY OF LOW COST ENERGY

SUPPORTIVE BUSINESS CLIMATE

QUALITY OF LIFE





**Produced an outreach campaign via direct marketing, traditional media and various social media outlets to prospects in the target industry sectors.**

**Refreshed the [www.amarilloedc.com](http://www.amarilloedc.com) website, which serves as a primary point of contact with site selectors, consultants, corporate facility managers and trade show attendees.**

**Participated in a number of industry and consultant forums to enhance relationships with site selection consultants and corporate facility planners, including:**

- Team Texas Consultants Forum - January, Austin, TX
- Site Selectors Guild - February, Denver, CO
- Consultant Connect - February, Dallas, TX
- SEDC Consultants Forum - April, Dallas, TX
- Industrial Asset Management Council - Spring/Fall
- Area Development Consultants Forum - June, Minneapolis, MN

**Received accolades from a number of national publications and reporting agencies:**

- POLICOM's economic strength ranking improved to #137 (of 365 MSAs)
- *Forbes* rated Amarillo #38 in "Best Small Places for Business and Careers"
- NerdWallet ranked #10 for "Best Cities for Families"
- NerdWallet ranked #10 for "Recession Recovery: Cities that Have Improved the Most"
- WalletHub ranked #14 for "Best Cities to Start a Business"
- Demographia ranked #85 of 360 in Housing Affordability

**"Amarillo EDC**  
has helped grow this city and  
through that growth ***all*** businesses  
in Amarillo have benefited."

**Tom Bivins**  
Businessman



# ACCOMPLISHMENTS

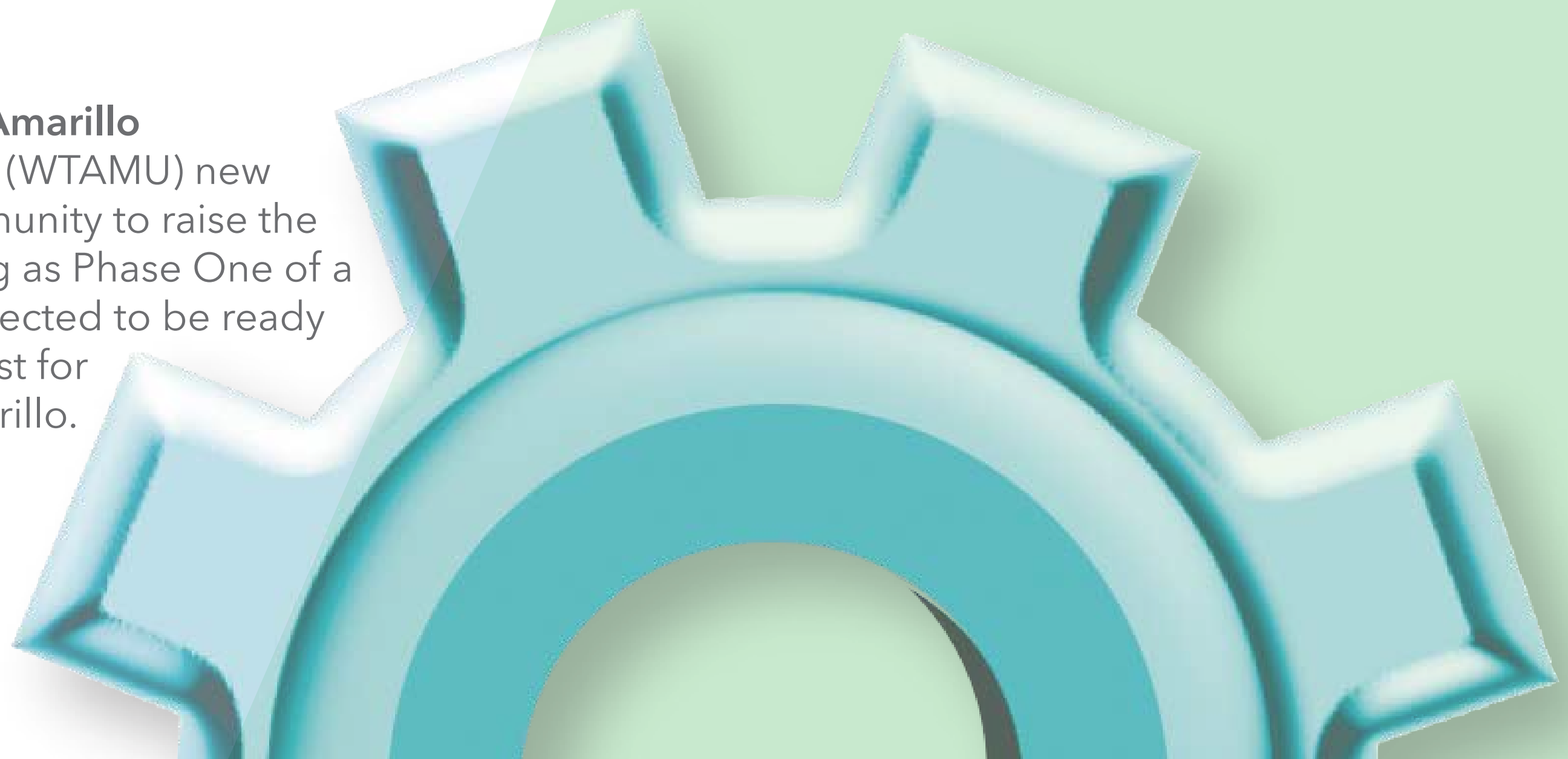
## BUSINESS DEVELOPMENT

The Amarillo EDC continued to promote the Amarillo area as a competitive location for new primary businesses and industries, with a specific focus on companies paying an average wage that meets or exceeds the average wage for the Amarillo labor market. This was accomplished by building relationships with representatives of companies in our target industry mix, actively working with existing business and industry executives and by engaging in activities with professional facility-planning and site-location consultants.

## Accomplishments for the Year

**Began construction of Coca-Cola Refreshments' (CCR) new \$9 million distribution center facility on a prime site in the CenterPort Business Park.** The project is expected to be completed in March 2015. It will enable CCR to retain its employment base in Amarillo and potentially add new jobs, while adding technological improvements to the facility. CCR's former property in downtown Amarillo will be the site for a new multi-purpose event venue (MPEV). The MPEV is a key component of the City's downtown revitalization initiative, and will serve as a catalyst for development of the convention hotel and numerous growth opportunities. The Amarillo EDC's support of this project is critical to the City's downtown revitalization plan.

**Purchased the Commerce Building in downtown Amarillo** for redevelopment as West Texas A&M University's (WTAMU) new Amarillo Center. WTAMU is working with the community to raise the funds to refurbish the 100,000 square foot building as Phase One of a multi-facility downtown campus. The project is expected to be ready for classes in the Fall of 2016 and will be the catalyst for a multi-million dollar expansion of WTAMU in Amarillo.





**Completed a new ten-year lease agreement with MWI/Micro Beef Technologies** to move the company and consolidate operations into the former Zarges Building in the CenterPort Business Park. The expanded building will enable the company to bring several operations into one facility and retain 120 jobs in Amarillo. MWI/Micro Beef Technologies will lease the building from the Amarillo EDC at market rates after the \$1.6 million expansion is completed.

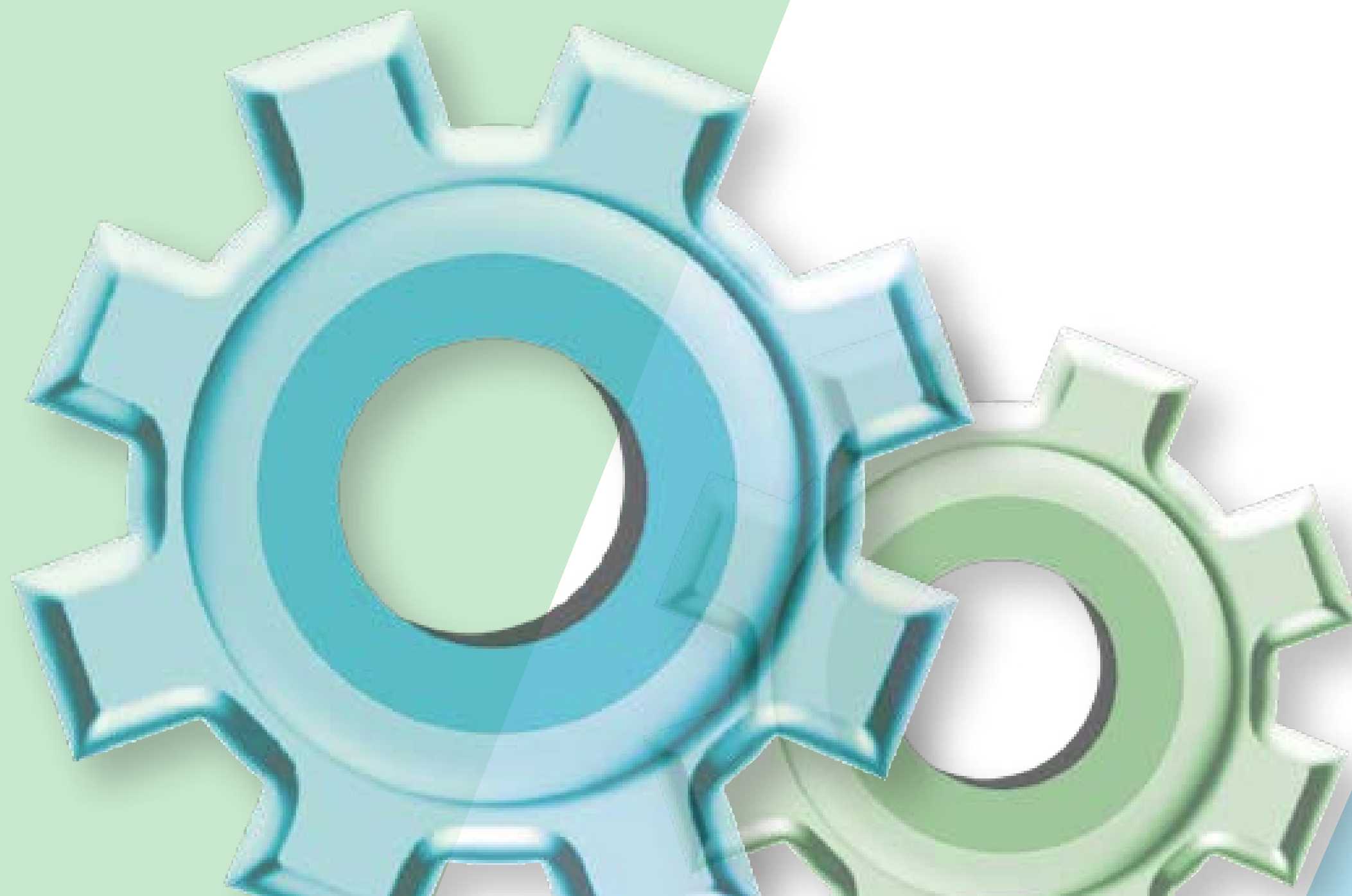
**Amarillo Gear's expansion into the PRANA Development Group's new building** in the CenterPort Business Park is under construction. The company will lease the remaining 28,000 square feet of the 50,000 square foot speculative building that PRANA constructed with the Amarillo EDC's support. It will house a new operation with 20-30 new jobs in Amarillo.

## "Amarillo EDC

has certainly improved the economic health of Amarillo. I think as Amarillo prospers, every business in Amarillo will prosper."

**Cliff Bickerstaff**

Executive Vice President,  
Amarillo National Bank



# ACCOMPLISHMENTS

## BUSINESS RETENTION AND EXPANSION PROGRAM

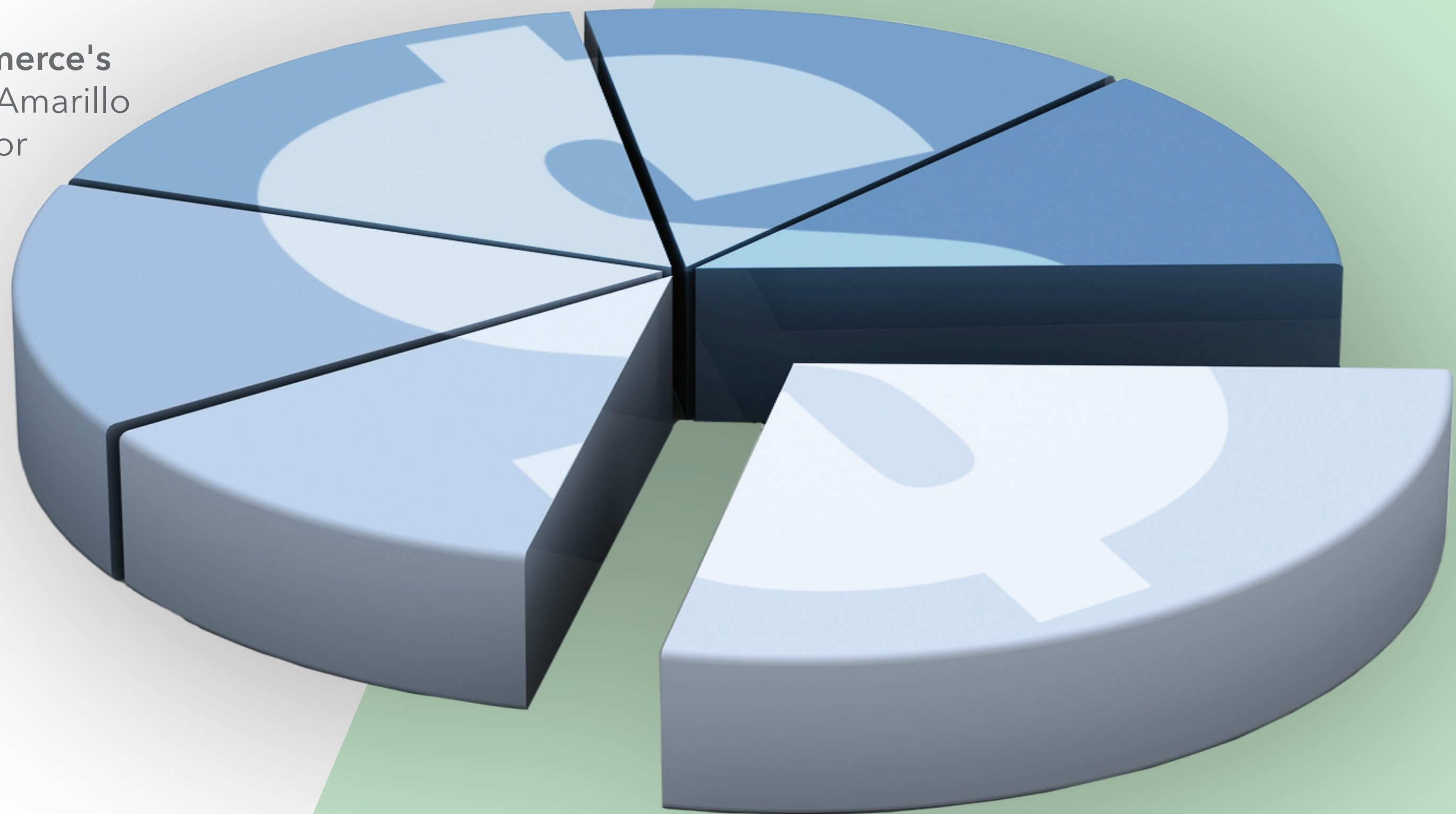
The Amarillo EDC conducted a proactive Business Retention and Expansion (BRE) initiative that supports the continued growth and expansion of existing business and industry in the Amarillo area.

### Accomplishments for the Year

**Conducted a business outreach campaign in collaboration with the Mayor and the Amarillo Chamber of Commerce** with a variety of primary, service and small businesses throughout the program year.

**Staff met one-on-one with over 100 existing Amarillo businesses as well as current and past EnterPrize Challenge participants** to keep a finger on the pulse of the existing business community in the greater Amarillo area.

**Participated in the Amarillo Chamber of Commerce's** annual "Business Connection" tradeshow. The Amarillo EDC exhibited at the event and worked the floor to connect with dozens of local companies exhibiting at the event.





The Texas Panhandle Regional Development Corporation (TPRDC) approved seven SBA 504 loans totaling \$6,085,000, which leveraged \$14.9 million in bank financing and more than \$5.3 million in owner equity as well as the creation of 57 new jobs. TPRDC also funded four loans in 2014 totaling \$4.5 million. TPRDC operates the City of Amarillo Micro Loan program and approved one loan in FY14 totaling \$35,000. Since inception, this program has funded six loans totaling \$143,897 with a goal of making access to financing more available to low and moderate income individuals.



## "Amarillo EDC

has made a huge impact on Amarillo by helping retain and expand existing companies and attracting new businesses to our area."

Roy Bara

Owner,  
La Fiesta Grande





# ACCOMPLISHMENTS

## PROMOTING ENTREPRENEURSHIP

The Amarillo EDC continued to work with partners in the region, particularly the West Texas A&M University (WTAMU) Enterprise Center, to expand the EnterPrize Challenge business plan competition and strengthen the business environment for small business owners to achieve success.

## Accomplishments for the Year

**The 2014 EnterPrize Challenge, administered by the WTAMU Enterprise Center,** awarded five companies grants totaling \$500,000 in the 19th annual business plan competition. These new and emerging companies will create new jobs and make significant investments in the regional economy. To date, 69 companies have received Challenge grants totaling \$4.6 million over the past 19 years. They have created 636 new jobs and brought more than \$119 million into the local economy. Additionally, the grants have leveraged more than \$11.6 million in capital investment from EnterPrize Challenge winners.





The WTAMU Enterprise Center launched the Entrepreneur "Eco-System" initiative in 2014 with the assistance of a \$250,000/year grant for up to five years from the Amarillo EDC. As part of the initiative, the Enterprise Center and Amarillo EDC will partner to bring an enhanced level of support to the small business community via a business facilitation services contract with Leading EDG, a local technical assistance firm. The program will leverage funding from the US Economic Development Administration and the Amarillo Area Foundation.

## "Amarillo EDC

through such programs as the EnterPrize Challenge, leaves a lasting legacy of entrepreneurship and economic growth in our city and surrounding region."

Four Price

Attorney & State Representative,  
87th District



# ACCOMPLISHMENTS

## WORKFORCE DEVELOPMENT

The Amarillo EDC continues to position itself as a primary supporter of workforce development initiatives throughout the region. Amarillo EDC also nurtures established relationships and develops new relationships with organizations that support its mission.

### Accomplishments for the Year

**Provided continuation funding in the amount of \$100,000 to the Amarillo Area Foundation for the "No Limits, No Excuses" workforce development program,** initiated by a grant from the Bill & Melinda Gates Foundation, with a goal of dramatically increasing the number of low-income young adults who successfully complete post-secondary credentials to obtain living wage employment.





**Contracted with iWorkZone to create a local labor market information system for the Amarillo** region to match job seekers with job openings that match their skill sets to put them on a career path. This system will be matched by the “No Limits, No Excuses” program of the Amarillo Area Foundation in collaboration with our local workforce development agency.

**Organized a team of employers from Amarillo to participate in the annual Fort Hood** Job Fair, where hundreds of individuals with immediate plans to exit the US military met one-on-one with hiring companies.

## **“Amarillo EDC**

has brought an aggressive participation in wind energy to our region. Wind companies like Alstom are going to be a great thing for our part of the country.”

**Brad Martin**  
Chairman,  
Scottco



# Highlights of a **25** Year Legacy of Success

## 1991

The Amarillo EDC offered assistance for the addition of machinery to the Amarillo Gear Company machine center resulting in the addition of 30 new jobs. Additionally, the AEDC supported the expansion of the Anderson Merchandisers facility resulting in the creation of more than 100 jobs.

## 1993

The Amarillo EDC approved its first project under the Small Business Interest Rebate program. Amarillo Mop & Broom Company received assistance in the form of an interest rebate on a commercial loan to fund operations.

## 1995

The Amarillo EDC attracted Sitel and Arden/Paradise to locate facilities in Amarillo.

The Amarillo EDC assisted Plains Dairy with their initiative to expand operations and facilities.

## 1997

The Amarillo EDC attracted SciCronTechnologies to locate a facility in Amarillo.

The Amarillo EDC attracted Atmos Energy and Nationwide Insurance to locate facilities in Amarillo.

## 1999

Amarillo EDC stepped up as a Foundation Member during the reorganization and expansion of The High Ground of Texas organization.

Amarillo EDC worked with Progress Rail Services and McCoy, Meyers and Associates as both companies expanded facilities to meet growing demand. The projects resulted in the creation of over 100 jobs in the area.

## 2001

Amarillo EDC filed for and received Foreign Trade Zone status for Zone 252 in the Amarillo area. This designation benefits local companies conducting business internationally and allows import/export activity more expediently and at reduced expense.



## 1989/1990

Amarillo was the second city in Texas to pass the 1/2 cent sales tax for economic development and create an economic development corporation. Michael Bourn was hired as the organization's first president.

The Amarillo EDC joined the newly formed regional economic development coalition, The High Ground of Texas. This signified the beginning of a legacy of regionalism which still continues today.

## 1994

The community's first-ever business plan competition, The Amarillo EnterPrize Challenge, was created. The Amarillo EDC began funding cash grants to winners, who were required to be primary businesses exhibiting high growth and economic impact potential.

The Amarillo EDC was an early-adopter in launching its first-ever website [www.amarillo-tx.com](http://www.amarillo-tx.com)

## 1996

The Amarillo EDC helped fund the development and construction of the Texas Tech Health Sciences Center School of Pharmacy.

## 1998

The Amarillo EDC attracted Bell HelicopterTextron to locate a facility in Amarillo. This was the first of seven expansions for the firm and one of Amarillo EDC's most significant projects to date.

The Amarillo EDC attracted Rocla Concrete Tie Co. to locate facilities in Amarillo.

## 2000

With financial assistance from the Amarillo EDC, the Texas Tech Health Sciences Center expanded its Amarillo campus by adding a School of Medicine and School of Allied Health alongside the already operational School of Pharmacy.

## 2002

The Amarillo EDC attracted Western National Life, formerly AIG Insurance, to locate a facility in Amarillo.

The Amarillo EDC helped fund the development of a Masters of Engineering Program at Texas Tech University.



## 2003

With the Amarillo EDC's assistance, Ben E. Keith completed construction on a 307,000 square foot facility in CenterPort Business Park.

The Amarillo EDC helped fund the development of an Engineering Program at West Texas A&M University.

## 2005

The Amarillo EDC attracted Composite Shapes to locate a facility in Amarillo.

The Amarillo EDC, in tandem with other community EDCs, attracted Hilmar Cheese Co. to locate a facility in Dalhart, Texas. This was the first project funded outside the City and demonstrated "what was good for the region was good for Amarillo."

## 2007

The Amarillo EDC assisted in funding the development of the West Texas A&M University downtown Amarillo campus, located in the Chase Building at 6th & Tyler.

Blue Cross Blue Shield of Texas opened its customer care center in Amarillo. The center, a multi-million dollar investment by the company, employed more than 200 area residents once fully operational.

## 2009

The Amarillo EDC, in support of The High Ground of Texas Education Foundation, generously became a founding donor of the David Evans Spirit of Giving Scholarship Fund. The Fund provides annual scholarships for rural High Ground members to participate in the Basic Economic Development Course.

The Amarillo EDC increased the amount of funding to the EnterPrize Challenge program from \$300,000 to \$500,000.

## 2011

The Amarillo EDC supported a job creation incentive grant for Affiliated Foods as they expanded their grocery wholesale division. The effort led to the creation of 84 full-time positions.

The Amarillo EDC also supported two workforce development programs at Amarillo College, focusing on the utilities and manufacturing sectors.

## 2013/2014

The Amarillo EDC assisted Coca-Cola Refreshments (CCR) in relocating its distribution facility to a new \$8 million facility on a 7.5-acre site in the CenterPort Business Park paving the way for continued downtown redevelopment efforts.

## 2004

Richard (Buzz) David was hired as President and CEO of the Amarillo EDC. The organization generated a "Portfolio of Success" to highlight successful projects to date and to report on the community's return on investment.

Amarillo College received assistance from the Amarillo EDC in the establishment of two workforce programs. The Robotics Training Program and Non-Destructive Testing Program were designed to meet the needs of companies in the area.

## 2006

Richard (Buzz) David received the coveted The High Ground of Texas Top Gun Award, a special honor bestowed upon High Ground members who have displayed an exceptional attitude towards regionalism, have participated in numerous High Ground events and have promoted the region in a manner above and beyond expectations.

## 2008

The Amarillo EDC was inducted into The High Ground of Texas Hall of Fame as an inaugural Honoree.

The Amarillo EDC attracted Pacific Cheese Co. It was the second building project in the CenterPort Business Park.

The Amarillo EDC helped fund the development of a wind technology program at Amarillo College.

The Amarillo EDC contracted a speculative building in the CenterPort Business Park.

## 2010

The Amarillo EDC attracted Alstom Power, Inc. to fill the speculative building in CenterPort Business Park.

The City of Amarillo was ranked #16 in the Milken Institute's Best Performing Cities Index. Additionally, the City was ranked #170 in the POLICOM Economic Strengths Index, an upward movement from #222 in 2009.

## 2012

The Amarillo EDC assisted with the development of a new 250,000 square foot facility to house the assembly operations for the 525 Relentless division at Bell Helicopter. This \$30 million project will bring 115 new jobs to Amarillo with an estimated payroll and benefits impact of \$15 million per year.

The Amarillo EDC approved \$500,000 in matching funds to support the expansion of Sim Central, a multi-institutional training center serving multiple medical disciplines. The collaboration includes Texas Tech University Health Sciences Center, Amarillo College and West Texas A&M.

## 2014

In 2014, the Amarillo EDC approved additional funds to purchase the Commerce Building, which began the first phase in creating a permanent WTAMU campus in the heart of downtown Amarillo.

Launched WTAMU Enterprise Center Entrepreneur "Eco-System" initiative.



# PORTFOLIO OF SUCCESS

The Amarillo EDC's "Portfolio of Success" includes more than 100 projects with over 100 businesses and is the result of successful brand-building and proactive relocation, expansion, retention and development strategies. The "Portfolio of Success" also includes companies involved in the EnterPrize Challenge business plan competition, a program of the WT Enterprise Center, which has awarded grants to small businesses since 1995. The complete list can be found in the following EnterPrize Challenge section.

To view the Amarillo EDC's full "Portfolio of Success" online and to read more about the companies that have been assisted, visit [AmarilloEDC.com/portfolio-success](http://AmarilloEDC.com/portfolio-success).

## EXPANSIONS

AE & CS, Inc.

Affiliated Foods, Inc.

AIG/Western National Life Benefits Solutions

Airups.com

Amarillo College-Matching Workforce Training Program

Amarillo College-Robotics Program

Amarillo College-Utility Workforce Training Program

Amarillo College-Wind Technology Program

Amarillo College-Non-Destructive Testing Program

Amarillo Gear Company, LLC

Amarillo Mop & Broom Co.

Anderson Merchandisers

Austin Distributing

Bell Helicopter Textron

Ben E. Keith Foods

CAVL, Inc.

Coca-Cola Refreshments

Concord Processing, Inc.

Cooper Crouse-Hinds

Courtesy Sign Solutions, LTD

Corporate Systems

FX Unlimited

Golden Spread Electric Cooperative

Graham Webb Data Supply

GTM Manufacturing, LLC

International Paper

Lindsay Manufacturing

Masonry Casting Company

Maxi-Volt

McCoy, Myers & Associates

Multiple Systems, Inc.

MWI Veterinary Supply Co.

Owens Corning

Paradise Manufacturing, Inc.

Plains Dairy

Process Solutions Integration, LLC (PSI)

Progress Rail Services

Sage Oil Vac, Inc.

Support Hose Plus

Tasco Centrifuge

Texas A&M University

Agriculture & Research Extension Center

Texas Department of Criminal Justice

Texas Tech University Health Sciences Center-  
School of Allied Health

Texas Tech University Health Sciences Center-  
School of Medicine

Texas Tech University Health Sciences Center-  
School of Pharmacy

Texas Tech University Health Sciences Center-  
SIM Central

Texas Tech University-  
Graduate Program in Engineering

Texas Tech University-  
National Institute for Renewable Energy

Tyson Fresh Meats

West Texas A&M University-  
Alternative Energy Institute

West Texas A&M University-  
Amarillo Campus

West Texas A&M University-  
Amarillo Downtown Center

West Texas A&M University-  
Enterprise Center Expansion

West Texas A&M University-  
School of Engineering



## ATTRACTIONS/RELOCATIONS

AIG/Western National Life Benefits Solutions

Alstom Power

Arden/Paradise

Atmos Energy Corp.

Bell Helicopter Textron

Ben E. Keith Foods

Composite Shapes

Golden Spread Electric Cooperative

Health Care Services Corp.

Hilmar Cheese Co.

Nationwide Mutual Insurance Co.

Pacific Cheese Co.

Rocla Concrete Tile Co.

SciCron Technologies, LLC

Servitech

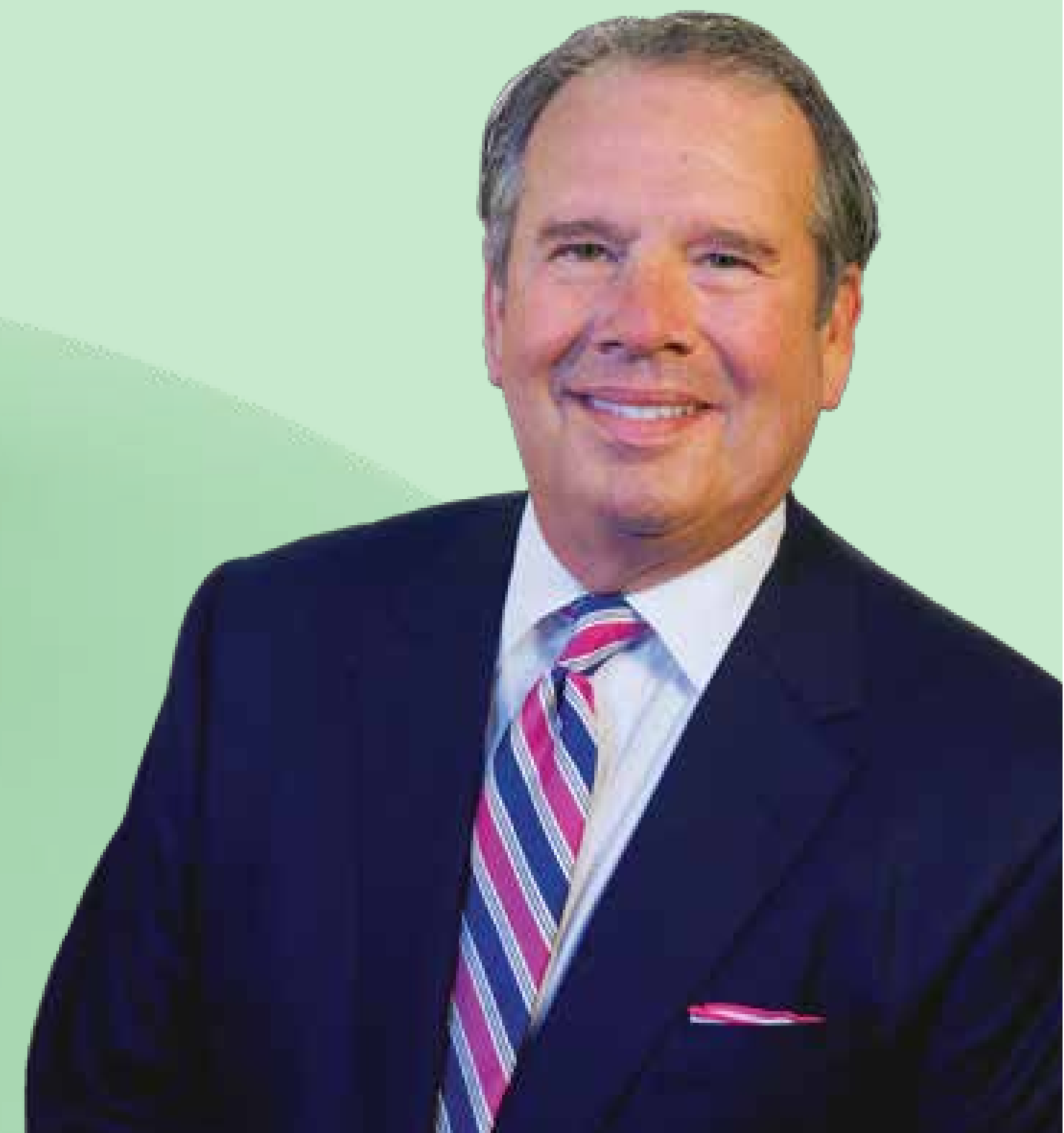
Sitel

Tyson Fresh Meats

## "Amarillo EDC

has accomplished an awful lot in  
Amarillo! They've really helped  
the town grow!"

George Raffkind  
Owner,  
Raffkind's



# COLLABORATION

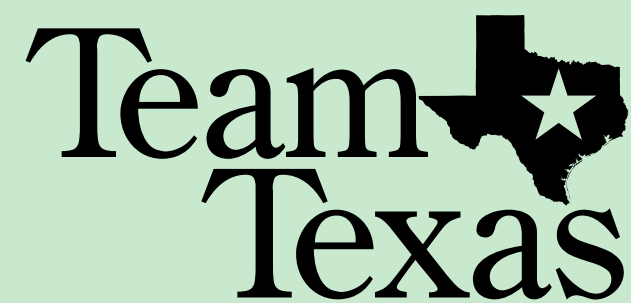
Collaboration with local, state and national organizations that support our mission not only enhances the effectiveness of our organization and thus, the economic vitality of our community, but it also furthers economic development efforts beyond our borders. The Amarillo EDC maintains relationships with the following organizations that support our mission:

## MARKETING AND BUSINESS ATTRACTION:



### **The High Ground of Texas**

A regional economic marketing coalition consisting of the top 67 counties of the Panhandle and South Plains of Texas. The Amarillo EDC is a founding member and actively participates in promoting Amarillo and the region through the organization's various activities.



### **Team Texas**

An organization affiliated with the Texas Economic Development Council (TEDC), comprised of representatives from various member communities across the state, that works cooperatively to market Texas as a business location.



### **TexasOne<sup>SM</sup>**

A program of the Office of the Governor of Texas, TexasOne<sup>SM</sup> provides economic development at the state level through special events, outreach programs and marketing campaigns. The Amarillo EDC has been a Tier Two member and actively participates in TexasOne<sup>SM</sup> activities.

## WORKFORCE DEVELOPMENT AND RESEARCH & DEVELOPMENT:



### **Amarillo College**

The Amarillo EDC collaborates with Amarillo College on a number of educational and workforce initiatives.





### West Texas A&M University

The Amarillo EDC collaborates with West Texas A&M University on a number of educational and workforce initiatives.



### Texas Tech University/Group NIRE

Group NIRE is a non-profit, public-private partnership formed in collaboration with the Texas Tech University System. It is focused on renewable energy research and development of renewable energy research facilities. Amarillo is an active supporter of Texas Tech and Group NIRE and holds a position on the organization's Economic Development Advisory Committee.



### "No Limits, No Excuses"

It is a community partnership that evolved from the Bill & Melinda Gates Foundation-funded "Partners for Postsecondary Success" initiative. The partnership strives to create pathways for low-income young adults to get an education beyond high school, leading to a living wage job. The Amarillo EDC works with the lead organization, the Amarillo Area Foundation, and other partner organizations on a variety of workforce and entrepreneurial initiatives.

## ENTREPRENEURIAL DEVELOPMENT:



### West Texas A&M University Enterprise Center

The Amarillo EDC works very closely with this organization on the EnterPrize Challenge business plan competition and various workforce development initiatives.

## FINANCIAL SERVICES:



### Texas Panhandle Regional Development Corporation (TPRDC)

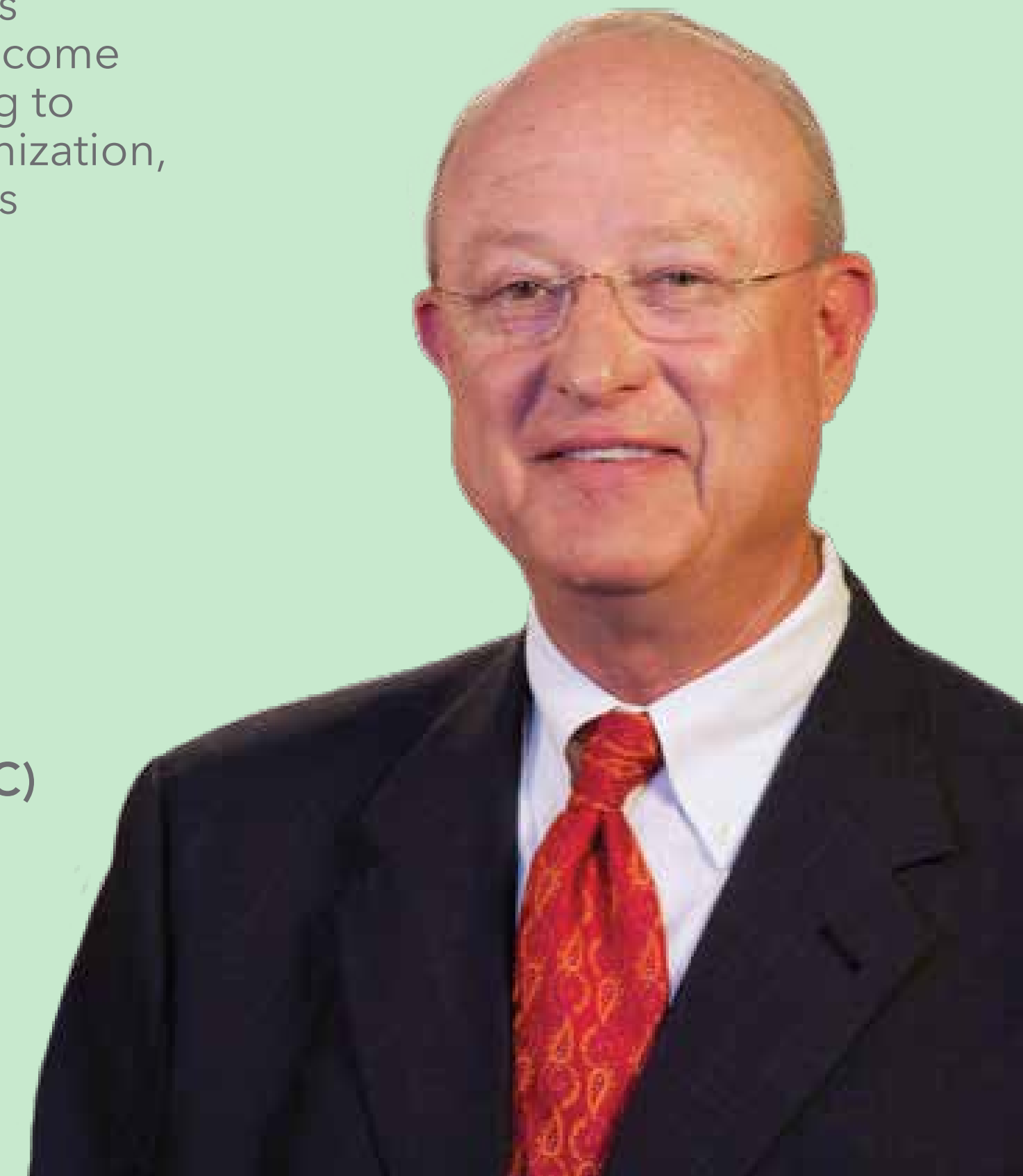
TPRDC came under the Financial Services division of the Amarillo EDC in 2011 and works with the U.S. Small Business Administration (SBA) as well as private-sector lenders to provide long-term financing to small businesses or start-up businesses.

## "Amarillo EDC

has brought a number of jobs to Amarillo which have helped wages go up and our lifestyle continue to improve. We have economic stability thanks to the AEDC."

**Bob Williams**

President & CEO,  
BSA Health System



# ENTERPRIZE CHALLENGE

The Amarillo EnterPrize Challenge is a business plan competition administered by the West Texas A&M Enterprise Center and funded by the Amarillo EDC. A business is eligible to receive a portion of a \$500,000 grant if its goods and services are primarily sold outside the region, bringing new revenue to the Amarillo economy. The amount awarded to one business can be as much as \$100,000. This competition encourages participation from start-up companies and established businesses.

*To date, through the Amarillo EnterPrize Challenge program, 69 companies have received cash grants of as much as \$100,000 each, totaling more than \$4.6 million in grants over the past 19 years. In addition, these companies have received more than \$12.6 million in additional equity capital since receiving their grants. Reporting firms have 636 employees and generated \$119 million of revenue for the Amarillo economy.*

## HISTORY:

Number of previous challenges	19
Number of grants awarded	69
Average amount of grants	\$67,029
Total grant funds invested to date	\$4,625,000
Percentage of funded companies still in business	79%
Number of businesses reporting	39

## RESULTS:

Annual sales	\$119 million
Average sales per business	\$3,051,640
Total jobs	636
Average jobs per business	16.3
Average cost per job created	\$7,272
Total capital investment since grant award	\$12.6 million
Average capital investment per business	\$183,470



To learn more,  
visit [www.amarilloenterprizechallenge.com](http://www.amarilloenterprizechallenge.com)



## 2014 ENTERPRIZE CHALLENGE RECIPIENTS

### **Anchor Power Services: President, Ken Paul**

Founded in 2004, Anchor Power Services developed niche skills in both the civil and concrete disciplines that are unique to each industry. Anchor Power Services provides construction, maintenance and testing services in the power and wireless utility sectors. Since January of 2010, Anchor has served the utility sector by providing civil services, concrete services, concrete testing services and tower inspections.



### **Femco Drain Solutions: Co-Founder, Phil Sidenberger & GM, Kyle Ottmers**

Founded in 2013, Femco Drain Solutions is the exclusive North American distributor of Femco Drain Technology's drain plugs. Femco Drain Solutions is the go-to company for supplies and solutions for draining maintenance fluids. Femco Drain Solutions is engaged in selling this innovative drain plug to large fleet customers and wholesaling the drain plugs to sub-dealers in its exclusive territory.



# ENTERPRIZE CHALLENGE

## 2014 ENTERPRIZE CHALLENGE RECIPIENTS

### **Nobox Creative, LLC: President, Kim May**



Nobox Creative was founded in January 2011 as a result of Kim May's growing consulting client base. This was after successfully consulting and executing business development efforts at the Discovery Center for many years and experiencing exponential growth and additional clients. Nobox Creative is a full service marketing firm that offers more than 20 years of experience in advertising and marketing, world-class graphic design, public relations, social media, retail and nonprofit museum solutions and strategies.



### **Innovative Fueling Solutions: Owner, Ted Billingsley**

Founded in 2010 by Ted Billingsley, Innovative Fueling Solutions serves the fueling industry through the design and construction of storage and delivery systems. They are a Limited Liability Company that sells, installs and services storage and delivery systems for Diesel Exhaust Fluid and motor fuel.

### **Washerplate.com: Owner, Steve Hefner**

Founded in 2014 by Steve Hefner, Washerplate manufactures and markets a patent pending tool for oil and gas producers that improves the safety and handling of pipe that is being removed during well servicing operations. The Washerplate design came from the need to improve the condition of pipe as it is removed from the well.





## ENTERPRIZE CHALLENGE RECIPIENTS

### 1996

Kelly & Co.  
Hide-A-Bed Trailer Manufacturing  
Tiernan Aeration, Inc.

### 1997

Nutri-Bond Co.  
Ramblin' Prose Card Co.

### 1998

The Pilgrim Co., Inc.  
Film Amarillo  
Plas-Mac, Inc.

### 1999

MVC, Inc.  
Actuaries & Associates  
Milestone

### 2000

AKSYS Group, LLC

### 2001

Headsets, Inc.  
Industrial Service Repair & Coatings  
Amarillo Tortillas

### 2002

Sage Oil Vac  
Amarillo Cattle Feeders  
Anderson Automotive

### 2003

Support Hose Plus  
AE & CS, Inc.  
Cherished Petals, Inc.

### 2004

Pedal Paddle  
ICF Direct Service Center, Inc.

### 2005

Tri State Panel Systems, Inc.  
Amarillo Design Bureau  
Virtual Drive of Texas

### 2006

Air Oasis  
Country Harmony Plastics

### 2007

Storm Track Shelters  
Midwest Fabrication  
Speed Painting, Inc.  
G&M Global Enterprises, Inc.

### 2008

SouthCross Operating  
AirUps.com  
Drug Assistant  
Innovative Product Solutions

### 2009

Hoop 10  
La Tapatia  
Plaska Transmission Line Construction, LLC

### 2010

Cooke Electrical Contractors  
Original Condition  
Roberts Ditching  
The Skilled Trades Company  
Tascosa Hot Sauce

### 2011

American Site Builders  
Dichonics Corp  
nanoFRIO  
Jax Transport  
English Field Aviation  
Posh Pinc

### 2012

Confluence Security Group  
Tascosa Building Products  
Waypoint Advisory Services  
Fanellis Finest  
Brush Eaters  
Wheeler Foggers, LLC

### 2013

Altura Engineering Services  
Cloud Interview  
Darby Racing Technology  
Hawaiian Fruit Freeze  
The OXBUILT Company  
Interactive 360, Inc.

### 2014

Washerplate.com  
Nobox Creative  
Innovative Fueling Systems  
Femco Drain Solutions  
Anchor Power Systems

## "Amarillo EDC

works to make sure we're continuing to attract new business. Now is not the time to take the foot off the gas!"

Brian Bruckner  
President,  
Bruckner Truck Sales

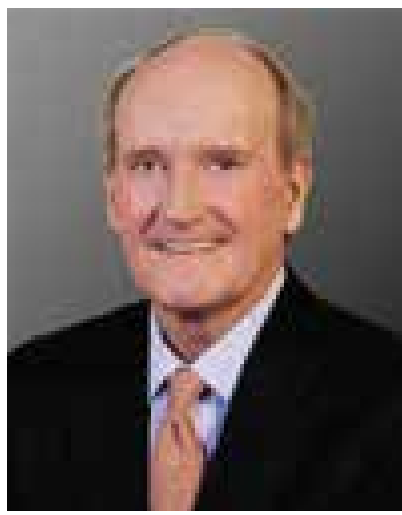


# BOARD OF DIRECTORS

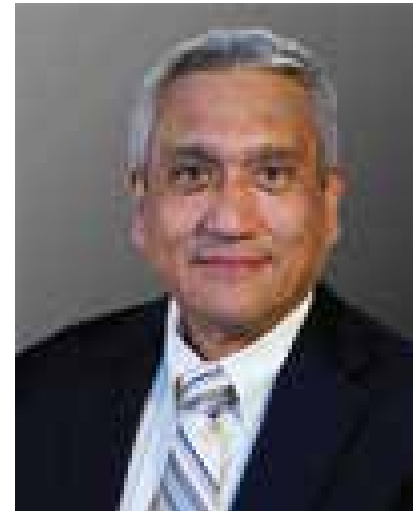
Since 1990, the Amarillo EDC has been governed by a five-member board. Board members are appointed by the Amarillo City Council and commit to serving three-year terms. Current members of the Amarillo EDC Board of Directors are as follows:



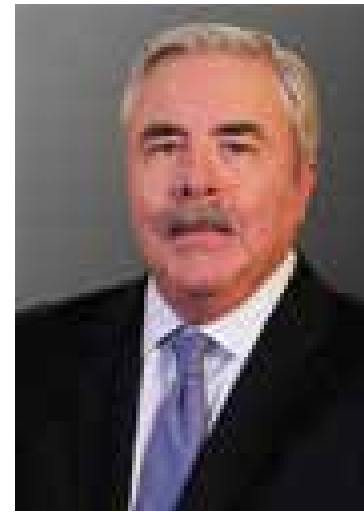
**Ms. Ginger Nelson**  
Chair



**Mr. John Kritser**  
Vice Chair/Secretary



**Mr. Roy Bara**  
Director



**Mr. Tom Bivins**  
Director



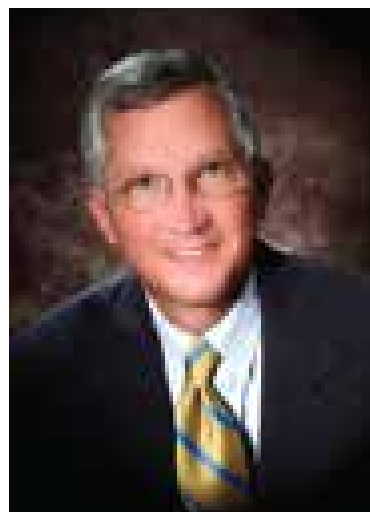
**Mr. Brian Bruckner**  
Director

## PROFESSIONAL STAFF

The professional staff of the Amarillo EDC has more than 80 combined years of economic development experience and carries out the day-to-day operations of the organization.



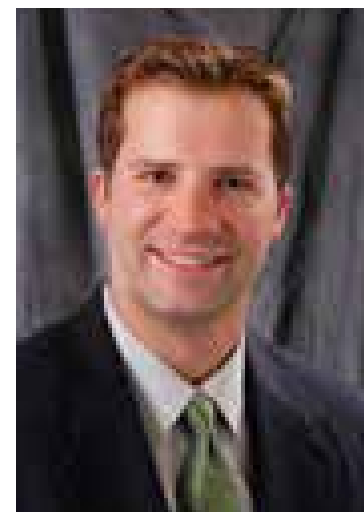
**Richard (Buzz) David, CEcD**  
President and CEO



**Steve Pritchett, CEcD**  
Vice President  
Business Development



**Doug Nelson**  
Vice President  
Financial Services



**Brian Jennings, CEcD, EDFP**  
Vice President  
Business Development



**Ashton Allison, CEcD**  
Director, Marketing  
and Communications



**Andy Arias**  
Servicing Officer  
Financial Services



**Reagan Hales**  
Marketing & Research  
Associate



**Chris Lyles**  
Office Administrator



"The Texas Panhandle is a great location for us  
to produce cheese and whey products.  
Thank you Amarillo EDC and congratulations  
on 25 successful years!"

—David Ahlem  
Chief Operating Officer  
Hilmar Cheese Co.

25

1990-2015

1990-2015

CELEBRATING 25 YEARS



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[www.AmarilloEDC.com](http://www.AmarilloEDC.com)