

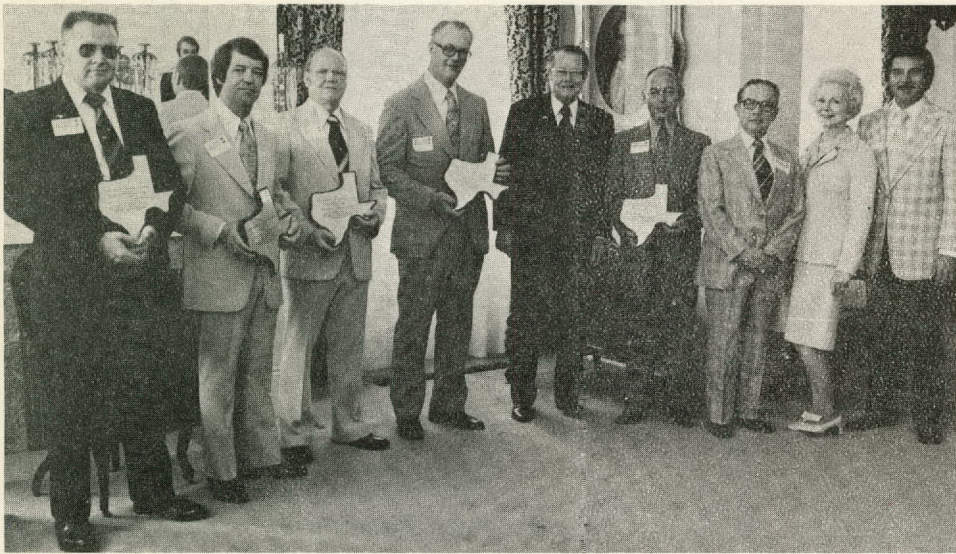
Industrial Development TEXAS Expansion NEWSLETTER And Sites

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VOL. 5 NO. 6

THE OFFICIAL PUBLICATION OF THE TEXAS INDUSTRIAL COMMISSION

JUNE, 1975



Governor Dolph Briscoe presented six Texas companies the 1974 Industrial Expansion Award during ceremonies at the Governor's Mansion in May. Pictured from left to right are: Jerome Vaverek, president of Mooney Aircraft Corp.; Bob Newhouse, president of Mr. Fine, Inc.; Taylor Benton, general manager of Timex Corp.; Les Larson, manager of Amoco Chemical Corp.; Governor Briscoe; Claude Smith, general manager of G&H Casting Corp.; Mr. and Mrs. E. M. Quintana, founders of Inca Metal Products Corp.; and E. B. Quintana, executive vice president of Inca Metal Products Corp.

Six Texas Companies Receive Industrial Expansion Award

Six Texas businesses received the Governor's 1974 Industrial Expansion Award from Governor Dolph Briscoe during a May luncheon in the Governor's Mansion.

Recipients of the award are Mooney Aircraft Corporation of Kerrville, Amoco Chemical Corporation of Alvin, Timex Corporation of Abilene, Inca Metal Products Corporation of Lewisville, Mr. Fine of Athens and G&H Casting Corporation of Slaton.

"Considering the economic recession we are now experiencing, the awards take on new meaning," Governor Briscoe said. "These companies are fighting the recession in the best way possible—with aggressive expansion and civic responsibility."

Winners were chosen by the Texas Industrial Commission from a record number of nominations made by chambers of commerce (See EXPANSION AWARD page 3)

Industry Responds To TEXAS FIRST

Twenty per cent of the top 1,000 industries in Texas have indicated they will participate in Governor Dolph Briscoe's program to make TEXAS FIRST in economic development.

Of the 200 business concerns already responding, 113 indicated they have the potential to increase employment, 68 are considering physical expansion of present facilities and 24 are considering an additional branch plant location in Texas. Forty-two desire assistance in industrial expansion training.

"We are gratified but not surprised by this response," said Reagan Brown, chairman of the Governor's Job Creation Campaign. "Texas industry has always enthusiastically participated in economic improvement projects, and we are proud to be able to work with them toward this end."

The Texas Industrial Commission is heading a group of five state agencies which are already contacting these industries to supply them the assistance they need in such areas as labor recruitment and training, industrial financing, feasibility studies, market and transportation studies and site and building availability.

"Strong support of TEXAS FIRST was voiced by representatives attending the Texas Cham- (See TEXAS FIRST page 5)

Community Development Division Adds Two Industrial Development Specialists

Two industrial development specialists joined TIC's Community Development Division in early June and two other long-time employees were promoted, according to Jerry Heare, division director.

E. H. Sheffield, industrial development consultant with TIC for the past five years, has been promoted to manager of the Community Services Department, formerly the Rural Development Department. The name change was made in order

to more fully describe the work of the department.

In addition to his managerial duties, he will continue working with the chambers of commerce throughout Texas.

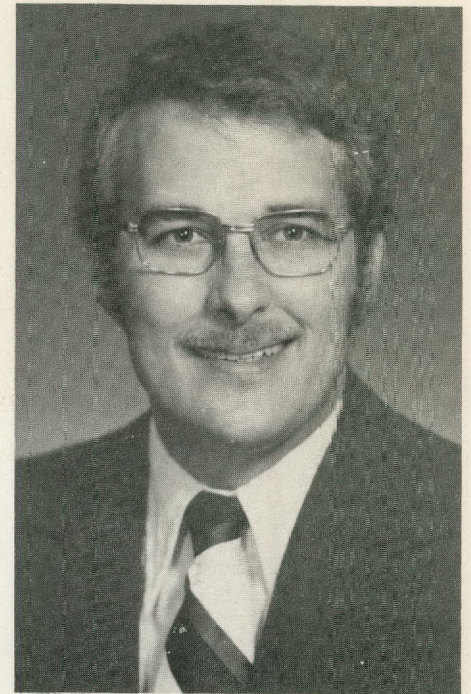
Homer Tucker will replace Sheffield as the department's senior

industrial consultant. Tucker, who came to the Industrial Commission in 1971, works primarily the west Texas area.

Tom Roy and Roy Williams, TIC's new industrial development specialists, will work with local chambers of commerce in south and east Texas respectively, seeking to attract industry to these areas.

Roy, a 1970 graduate of Texas Tech University with a BBA in Marketing/Advertising, served as executive vice president of the Slaton Chamber of Commerce for the past 15 months prior to joining the TIC staff. He has also had experience in advertising and public relations with different Lubbock firms.

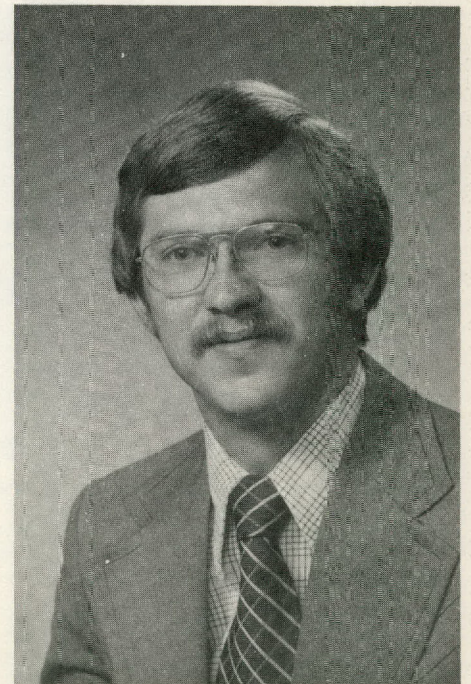
Williams, an executive assistant with the Temple Chamber of Commerce for the past two years, holds



TOM ROY

a degree in Business Administration from Texas Lutheran College. He served an Internship with the Austin Chamber of Commerce in 1971 and with the Industrial Commission in 1972. He has also attended Texas Christian University's Institute for Organization Management.

"As former chamber executives, both Williams and Roy have a good idea of the kinds of services most beneficial to chambers of commerce and should be a most welcome addition to our staff," Heare said.



ROY WILLIAMS

Status of Economic Development Legislation

Final status has been determined on several bills relating to the economic development of Texas according to Jerry Heare, TIC's director of Community Development in charge of monitoring the legislation.

HOUSE OF REPRESENTATIVE BILLS

- HB333 Allows nonprofit industrial development corporations tax exempt status if upon dissolution of assets of the corporation, all remaining assets accrue to the city, county or school. **PASSED AND SIGNED 5/20**
- HB334 Provides for \$1 million annually to be placed in the Rural Economic Development Loan Fund from the Omnibus Tax Fund. **DID NOT PASS**
- HB366 Small Business Assistance Act. Established Small Business Advisory Council with the TIC Executive Director as chairman ex-officio. **PASSED BUT NOT SIGNED AT PRESS TIME**
- HB1859 Allows loans from the Rural Industrial Development Loan Fund to be used to finance speculative buildings in cities under 35,000 on a 50/50 basis with a nonprofit development corporation. This is interim financing. **DID NOT PASS**
- HB1982 Enabling legislation for industrial revenue bonds. **PASSED HOUSE BUT FAILED SENATE**

SENATE BILLS

- SB198 Exempts nonprofit development corporations from sales tax. **DID NOT PASS**
- SB350 Same as House Bill 366.
- SB1050 Enabling legislation for industrial revenue bonds. **DID NOT PASS**



Rowlett citizens prepare to board their bus, chartered by the Rowlett Chamber of Commerce, after setting a new industrial Commission record for attendance at an Industrial Planning Seminar.

Rowlett Citizens Set Record At Industrial Planning Seminar

Despite the dreary weather conditions May 29, thirty-seven Rowlett citizens journeyed to Austin for a Texas Industrial Planning Seminar (TIPS) and broke the attendance record of 35 set by Eden in November.

Traveling to Austin in a decorated bus, chartered by the chamber of commerce, the group arrived at the Sam Houston State Office Building just before the rains began.

State Representative Kenneth Vaughan, a member of the House Business and Industry Committee, and members of the Rowlett Chamber of Commerce, contacted the Texas Industrial Commission in February and requested that the seminar be scheduled.

According to Vernon Schrade, chamber of commerce president, Rowlett has doubled in population in a short period of time and now hopes to establish a Rowlett Industrial Commission.

"We wanted to provide the citizens of Rowlett with the information necessary to begin to attract industry," Schrade said.

The seminar covered the five basic steps of industrial development. "It's the orientation program that we recommend for any community, dependent on volunteers, that does not have a development

program," said E. H. Sheffield, manager of TIC's Community Services Department.

The success of other Texas communities taking part in the TIPS program has produced a 63.2 per cent success ratio in their efforts to draw industry into their areas, according to Homer Tucker, TIC's senior industrial development consultant.

"Although we can't take all the credit," Tucker noted, "we know we've accounted for a pretty good percentage of it."

The TIPS program is only one of the community-oriented programs that TIC has developed to help educate community leaders so that they can better compete for new industry. Since January over 1,000 community leaders have been involved in TIC's programs.

(CONTINUED)

Amoco Chemical Corp. of Alvin experienced a 74 per cent increase in payroll while generating 136 new jobs and spending \$13 million on goods and services.

Timex Corp. of Abilene was credited with generating 660 new jobs with plant area size increasing four times to 203,000 square feet. Annual payroll zoomed from \$5.8 million to \$9.1 million.

Research Staff Completes Study

TIC's Research and Program Development Department has recently completed a report, *Study of the Supply and Demand of Skilled Construction Workers in Texas*, according to Dr. Phyllis Procter, department manager.

The study was made possible through a \$15,000 grant administered by the State Manpower Services Council and funded by the U. S. Department of Labor under the Comprehensive Employment and Training Act of 1973.

The study considers possible manpower shortages created by heavy construction activities due to the energy shortage. It analyzes the supply and demand of skilled construction workers including the following areas: supply mechanisms, supply of skilled laborers, past, current and projected construction, and manpower requirements for such construction.

Expansion Award

(Continued from page 1)

and industrial foundations throughout Texas.

Selection was based on company payroll increases, new employees and plant area enlargement as well as local expenditures for goods and services. Civic participation was also a major factor.

Mooney Aircraft Corp. expansions in 1974 helped create 289 new jobs in Kerrville. Plant payroll skyrocketed ten times to \$2.2 million over the previous year.

G&H Casting Corp. of Slaton was recognized for a 100 per cent employee increase. In addition, the company spent \$447,000 on local goods and services.

Inca Metal Products Corp. generated 98 new jobs in Lewisville. The plant more than doubled total payroll during 1974 and tripled plant area size.

Mr. Fine of Athens more than doubled plant size during 1974 while adding 74 new employees to the payroll. The firm produced a payroll in excess of \$1 million.

(Continued on next column)

Research Department Adds Four to Staff

TIC's Research and Program Development Department has recently added four employees to its staff to help carry out Governor Briscoe's TEXAS FIRST program, according to Dr. Phyllis Procter, department manager.

Laura Koenig and Danny Choate will take on the duties of research assistant and economist respectively while Mimi Fisher and Rosemary Suniga will round out the staff, having been promoted from other TIC departments.

Laura Koenig has a BA in Linguistics and a Master of Library Science from the University of Texas at Austin. She has previously worked for the Texas Education Agency's textbook division and has also designed a library for the Animal Health Commission.

Danny Choate taught economics at Louisiana State University, Sam Houston State University, and Pan American University prior to joining the research staff. He holds a BA in Economics from the University of Texas at Arlington and a MA in Economics from Oklahoma University. Choate has also completed two years of work toward his doctorate at LSU.

Mimi Fisher, formerly with TIC's Information Services Department, will serve as statistician for the research department. She has a BA in Political Science from Southern Methodist University.

Rosemary Suniga, research assistant, worked as contract coordinator for TIC's Technical Assistance Center prior to joining the research staff. She attended West Hills College in California and Southwest Texas State University.

"The addition of these people to our staff will greatly enhance our capability to provide high quality research studies for the Commission and other organizations," Ed Latta, director of operations said.



Laura Koenig(L), Danny Choate, Mimi Fisher and Rosemary Suniga, recent additions to TIC's Research and Program Development Department, discuss their completed study on supply and demand of skilled construction workers with Department Manager Dr. Phyllis Procter(Seated).

6,000 Jobs Identified TEXAS FIRST Exceeds Goal

More than 6,000 jobs have been identified through the TEXAS FIRST program in its first month of operation—50 per cent more than was projected for the entire year, Jim Harwell, executive director of the Texas Industrial Commission recently revealed.

"At this rate, we could expect to identify more than 15,000 new jobs in Texas and find the right workers to fill them within the year," he said. "This will mean an economic impact of more than \$1 billion annually.

"We believed all along, and it's now proven, that there were jobs out there, but no concerted effort was in effect to match the people with the jobs. We believed we could develop a system that would bring them together—and we have with overwhelming success."

Starting June 16, lists of these jobs were posted in windows of local Texas Employment Commission offices. Prospective employees lacking specific skills required by employers can be trained through the Texas Start-Up Training program conducted by the TIC, Texas Education Agency and local learn-

ing institutions.

Training is also available from prime sponsors of manpower training programs.

"What makes this program special is the coordination among five state agencies, each with its own area of expertise, supplying private enterprise with assistance in all areas of expansion," said Reagan Brown, chairman of the Governor's Job Creation Campaign.

Corsicana to Host July TIC Meeting

The Texas Industrial Commission has accepted an invitation from the Corsicana Chamber of Commerce to hold its regular quarterly meeting July 17-18 at the Holiday Inn in Corsicana.

In addition to the business meeting, TIC Commissioners and staff will tour Regal Tool and Rubber Company, recipient of a \$150,000 Rural Development Loan approved by the Commissioners at the last meeting in April. The firm manufactures oil field and underwater drilling equipment.


**TEXAS
INDUSTRIAL
COMMISSION**

VOL. 5 JUNE, 1975 NO. 6



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The Official Publication of the Texas Industrial Commission. Editorial contributions are welcome and should be addressed to Editor, P. O. Box 12728, Capitol Station, Austin, Texas 78711.

Nominations Open For VIDY Award

Nominations are now being accepted for the Volunteer Industrial Developer of the Year Award to be presented at the annual Texas Industrial Development Council (TIDC) Conference in September.

Deadline for receiving nominations is July 7, 1975.

Any civic leader who is not a full time professional industrial developer and who has played a significant role in the attraction of one or more industries to his community during July 1, 1974, through June 30, 1975, is eligible to receive the award.

TIDC members may nominate one or more civic leaders for the award and should include the following information:

1. Name, title, address and telephone number of the Nominee
2. Name and description of the industrial project(s) that Nominee assisted in locating during the given period and the nature of effort exerted by the Nominee to locate the industry(ies)
3. Description of any obstacles that were significant in terms of locating the industry(ies)
4. Brief background on the history of the Nominee's industrial development activities in behalf of his community
5. Supplemental news stories
6. Name, address and signature of TIDC member making the nomination

Nominations should be sent to Bob Kimbrel, Chairman, VIDY Award Committee, Texas Industrial Development Council, Box 83 FM, College Station, Texas 77843.

TEXAS FIRST

(Continued from page 1)

ber of Commerce Managers convention in Abilene in mid-June," said Ed Latta, director of operations and coordinator of TIC's TEXAS FIRST efforts.

Regional and local chambers of commerce are coordinating the program in their respective areas, and are information sources for business



Quentin Muncy Joins TIC Staff

Another industrial development specialist has joined TIC's Industrial Development Division to help carry out Governor Briscoe's TEXAS FIRST job creation campaign.

Quentin Muncy, who holds a BBA in Accounting and a BS in Industrial Engineering from the University of Texas at Austin, will work with TIC's Industrial Services Department developing start-up and expansion training programs for Texas industry.

Muncy comes to TIC with a varied background having worked several years with large Eastern management consulting firms. He has also had experience conducting both time and feasibility studies as well as developing a system for a new manufacturing assembly plant.

"His broad experience in a great number of industrial categories including electronics, banking, sheet metal, etc. makes him a great asset to our department," says Frank Alagna, manager of the Industrial Services Department.

and industry employers, Latta said.

State agencies participating in the TEXAS FIRST program, in addition to the Industrial Commission, are the Education Agency, Employment Commission, Department of Community Affairs and the Governor's Division of Planning Coordination.

17 COMPANIES CHOOSE TEXAS IN MAY

COMPANY	CITY	PRODUCTS	EMPLOYMENT		ANNUAL NEW TAXES GENERATED			DIRECT ANNUAL OUTPUT OF FIRM	TOTAL ANNUAL ECONOMIC IMPACT ON ECONOMY
			NEW	GENERATED	FEDERAL	STATE	LOCAL		
Production Automation Systems	San Antonio	Custom machinery	5	4	\$ 14,578	\$ 781	\$ 942	\$ 83,216	\$ 228,012
Annette Elane, Inc.	San Antonio	Infants' clothing	45	19	75,822	4,374	5,004	544,168	1,235,261
Smith Industries, Inc.	Columbus	Separators, storage tanks	150	167	654,457	34,384	40,310	4,713,127	10,793,061
Phillips Petroleum	Stairtown	Gas treating	*	*	*	*	*	*	*
I. T. P. Corporation	Dallas	Wooden doors, shelves	20	15	43,995	2,560	4,220	308,727	774,905
Levi Strauss & Company	Richardson	Garment machinery	36	35	\$ 123,187	\$ 6,679	\$ 7,539	\$ 737,523	\$ 2,013,438
Sue Ann, Inc.	Hereford	Women's sportswear	150	63	252,739	14,579	16,682	1,813,894	4,117,539
Ivy Steel & Wire	Houston	Wire mesh	*	*	*	*	*	*	*
Britco Putter Company	Longview	Golf putters, clubs	6	5	18,654	1,134	1,092	117,720	293,123
Gulf Metals Industries, Inc.	Houston	Metal recycling	25	37	140,232	9,263	8,580	871,717	2,144,424
Petrolite Corporation	La Porte	Specialty chemicals	45	29	\$ 164,562	\$ 7,946	\$ 7,650	\$ 898,221	\$ 2,164,713
Jack's Hydraulic Service	McAllen	Hydraulic pumps, cylinders	2	2	8,645	376	460	51,872	129,161
Styro-Fab, Inc.	Greenville	Styrofoam products	35	36	127,646	6,402	8,210	724,682	2,021,863
Loxem Manufacturing Company	Richardson	Locks, burglar alarms	*	*	*	*	*	*	*
Couplings, Inc.	Royse City	Pipe fittings	50	76	265,873	14,068	17,203	1,773,615	4,540,454
Oil States Rubber Company	Arlington	Packers, diaphragms	40	22	\$ 81,378	\$ 4,459	\$ 6,182	\$ 455,783	\$ 1,298,982
Willamette Industries, Inc.	Arlington	Corrugated containers	100	138	380,247	21,758	40,232	2,647,253	7,332,891
TOTALS: **									
Companies - 17			709	648	\$2,352,015	\$128,763	\$164,306	\$15,741,518	\$39,087,827

* Information not available

** Totals reflect only those plants where information is available

SOURCE: JUNE ISSUE OF TEXAS INDUSTRIAL EXPANSION, BUREAU OF BUSINESS RESEARCH, U. T. AT AUSTIN.

NOTE: IMPACT CALCULATIONS PRODUCED BY THE TIC USING THE GOVERNOR'S OFFICE OF INFORMATION SERVICES ECONOMIC MULTIPLIERS.