

# EDINBURG'S ECONOMIC REPORT

## Hundreds Show up for Ribbon Cutting Ceremony at DHR Cancer Center in Edinburg

By David A. Diaz

Medical, legislative, and community leaders from Edinburg and Hidalgo County participated in a July 11 ribbon cutting ceremony welcoming the \$30 million Cancer Center at Renaissance to southwest Edinburg, the latest in a \$150 million expansion of Doctors Hospital at Renaissance .

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# Executive Director's Report



Welcome to the premiere issue of *Edinburg Economic Review*, Edinburg Economic Development Corporation's monthly newsletter. We've taken great care to craft a publication that not only keeps you abreast of what's happening within our organization, but that also highlights major projects and informs you of significant events and issues on the business and economic fronts. There's much, much more to share with you than space allows, so please take some time to peruse the following pages of the *Edinburg Economic Review* to read all about it.

Regards,

Ramiro Garza, Jr.  
Executive Director

## EEDC BOARD MEETING (July 24, 2007)

The EEDC Board approved entering into a contract with Genesis Strategic Focus and Molduflex- a company from Mexico that will be expanding into the Renaissance Industrial Park and will create 20 manufacturing jobs. The goal of the project is to assist medium size Mexican companies break into the American market. Vital resources will be available such a manufacturing technical assistance, access to capital, legal, accounting, and other services essential for a business startup.

## 2006 CENSUS BUREAU ESTIMATES

As of 2006, the City of Edinburg's population is at 66,672 which represents a 38% increase from the year 2000 of 48,465. At this rate of growth, we should reach 80,000 by 2010 and by 2015, Edinburg is projected to be at 100,000. Edinburg has now surpassed Harlingen (64,202) to become the third largest City and is growing twice the rate of McAllen (126,411) which showed an increase of 19%.

## EDINBURG HAS LOWEST JOBLESS RATE IN THE RIO GRANDE VALLEY By David Diaz

Edinburg's jobless rate, which is a key indicator of the strength of the local economy, in June 2007, went up slightly from the previous month, but it was still good enough to tie for the second best showing among the Valley's major communities, according to the Texas Workforce Commission. Edinburg reported an unemployment rate – also known as the jobless rate – of 5.5 percent in June, compared with 4.4 percent in May.

In June 2006, the Edinburg's jobless rate was 6.2 percent, while in June 2005, Edinburg's unemployment rate was also 5.5 percent.

During the first six months of 2007, Edinburg has posted either the lowest, or second-lowest jobless rate in the Rio Grande Valley. Between June 2005 and June 2007, Edinburg has seen an increase of almost 1,200 jobs, according to the Texas Workforce Commission.



# Building Future Talent

By David A. Diaz

"Building Future Talent," the workforce forum organized by the Office of the County Judge J.D. Salinas III and partners including The University of Texas-Pan American, Workforce Solutions, South Texas College and Region One captured the energy of more than 150 educational, business, social and economic leaders on Thursday, July 5th.

Guided by engaging keynote presentations and plenary panels about real-world educational experiences and data, workforce trends and generational expectations, the participants in the forum, which was held at UTPA's University Ballroom from 9 a.m. to 3 p.m., freely shared their ideas about recruiting and retaining future talent for Hidalgo County's booming regional economy to form the framework for a strategic future vision.

Forbes, a leading financial news outlet, recently tapped Hidalgo County as an area ripe for business. In the last five years, this border county added more than 50,000 jobs, a 25 percent increase. However, Forbes also mentioned that Hidalgo County has a low educational attainment level.

Ramiro Garza, Executive Director of the Edinburg Economic Development Corporation, was one of the participants of the forum.

"It used to be that we had the challenge of a high unemployment rate, but we have brought the jobs to reduce it," Garza said, noting Edinburg has seen record low jobless rates during the past few years. "Now, there are challenges with the low unemployment rate there is a tighter labor market out there, so we want to be able to find some of the solutions to improve our educational attainment."



Workforce summit in Edinburg

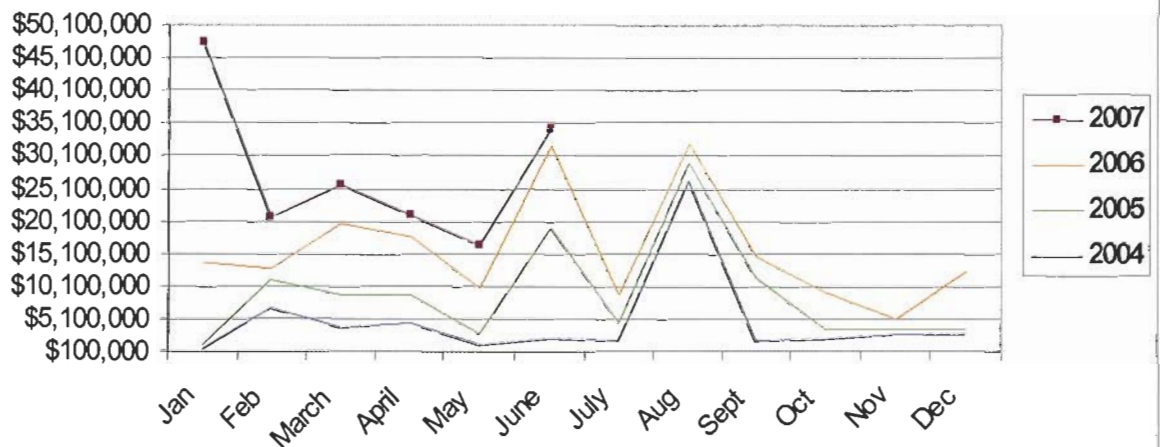
Photo by David A. Diaz  
[www.edinburgpolitics.com](http://www.edinburgpolitics.com)



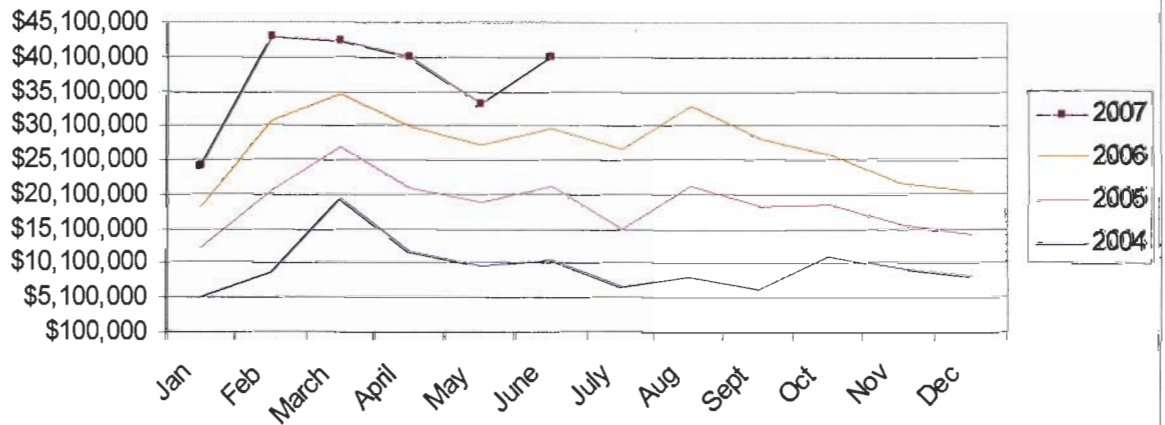
## ECONOMIC INDICATORS



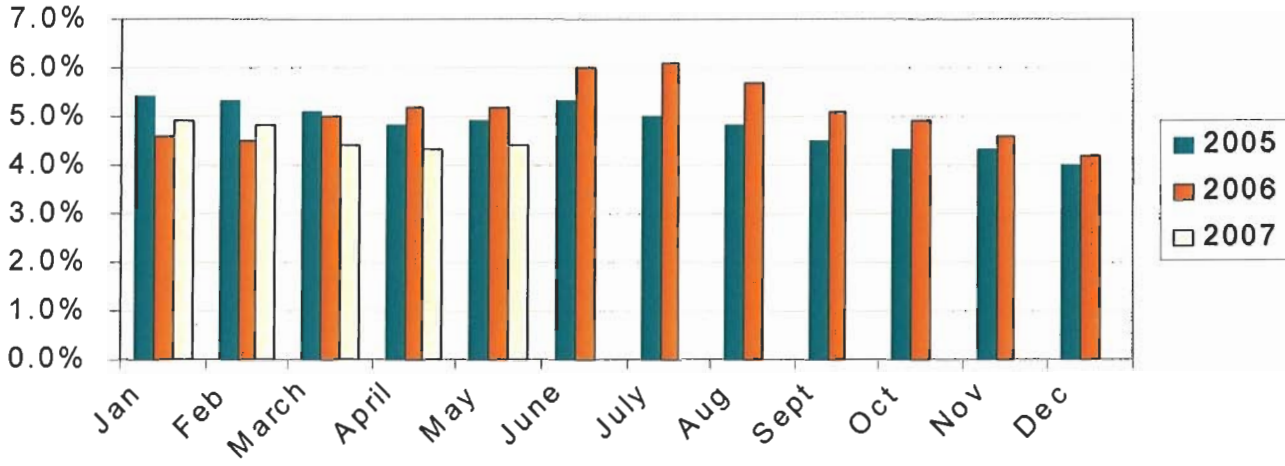
### City of Edinburg Commercial Building Permits



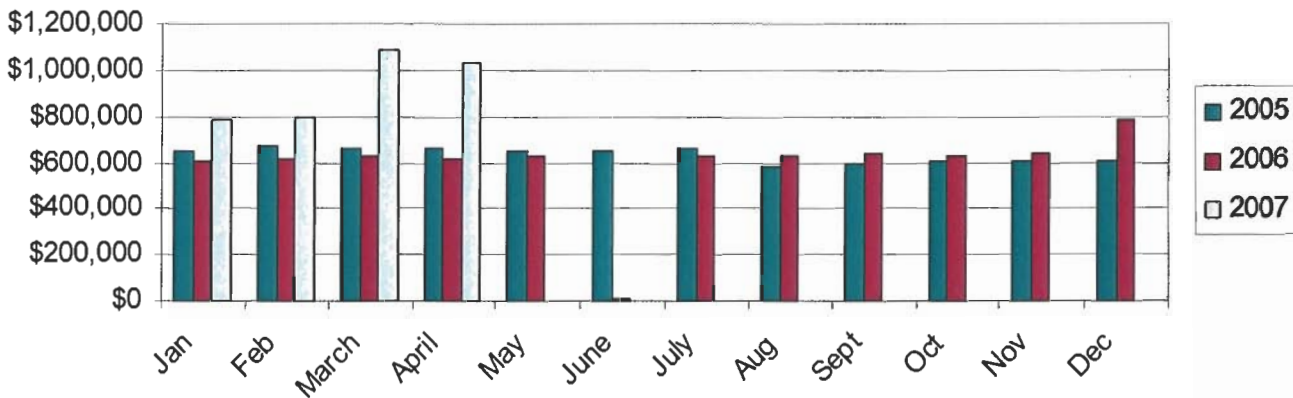
### City of Edinburg Residential Building Permits



### City of Edinburg Unemployment Rate

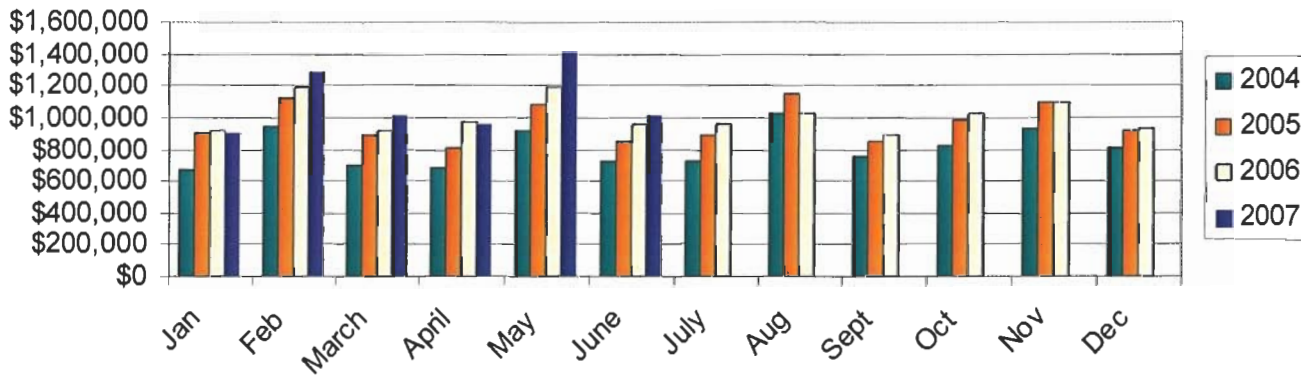


### City of Edinburg Bank Deposits



### City of Edinburg Local Sales Tax

\*FY '05-'06 YTD % Increase from '04-'05: 10%



# **The University of Texas - Pan American Small Business Development Center**

## **Calendar of Event - August 2007**

2412 South Closner Blvd, Edinburg, TX 78539

**The Power of Business Planning** - Learn about the components of a business plan, a necessary tool for obtaining financing. Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 6-8pm

**Basics in Business** - Learn about permits, licenses, etc to get your business started. Recommended course for new clients. Fee: None (UTPA Annex, Edinburg) 2-4pm

**Workers' Comp 101** - Learn about the Workers' Compensation Act. Return to Work, Employer/Employee Responsibilities, Dispute Resolutions, etc! Recommended for active clients. Fee: \$49, includes box lunch. (UTPA Annex)

**The Language of Business** - Learn about the importance of financial statements. Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 2-4pm

**Electronic Filing for Tax Professionals Part 1 & Part 2** -Part 1 will teach new Electronic Filing Originators or ERO's who have not E-filed and are interested in becoming an ERO's. Part II is an update and notice of IRS changes for Returning ERO's. Fee: None (UTPA Annex, Edinburg) Part 1: 8:30am - 11:30am / Part II 12:30 - 4pm

**The Art of Marketing** - Learn how to promote your business. Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 2-4pm

# **SBDC offers one-stop assistance in central and easily accessible locations:**

Edinburg (Main Office)  
University of Texas—Pan American  
One Stop Capital Shop / UTPA Annex  
2412 S. Closner, Edinburg 78539  
Ph: (956) 292-7535

San Benito  
San Benito Chamber of Commerce  
& San Benito Economic Development Corp  
Municipal building, 401 N. Sam Houston  
San Benito, TX 78586  
Ph: (956) 276-0241

Harlingen (Satellite Office)  
Harlingen Area Chamber of Commerce  
311 E. Tyler  
Harlingen, TX 78550  
Ph: (956) 423-5440

Brownsville (Satellite Office)  
Chase Manhattan Bank  
1475 Ruben M. Torres Blvd.  
Brownsville, TX 78520  
Ph: (956) 544-4667

*For additional locations around the valley,  
please call the SBDC at (956) 292-7535.*

# Dr. Glenn A. Martinez, Ph.D, appointed by city to Edinburg EDC Board of Directors

By David A. Diaz

Dr. Glenn A. Martinez, Ph.D., an associate professor of Spanish linguistics and chair of the Department of Modern Languages and Literature at the University of Texas- Pan American, on Tuesday, July 17, was appointed by the Edinburg City Council to the Board of Directors of the Edinburg Economic Development Corporation.

Martinez succeeds George H. Bennack, Associate Director for Business Development with UTPA's One Stop Capital Shop. Bennack's term ended on July 17th.

All members of boards and commissions appointed by the city council must be residents of Edinburg, or be non-resident, tax-paying property owners of the city but residing within the extra-territorial jurisdiction of Edinburg.

Martinez, 35, graduated in 1994 from UT-Pan American with a Bachelor of Arts in Spanish. He subsequently earned his Master's of Art Degree in Spanish Linguistics from the University of Houston in 1996, and received his Ph.D in Hispanic Linguistics from the University of Massachusetts at Amherst in 2000.

"The EEDC is a major driver for the improvement of the quality of life of the citizens of Edinburg," Martinez said. "By attracting economic activity and facilitating new enterprises in our city, the EEDC exponentially increase opportunities for our citizens to pursue and attain knowledge, health, and wealth. As an educator, I am extremely interested in contributing to the efforts of the EEDC in improving Edinburg's ability to nurture tomorrow's leaders."



## NEW BUSINESSES

### Edinburg EDC leaders welcome DataSource and its 110 new jobs

By DAVID A. DÍAZ



DataSource and NuStats, two experienced and dynamic data collection firms that provide a wide array of services in survey and market research, were officially welcomed to Edinburg on Thursday, June 14th, during their ribbon cutting ceremony in the three-time All-America City.

The public event, which was held from 5 p.m. to 7 p.m., featured company leaders along with area elected officials and university leaders. At least 110 new local jobs are projected to be created within the next 12 months with the opening of the Edinburg facility, located at 1920 Southeast Industrial Drive, in the Renaissance Industrial Park in east Edinburg.

Kelly Castleberry, DataSource's Senior Vice President and Chief Operating Officer, said the firm believes it will hire up to 150 employees. Currently, about 60 employees are on the payroll.

In March, the EEDC participated in recruiting DataSource, along with its projected labor force and it is estimated to have an annual economic impact of \$683,056.

"DataSource is a survey data collection firm in San Marcos, Texas that works on complex social policy research," explained EEDC Executive Director Ramiro Garza, Jr. "NuStats is a survey sciences consulting company that focuses on social policy research and travel behavior research." NuStats is expanding their presence in Texas with the Edinburg call center facility construction of 8,565 square feet.

DataSource is investing up to \$400,000 for construction of that facility.

## Workforce Forum: "Building Future Talent" by David Diaz



Wanda Garza, Executive Officer for Workforce Development and External Affairs at South Texas College, reviews ideas on how to provide better opportunities to the area's labor force with Hidalgo County J.D. Salinas, III, during the workforce summit in July held at the University of Texas-Pan American. The gathering, held in the University Ballroom, served as a preparation for a major conference, to be held August 8th at the McAllen Convention Center. More than 150 area leaders participated in the preliminary summit, entitled "Building Future Talent," where they developed strategies for helping Hidalgo County residents acquire the education and skills needed to effectively compete in a global economy.

## Work underway on planned \$100 million corporate complex by First National Bank By DAVID A. DÍAZ



Dirt is literally flying at the site of the future \$100 million corporate headquarters of First National Bank of Edinburg, located near the intersection of West University Drive and North 10th Street, bank President Robert Gandy, III reported on Tuesday, June 26th, to the Edinburg Economic Development Corporation Board of Directors.

Gandy said up to \$2 million has been spent by the Edinburg-based institution, one of the most successful banks in Texas, as part of its seven-year plan to create, what he believes, will be one of the best-designed financial centers in the United States.

## Hundreds show up for ribbon cutting ceremony

By DAVID A. DÍAZ



### **World-class health care**

The Cancer Center at Renaissance, which is the latest phase of a \$150 million expansion of Doctors Hospital at Renaissance in southwest Edinburg, opened for business on Wednesday, July 11th, with several hundred medical, political, community, and business leaders participating in a ribbon-cutting ceremony.

The recently completed 54,000-square-foot, state-of-the-art treatment facility, representing an estimated \$15 million investment, is located at 2717 Michael Angelo Drive, on the corner of Dove and McColl in the three-time All-America City.

The Cancer Center at Renaissance will provide comprehensive diagnosis, treatment and support to cancer patients from the Rio Grande Valley, according to Mario Lizcano- Marketing Director for Doctors Hospital at Renaissance.

Hospital officials predict the Cancer Center will treat almost 700 patients in its first 12 months of operation.

A team of specially-trained doctors and nurses are backed up by the most sophisticated equipment, including two linear accelerators, 30 infusion treatment stations, a PET CT scanner, and a 16 Slice CT.

This new center will have an overall economic impact of \$30 million.

Mayor Joe Ochoa told the gathering of mostly DHR physicians and staff that the city was very appreciative of their presence.

"Thank you for providing these amazing health care facilities to this community and to this region. But more importantly, thank you to all the physicians, nurses, and staff who provide great quality health care to all our citizens here in Edinburg," Ochoa said.

# Upcoming Events

August						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2 Groundbreaking: Shoppes at Rio Grande Valley	3 Marketing Meeting	4
5	6	7 Ribbon Cutting: IBC	8 Workforce Summit 2007	9	10 Marketing Meeting	11
12	13	14	15 Grand Opening: Babs Dell	16 Ribbon Cutting: Handbag Heaven	17 Marketing Meeting	18 City Budget Work session
19	20	21 TEDC Meeting	22	23	24 Marketing Meeting	25
26	27	28 Women Entrepreneurs of the 21st Century Conference	29	30 Emergency Tech Fund work session (Austin)	31 Marketing Meeting	

September						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3 <b>LABOR DAY OFFICE WILL BE CLOSED</b>	4 Ribbon Cutting for Fantastic Sams - 3931 S. McColl - 4PM	5 Chamber of Commerce Meeting Edwards Abstract & Title Co. - 3111 W. Freddy Gonzalez 12 noon	6 InLand Port Conference	7 Marketing Meeting  InLand Port Conference  Leadership XIX Retreat at SPI	8 Chamber Leadership XIX Retreat at SPI
9	10	11	12	13 Ribbon Cutting for Superior Storage - 3102 S. McColl - 10am	14 Marketing Meeting	15
16 International Economic Development Council Annual Conference	17 International Economic Development Council Annual Conference  Chamber Board of Directors Mtg - The Depot - 12noon	18 International Economic Development Council Annual Conference	19 International Economic Development Council Annual Conference	20	21 Marketing Meeting	22 Chamber Board of Directors Planning Session - The Depot - 9AM - 2PM
23	24	25	26 Texas EDC Annual Conference	27 Texas EDC Annual Conference  Chamber Membership Roundup "Thank you for Making our Year" - Los Lagos - 5pm	28 Marketing Meeting Texas EDC Annual Conference	29
30						



## *Edinburg Economic Development Corporation Board Members*

Richard H. Garcia  
Mike Govind  
Fred Palacios  
Glenn A. Martinez  
Mayor Joe Ochoa

President  
Vice-President  
Secretary/Treasurer  
Director  
Director

### **EEDC Staff**

Ramiro Garza, Jr.  
Nelda Ramirez  
Leticia Reyes  
Dalila Razo

Executive Director  
Assist. Executive Director  
Project Manager  
Administrative Asst.



EEDC is a not-for-profit company and is responsible for economic development in the City of Edinburg. This newsletter is produced monthly to update the business community and stakeholders on EEDC's key initiatives.

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