

NEWSLETTER

RICHARDSON CHAMBER

Our mission: we develop and provide leadership for our members and community through advocacy, alliances, economic development and education to advance economic prosperity.

Upcoming events

March 3 -- Election Day

March 4 -- BizNet at the Drury (every Wednesday)
March 4 -- Women in Leadership at the Drury
March 5 -- HR Committee
March 9 -- Public Policy
March 25-- Growth & Mobility
March 26 -- International Concierge Roundtable
April 1 -- Census Day
April 1 -- Business deadline for Mayor's Internship
April 21 -- Innovation and Technology Summit (UTD)
April 30 -- RYP Color Games
June 3 -- Women in Leadership
June 12 -- Annual Bowling Tournament
Sept. 2 -- Women in Leadership
Oct. 27 -- Annual Golf Classic

[See what's on the calendar](#)

Richardson in the news

State of the City presentation

A recap of news from and about Richardson. Read about the Wildflower Festival, Lake Bois D'Arc, DART updates and the 2020 Census.

[Read more](#)

Member news

A broad recap of happenings and accomplishments from various chamber members in the media. Texas Instruments, Asian Mint, Afrah and Alamo Drafthouse and more.

[Read more](#)

Primary Election Day is Tuesday

Polls are open until 7 pm!

Vote for your presidential nominee as well as other candidates on Tuesday at your local **precinct**. Don't forget to bring your **ID** with you.

Obtain your voter card and find your precinct online:

[Collin County](#) [Dallas County](#)

Find sample ballots, candidates, ballot propositions and more at richardsonchamber.com/public-policy.

Charlie Chen named Citizen of the Year



Visionary, relentless, entrepreneurial, focused, generous, long-term strategist.

Charlie Chen, CEO of IT service provider DFW Technology, is the 2019 Citizen of the Year.

Chen came to the United States 40 years ago to pursue the American dream and has spent the last 30 years focused on entrepreneurial endeavors in Richardson.

[read more](#)

Best Annual Meeting ever?

The most well-known living North Texan was the featured speaker at this year's Richardson Chamber Annual Meeting—President George W. Bush. Arguably once the most powerful person in the world, whose name is known by most of its inhabitants.

Opinion colors individuals' views of him, though most in his hometown were already fans and, if not, reevaluated their opinion by the end of the facilitated conversation. Ultimately, 700+ smart people in attendance were challenged in their thinking by a man briefed by highest intelligence agencies using his personal viewpoint, self-derision and a disregard of what anyone thinks of him ("I'm not running for anything").

[Read more](#)

[See photos from event](#)

President's Club Platinum



BlueCross BlueShield of Texas
Through it all.

GEICO®

State Farm®

Volunteers of the Year

When business professionals lend their time and expertise to lead the chamber, it enables us to offer enhanced programs and more opportunities for you to grow professionally.

Thank you to these members who have made significant contributions to the chamber in 2019.

Pictured (l-r): President Bill Sproull, Rachel Boelter, Marilyn Jones, Bob Krombach, Jeanie Jones, Price Newton, Kelly Bowman, Amy Spawn, Amy Taylor, Chair Kory Aoyama, Bill Schaid, Sylvia Palmer.

[Read why they won>>](#)



Chips, education and IT services dominate



The **Richardson Economic Development Partnership (REDP)** is a joint initiative established by the Richardson Chamber of Commerce and the City of Richardson in 1984. REDP is dedicated to building a vibrant and thriving local economy, by attracting new investment and jobs, through marketing and recruitment efforts and by working with existing employers.

REDP provides the following services to companies looking to relocate or expand into Richardson:

- Broker and real estate referrals
- Incentives information
- Detailed site selection information and analysis
- Workforce, wage and other specific data about Richardson
- Relocation assistance
- Business introductions
- Community orientation and city tours for expanding/relocating companies
- Interface with city officials and city staff

[Read more](#)

by **John Jacobs**,
executive vice president,
Economic Development



Richardson earned an A+ in economic development last year, scoring 31 expansion and relocation projects. This equates to almost 4,000 new and retained Richardson jobs.

Top projects include Texas Instruments' new manufacturing facility, West Coast University relocation and DXC Technology's move to Richardson.

Read [more](#).

Economic gardening program

Richardson companies once again can seek research support through a unique "grow your own" opportunity called economic gardening.

Economic gardening leverages research using sophisticated business intelligence tools and databases that growth companies either aren't aware of or cannot afford. Research specialists typically assist in four key areas: strategic market research, geographic information systems, search engine optimization and social media marketing.

REDP has signed a new contract with **Chris Gibbons' National Center for Economic Gardening**, which has separated from its long-time delivery partner, the Lowe Foundation.

In essence, the program puts some of the nation's finest business strategists, marketers, researchers and analysts at the beck and call of a CEO for a period of 2 or 3 months. All this, at a cost of only about 12 hours of the CEO's time.

Read [more](#).

Renovations boost Richardson's office occupancy

Former hubs of telecom giants MCI and Nortel are once again bustling with tenants after undergoing extensive renovations.

The complexes at 2400 N. Glenville and Galatyn Commons are nearing full occupancy following amenity improvements and interior/exterior renovations.

Read [more](#).

Ambassador profile: Price Newton

Chamber involvement is good for business. It also is very good for connecting with your community.

Price Newton, who owns Dimension Payments, joined the chamber to build his business, but helping local business owners and enriching the community is important to him.

Dimensional Payments is a merchant payment and credit card processing company for small and medium-size businesses.

Price joined the chamber in October 2018. Now, he is the 2019 Ambassador of the Year AND the Rookie of the Year.

Read [more](#)



Mayor recruits employers for successful summer program

"This opportunity gave me a

jumpstart on college and I would highly recommend it for any student." **Jeremy McCampbell**, senior at Berkner, worked at JHP Architectural and Urban Design

"I gained self-confidence and realized that working in an office setting is great! I learned so much." **Zaimah Ahmed**, a senior at Richardson HS, worked at GEICO.

Kasie Brock, senior at Lake Highlands, worked at Methodist Richardson & experienced surgery, organ harvest, births, etc. She is now interning for the two cardiologists she supported this summer.



Mayor Paul Voelker launched the 2020 Richardson Mayor's Summer Internship program with Dr. Jeannie Stone, RISD, Katie Patterson, five student participants from last summer plus representatives of participating companies from 2019 including Alliance Architects, Atmos Energy, Atrium Hospitality, Corgan Inc., DART, Durkin Enterprises, GEICO, PBK, Richland College & UT Dallas

Sponsor a high school intern; Deadline is April 1

In only two years, participating students of the **Richardson Mayor's Summer Internship Program** almost doubled from 24 to 41. Even more are expected for the third summer.

"We saw promising growth last year and look forward to providing even more internships this year," said Mayor Voelker. "We hope these fantastic companies will encourage their colleagues and clients, vendors and neighboring businesses to get involved this year."

"Many of our interns are the first in their families to go on to college, so this program has been especially meaningful to see firsthand the connection between a college degree and their dream job," said Dr. Jeannie Stone, superintendent of Richardson ISD. "Getting to be part of a corporation, hospital, government agency or nonprofit teaches invaluable life lessons, instills confidence and inspires students to set their goals high and be their own boss as they navigate their path to success."

Employers are asked to provide at least one eight-week part-time or full-time summer internship for a student, pay the interns the recommended minimum rate of \$10 per hour, and pay a program fee of \$500 per intern, which covers the intern's participation in workforce and work-readiness training, the Job Fair, Community Service Day and other expenses. Employers will interview students – that they have pre-selected from the program's online resume portal – at the Job Fair.

For details and to sign up, go to rmsip.org or contact Angela Shellene at ashellene@thereedsprc.com or 214-871-0783.

[Read more](#)

Prepping for the coronavirus and effects

The Centers for Disease Control and Prevention offer many business and health care resources. Of course, cautionary practices – hand washing, masks, avoidance of close contact, shaking hands, etc. are recommended.

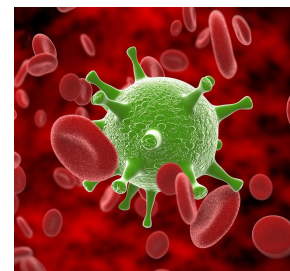
Lawrence P. Howorth, director of the Mayor's Office of International Business, is following the news coverage and offers a few tips. Non-essential travel is not recommended at this time to and from China and South Korea, especially for older adults and those with chronic respiratory conditions such as asthma.

"Several individuals from the Richardson area with planned travel to Japan in March have not as yet cancelled those plans and are taking a "wait and see" approach," Lawrence said. However, many events in the countries of concern have either cancelled or are considering cancelling large public events and extreme caution is urged.

"I think that travelers need to consider two things – one, their own health and two, potential transmission of the virus to family members and work colleagues," he said. "And while one does not want to be overly alarming, erring on the side of caution is often the best course of action. The issue we have currently is the lack of specific knowledge as to the numbers of individuals infected and their locations because of the lag in reporting."

From a business perspective, the COVID-19 coronavirus has the supply chains of the world in chaos. With so much dependency on China for components and finished goods in the past, the interruption of the flow of goods from that country is having a huge negative knock-on effect on businesses around the world.

[Read more](#)



SCORE counseling returns to chamber

SCORE has provided free counseling to 11 million small business since 1964. The Chamber has dedicated a conference room for SCORE every Tuesday from 10 am to 1 pm.

SCORE stands for "Service Corps of Retired Executives" and is a section 501(c)(3) non-profit organization that partners with the US Small Business Administration. SCORE provides its no-cost, confidential counseling with the help of 10,000 volunteers across the nation and helps start over 30,000 businesses annually.

To arrange a counselling session in Richardson, call 214-987-9491.

Richardson's SCORE counselor is Mary Cooley, who has extensive experience leading the development of large computers, though recent experience includes medical devices and transportation communication technologies. Her general areas of expertise include R&D management, new product definition and development, manufacturing NPI, quality product development documentation, B2B marketing, & organizational development.

She has a master's in electrical engineering from the University of Wyoming.

Click [here](#) for more information about Mary.

[Read more](#)



Working together for a strong Richardson tomorrow *Chamber annual report highlights 2019 accomplishments*

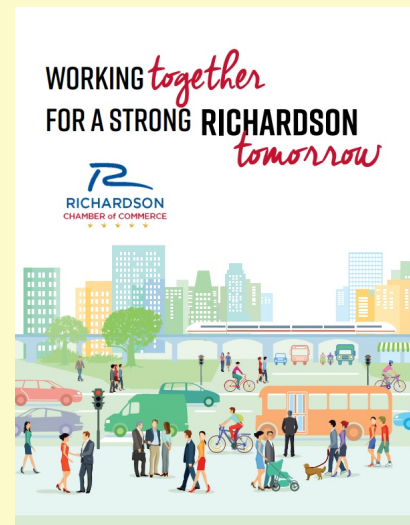
From economic development to education to innovation, the Richardson Chamber of Commerce is helping strengthen Richardson.

"I'm grateful for all we were able to achieve in 2019 because of our members' support and commitment," wrote Kory Aoyama, chamber board chairman and sales director for Blue Cross Blue Shield of Texas.

He outlined a few major accomplishments:

- **Economic development.** We attracted—and retained—quality businesses. We were successful in filling another million square feet of Richardson office space this past year.
- **Building our workforce.** We partnered with RISD and the city in promoting iDream and the Mayor's Summer Internship Program. These initiatives provide young minds with awareness and experience for future career opportunities.
- **Innovation.** We worked with the city to plan the newly named Richardson Innovation IQ in the East Arapaho area, an infrastructure for creative minds and startups. The talent pipeline will be fueled by our partners, UT Dallas and Richland College. I'm very excited about the power of these relationships to facilitate and grow the district.
- **Visibility.** The chamber launched [DiscoverRichardson.com](#), a new e-commerce platform that provides information to the entire community while providing an opportunity for member businesses to showcase their offerings.

The new annual report is available [here](#).



Business survey seeks to help adults finish college degree

The Richardson Chamber is part of a national network of organizations, known as the Graduate! Network, that is working to **see more adults**



Richardson IQ is the talk of the town

The heart of the old Telecom Corridor is surging back to life as one of the hottest developments in the area.



complete a college degree or other post-secondary credential.

With rapid growth, low unemployment rate, competitive pressures for talent, there is an acute need to provide educational and training programs that fit the specific needs of your company. The future growth of your business and our regional economy depends on having access to a prepared workforce.

Every employer in Dallas County is invited to participate in the Dallas County BTTG Employer Survey. Your responses to this survey will help **guide county-wide strategies to address employer talent needs and provide support to the ongoing work of employee upskilling.**

Please click [here](#) to learn more and participate in the Dallas County [BTTG](#) Employer Survey. Deadline is March 30.

[CLICK HERE](#)

The Richardson IQ has been years in the making with the chamber serving as facilitator.

The Richardson IQ is a 1,200-acre industrial area east of Central Expressway. The recent announcements of the branding of the district as well as new approved zoning changes has put the area front and center in area news.

Read some of the local news reports here:

[Richardson's Innovation District hosted testing of new 5G developments that are changing the world](#)

[Interview: Bill Sproull on The Innovation District | KRLD](#)

[Telecom Corridor 2.0: Richardson kicks off new innovation district](#)

[The IQ: Richardson Innovation District unveils new name and branding](#)

[The IQ announced as new name for Richardson's innovation district](#)

President's Club Gold



A very special thank you

Salute to our largest-investment members

The Richardson Chamber companies in the top tiers of investment are true business and community leaders who have chosen to go the extra mile in their volunteer leadership and financial support of the chamber.

This month, we want to showcase our President's Club members who are truly helping to build Richardson. The chamber would not be as successful without the financial support and personal commitment by these companies.



Digital Realty -- The most important currency exchanged between enterprises and their customers is digital trust. As the ongoing surge of information accelerates, so does the need for secure data exchange across the world. First established in 2004, Digital Realty Trust © is built on the foundation of digital trust with core values driven by customer centricity, excellence, and teamwork. Digital Realty supports the data center, colocation and interconnection strategies of customers across the Americas, EMEA and APAC, ranging from cloud and information technology services, communications and social networking to financial services, manufacturing, energy, healthcare and consumer



Durkin Enterprises -- Our team of construction professionals offer a single source solution for all your construction-related needs. Whether it is a renovation, a new build, property development or a consultation, we have the experience and personnel to provide the highest quality construction, on-schedule and within budget. We have an extensive history of supporting our clients from project inception through the completion of their project. Our expertise spans the construction industry spectrum, from smaller renovations to multi-million-dollar projects. We specialize in commercial construction, project management, tenant improvements, design build & architectural services, construction & real-estate consultation, real-estate lot



KDC Real Estate -- KDC is a leading corporate build-to-suit development and investment firm for companies across the country. Within the last 30 years, KDC has produced approximately 33 million square feet valued at over \$9 billion. KDC addresses the future of corporate America by developing walkable, mixed-use urban environments anchored by notable clients, and specializes in datacenter and broadcast studio build-to-suits. KDC's portfolio includes developments for FedEx, J.P Morgan Chase, Liberty Mutual, Raytheon, State Farm (Dallas and Atlanta offices), and Toyota North America. KDC is headquartered in Dallas and is supported by a national team with offices in Atlanta and Charlotte, N.C.

New and renewing members

Please welcome our new and returning members from January.

New members

Welcome! We're so glad to have you!

Cowles and Thompson, PC
International Chem-Crete Company
J Grant Insurance Agency, LLC
LH Executive Services
Raise Your Hand Texas
Springtree Restoration LLC
The Austin Hurst Group - Better Homes
and Gardens Real Estate/Winans
Wells Fargo Bank

40+ years

President's Club

Blue Cross Blue Shield of Texas

Como Motel, Inc.

20+ years

Richardson Rotary Club
Richardson East Rotary Club
J. R. Black Properties, Ltd.

10+ years

President's Club

Reliable Chevrolet
Atmos Energy

5+ years

President's Club

Covenant Realty Corp.

AIR - "Arts Incubator of Richardson"
BKM Sowan Horan
Dallas County Commissioner 2, JJ Koch
Fox and Hound - Richardson

Fox Byrd & Company
Hyatt House-Dallas/Richardson
Leader Mutual Freight System, Inc.
Momentum Commercial Realty Inc.
Rescue Air LLC
U Haul of North Texas

1+ years

Boisset Collection
Collin College - Plano Campus
Dallas Nephrology Associates
Fresenius Medical Care Renner Rd.
Dialysis Center
Junction at Galatyn Park
Lemonov LLC
The Chicago School of Professional
Psychology
The Monarch at Richardson

Submissions policy:

If you feel you have a worthy submission for the Chamber newsletter (including member news), please email Amy Alexander at amy@richardsonchamber.com. Our goal is to create a communication vehicle interesting for the largest number of our members, so unfortunately not all submissions will be accepted. Also contact Amy for advertising possibilities.

Richardson Chamber of Commerce
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