



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

January 31, 2017 Economic Update

Iain Vasey

Corpus Christi MSA

Employment by Sector



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

	Dec 2016	Nov 2016	Dec 2015	Dec 2014	Dec 2013	Dec 2012
Total Nonagricultural	198,800	198,400	196,700	197,800	195,000	188,000
Mining, Logging, & Construction	23,200	23,400	24,100	27,200	28,700	24,900
Manufacturing	9,400	9,300	9,300	10,000	9,600	9,800
Trade, Transportation, and Utilities	36,400	36,200	36,200	36,300	34,100	33,000
Information	2,100	2,100	2,000	2,100	1,900	2,000
Financial Activities	8,800	8,800	8,600	8,600	7,600	7,600
Professional and Business Services	16,800	16,400	17,200	16,300	15,600	15,300
Education and Health Services	31,900	31,900	31,000	30,200	32,300	30,900
Leisure and Hospitality	27,200	27,300	26,200	25,100	23,600	23,200
Other Services	8,300	8,300	8,100	8,200	8,000	7,900
Government	34,700	34,700	34,000	33,800	33,600	33,400

YTD EDC Goals and Results



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Project Wins:

- Results Company “Clover”: 200 Jobs, \$4.2M Payroll
- Rangeland Energy “Chief ”: 40 Jobs, \$3.2M Payroll, \$75-100M CapEx
- Chemours Company “Lava”: 45 jobs, \$3.3M Payroll, \$230M CapEx
- BASF “Better”: 20 jobs, \$1M Payroll, \$55M CapEx

Activities:

- Prospect Visits this Quarter: 6
- Upcoming site visits: 2
- Upcoming recruitment missions: 7
- 2 Type A Incentives in process: Call Center 500 Jobs & TAMU-CC Civil & Industrial Engineering

Project Pipeline:

- ✓ YTD: 4 “Wins”, 305 Jobs
 - ✓ 4 Class A Projects (high probability) – 1,248 jobs
 - ✓ 5 Class B Projects (in competitive negotiations) – 960 jobs
 - ✓ 10 Class C Projects (early in process/low probability) – 2,354 jobs
 - ✓ 19 Total projects representing a potential of \$21.85B CapEx
-

Key Economic Indicators



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Oil Prices (WTI):

Dec. 2015 \$ 41.93/bbl.

Dec. 2016 \$ 45.72/bbl.

(WTC www.oil.com)

Natural Gas Prices:

\$ 2.84 mm btu

\$ 2.82 mm btu

(Henry Hub www.eia.gov)

U.S. Rig Count:

(www.bakerhughes.com/rigcount)

Dec 2014 1,913

Dec 2015 884

Dec 2016 481

Eagle Ford Shale Rig Count:

(www.EagleFordShale.com)

Dec 2014 260

Dec 2015 110

Dec 2016 44

Unemployment:

Dec 2015 5.3%

Dec 2016 6.1%

Employment:

Dec 2015 198,400

Dec 2016 198,800

2016 Economic Outlook Watch List



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

- SHERWIN Closed October 2016
- TPCO will complete Phase 2 in 2017
- Area has lost manufacturing jobs but has added more leisure and hospitality jobs
- The number of jobs have gone up but unemployment has also increased
- Sales tax collections down; Corpus Christi down 11%
- Oil prices appear to have stabilized in \$40-50 range
- Continued uncertainty in crude oil & energy markets impacting Texas
- Stock market at an all time high
 - Further proof that the Wall Street market is disconnected from the Main Street economy

Strategic Plan – 2017



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

➤ **Business Retention & Expansion**

- Structured program to collect data/identify issues, identify growing/at risk companies

➤ **Business Recruitment & Economic Diversification Strategy**

- Coordinated, strategic plan for recruitment, identify target industries, lead generation

➤ **Project Management**

- Coordinated protocols on client management/"honest broker"/sites & asset inventory program

➤ **Accountability, Compliance & Responsibility to Stakeholders**

- 3rd party ROI model, ensure deal point promises are delivered, guidelines for incentives
-