**Economy**

**Business Retention & Expansion**

**Relocations**

**Expansions & Relocations**

**Innovation**

**Talent**

**Education**

**Place**

**Transportation & Infrastructure**

**OA 3.0**

**Financials**

**Regional Partners**

**2018 GAEDC Board of Directors**

**OA 3.0 Investors**
Because of you, 2018 was a year of great accomplishments for Opportunity Austin, our region, and our economy.

Last year, central Texas added 36,800 jobs and increased payroll by $2.22 billion. In addition, in 2018, OA tracked 20,343 jobs created through our relocation and expansion work.

We had some major wins in 2018 including; Apple announcing a significant reinvestment in our community, the Army establishing its Futures Command here, Resideo choosing Austin for its headquarters, and Clear picking us for its first expansion. These are just some of the companies that are creating jobs in the region thanks to the work of Opportunity Austin.

These good-paying jobs, that span the spectrum of skill and education level, are of great importance to our region, and further diversify our region’s economy. These are opportunities for our friends, families, and fellow Central Texans to find work, provide for their families, pay their bills, and achieve greater prosperity.

Your investment in Opportunity in Austin makes this possible. Because of the work we have done, for the second year in a row we have been named the “No. 1 Best Place to Live in the USA” by U.S. News and World Report. Among many other accolades and honors, we were also named the “No. 1 U.S. City in Attracting the Most Workers” by LinkedIn, the “Biggest Boomtown in America” by MagnifyMoney, and “The Best Big City to Live in Right Now” by Money.

Our region continues to grow and so does air service into Austin-Bergstrom International Airport. OA’s direct investment helped land Lufthansa’s announced service to Frankfurt, Germany, connecting us to the world’s 14th busiest airport and Europe’s major financial hub.

At city hall, we advocated in favor of a soccer stadium agreement which ultimately helped our region secure its first major league sports franchise, Austin FC.

We were also instrumental in getting economic development policies passed at city council that will help us continue our work in generating new jobs in the region.

As we close out OA 3.0, here are some of our accomplishments over the past 5 years:

- **183,000 jobs generated**
- **$11.06 billion in added payroll**
- helped average annual unemployment rates fall from 5.2% to 2.9%
- helped average pay increase from $51,222 to $60,424

Opportunity Austin 3.0 has been an overwhelming success because of you. Thank you from the bottom of our hearts for investing in and believing in our region. As we launch Opportunity 4.0, we are optimistic and excited about the future prosperity in our region.

Phil Wilson  
2018 Austin Chamber Chair

Gary Farmer  
2018 Opportunity Austin Chair
“...2018 may be remembered as the year Austin stepped up to become a top-tier city for business alongside New York, Los Angeles and the San Francisco Bay Area.”

AUSTIN BUSINESS JOURNAL – 1/03/2019
### 2018 Scorecard

<table>
<thead>
<tr>
<th></th>
<th>2018 Results</th>
<th>2014-2018</th>
<th>OA 3.0 Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Jobs</td>
<td>36,800</td>
<td>183,000</td>
<td>102,663</td>
</tr>
<tr>
<td>Payroll Increase</td>
<td>$2.22B</td>
<td>$11.06B</td>
<td>$7.08B</td>
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<tr>
<td>Corporate Relocation Announcements</td>
<td>46</td>
<td>264</td>
<td>150</td>
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<tr>
<td>Local Company Expansions</td>
<td>109</td>
<td>411</td>
<td>150</td>
</tr>
<tr>
<td>Out of Region Visits</td>
<td>240</td>
<td>1,364</td>
<td>800</td>
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<tr>
<td>Prospect Visits to Central Texas</td>
<td>157</td>
<td>666</td>
<td>250</td>
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<tr>
<td>Regional Retention Surveys</td>
<td>556</td>
<td>2,209</td>
<td>1,500</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau, American Community Survey.

### Poverty Rates Declined Throughout the Region

#### Total Poverty Rate

- **Austin MSA**
- **Travis County**
- **City of Austin**

#### Childhood Poverty Rate

- **Austin MSA**
- **Travis County**
- **City of Austin**

Source: U.S. Census Bureau, American Community Survey.
<table>
<thead>
<tr>
<th>COMPANY</th>
<th>EMPLOYMENT</th>
<th>EMPLOYEE COMPENSATION (MILLIONS)</th>
<th>TOTAL ECONOMIC IMPACT (MILLIONS)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Direct</td>
<td>Indirect/Induced</td>
<td>Total</td>
</tr>
<tr>
<td>AEND Industries •</td>
<td>50</td>
<td>49</td>
<td>99</td>
</tr>
<tr>
<td>Affigen •</td>
<td>60</td>
<td>118</td>
<td>178</td>
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<tr>
<td>Apple •</td>
<td>5,000</td>
<td>6,003</td>
<td>11,003</td>
</tr>
<tr>
<td>Babylon •</td>
<td>200</td>
<td>635</td>
<td>835</td>
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<tr>
<td>Buc-ee's</td>
<td>12</td>
<td>15</td>
<td>27</td>
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<tr>
<td>Charles Schwab •</td>
<td>1,500</td>
<td>1,683</td>
<td>3,183</td>
</tr>
<tr>
<td>Chatsworth Products</td>
<td>40</td>
<td>37</td>
<td>77</td>
</tr>
<tr>
<td>Clear •</td>
<td>30</td>
<td>34</td>
<td>64</td>
</tr>
<tr>
<td>Deontics •</td>
<td>10</td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>DevicePharm •</td>
<td>10</td>
<td>14</td>
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<tr>
<td>Disco</td>
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<td>Essentium •</td>
<td>170</td>
<td>256</td>
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<td>Fetch Package</td>
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<td>31</td>
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<td>Hippo</td>
<td>60</td>
<td>85</td>
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<td>Honor •</td>
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<td>Infocyte •</td>
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<td>Interstate Restoration</td>
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<td>Jasper PIM</td>
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<td>JRS Company</td>
<td>65</td>
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<td>103</td>
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<tr>
<td>Kettle &amp; Fire Bone Broth •</td>
<td>30</td>
<td>38</td>
<td>68</td>
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<tr>
<td>COMPANY</td>
<td>EMPLOYMENT</td>
<td>EMPLOYEE COMPENSATION (MILLIONS)</td>
<td>TOTAL ECONOMIC IMPACT (MILLIONS)</td>
</tr>
<tr>
<td>-------------------------------------</td>
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<tr>
<td></td>
<td>Direct</td>
<td>Indirect/Induced</td>
<td>Total</td>
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<tr>
<td>Koridor •</td>
<td>80</td>
<td>121</td>
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<td>Outdoorsy •</td>
<td>100</td>
<td>318</td>
<td>418</td>
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<td>PIMCO •</td>
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<td>279</td>
<td>479</td>
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<td>84</td>
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<td>SAIC •</td>
<td>12</td>
<td>13</td>
<td>25</td>
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<tr>
<td>Sibu Sura Chocolates •</td>
<td>10</td>
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<td>Spreetail •</td>
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<td>418</td>
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<td>St. Patrick’s of Texas</td>
<td>25</td>
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<td>Stonepeak Infrastructure Partners •</td>
<td>20</td>
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<td>U.S. Army Futures Command •</td>
<td>500</td>
<td>237</td>
<td>737</td>
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<td>Velocity Growth</td>
<td>15</td>
<td>17</td>
<td>32</td>
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<tr>
<td>Zdaly</td>
<td>30</td>
<td>45</td>
<td>75</td>
</tr>
<tr>
<td>Zlien •</td>
<td>30</td>
<td>45</td>
<td>75</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>9,424</strong></td>
<td><strong>12,069</strong></td>
<td><strong>21,492</strong></td>
</tr>
</tbody>
</table>

* Projects directly assisted by Greater Austin Chamber*
Expansions & Relocations

LOCAL COMPANY EXPANSIONS & DIRECT NEW JOBS CREATED

- COMPANIES
- OA 2.0 JOBS
- OA 3.0 JOBS

![Graph showing expansions and relocations from 2009 to 2018.](image-url)
COMPANY RELOCATIONS & DIRECT NEW JOBS CREATED

- COMPANIES
- OA 2.0 JOBS
- OA 3.0 JOBS
VENTURE CAPITAL FUNDING ACTIVITY

Source: PwC/CB Insights MoneyTree Report.
Innovation

2018 A-LIST WINNERS

The Austin A-List Awards recognizes and celebrates the most promising and cutting-edge innovators in the Austin region.

Emerging
Received less than $1M in funding or revenue under $1M

Advanced Scanners, Inc.
Apptronik
Compassionate Cultivation
Friends and Allies Brewing Company
Medici
New Knowledge
Olono
Rocket Dollar, Inc.
System Surveyor

Growth
Received funding between $1M-$10M or revenue of $1M-$20M

Acessa Health, Inc.
Alert Media Inc.
Austin Eastciders
Cece’s® Veggie Co
eRelevance Corporation
Liveoak Technologies
PullRequest, Inc.

Scale
Received funding above $10M or revenue of $20M+

Dosh Holdings, Inc.
RigUp, Inc.
Rhythm Superfoods, LLC.
SparkCognition, Inc.
TurnKey Vacation Rentals, Inc.

Culture Awards

“Prelude to an Exit”
WP Engine, Inc.

“Welcome to Austin”
Outdoor Voices

“Triple Crown”
SailPoint Technologies, Inc.

“One to Watch”
ICON

AUSTIN GLOBAL GATEWAY

We conducted 143 meetings with asset managers, high net worth individuals and business leaders across the United Arab Emirates, Southeast Asia, Brazil, and the United Kingdom.

We helped secure a speaking spot for Yang Liu, Chairman and Chief Investment Officer of Atlantis Investment Management, at SXSW 2018 and helped connect her with over 45 business and community leaders in Austin.

We hosted Samena Capital, a principal investment group based in Dubai, who has interest in opening an Austin office and attended their annual shareholder’s meeting in Dubai in February.
“[Austin] has an incredibly strong and diverse talent pool, and it continues to be a really attractive place for people from all over to come to and move to.”

CHRIS HYAMS, CEO OF INDEED
AUSTIN AMERICAN-STATESMAN – 5/17/18
**Countdown to College**
For the past five years, the Austin Chamber and our five school district partners (Austin, Hutto, Leander, Pflugerville, Round Rock) have worked to achieve the goal of a 70% direct-to-college enrollment rate. While Class of 2018 rates are forthcoming, 83% of the Class of 2017 submitted a Texas college application and 70% completed the FAFSA, making our partners’ rates the best in the region and best in Texas.

**Meeting Workforce Needs**
With a 2.9% unemployment rate in the Austin region, the Austin and Round Rock chambers of commerce have surveyed 140 area HR leaders on current company policies to support employee upskilling. We also initiated an effort with Austin Community College and Western Governors’ University to re-enroll 6,000 community college “stop outs” to improve the region’s talent base.

**Austin Community College Initiates Bachelor’s Degree in Nursing**
With support from the Austin Chamber Board of Directors, the Texas Legislature in 2017 authorized the creation of an Austin Community College bachelor’s in nursing degree program and enrolled its initial class in fall 2018 to help meet the most acute occupational shortage in the Austin region.

**Leading by Example**
Through our regional ISD partners, we increased college- and career-readiness rates among high school seniors to 63%, about 25 percentage points above the State of Texas average (38%) for the Class of 2017.
## FAFSA Submission and Completion Rates by Texas Region

<table>
<thead>
<tr>
<th>TEA Region</th>
<th>Number of Seniors (2019)</th>
<th>Number of Submitted FAFSAs (as of 1/18/2019)</th>
<th>Number of Completed FAFSAs (as of 1/18/2019)</th>
<th>FAFSA Submission Rate (as of 1/18/2019)</th>
<th>FAFSA Completion Rate (as of 1/18/2019)</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austin Chamber DTC70 Partnership*</td>
<td>13301</td>
<td>7080</td>
<td>6703</td>
<td>53%</td>
<td>50%</td>
<td>3%</td>
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<tr>
<td>Region 1 (Edinburg)</td>
<td>29175</td>
<td>14518</td>
<td>13344</td>
<td>49.76</td>
<td>45.74</td>
<td>4.02</td>
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<tr>
<td>Region 3 (Austin)</td>
<td>25935</td>
<td>11916</td>
<td>11243</td>
<td>45.95</td>
<td>43.35</td>
<td>2.59</td>
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<tr>
<td>Region 9 (El Paso)</td>
<td>13206</td>
<td>5999</td>
<td>5488</td>
<td>45.43</td>
<td>41.56</td>
<td>3.87</td>
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<td>Region 10 (Richardson)</td>
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<td>22229</td>
<td>41.54</td>
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<tr>
<td>Region 20 (San Antonio)</td>
<td>30599</td>
<td>12236</td>
<td>11668</td>
<td>39.99</td>
<td>38.13</td>
<td>1.86</td>
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<td>Region 11 (Fort Worth)</td>
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<td>16332</td>
<td>15213</td>
<td>39.72</td>
<td>37.00</td>
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<td>Region 16 (Amarillo)</td>
<td>5396</td>
<td>2109</td>
<td>1927</td>
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<td>35.71</td>
<td>3.37</td>
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<tr>
<td>Region 17 (Lubbock)</td>
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<td>1880</td>
<td>37.40</td>
<td>35.97</td>
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<td>28017</td>
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<td>34.45</td>
<td>2.81</td>
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<td>1207</td>
<td>35.43</td>
<td>32.62</td>
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<tr>
<td>Region 12 (Waco)</td>
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<td>3828</td>
<td>3535</td>
<td>35.18</td>
<td>32.48</td>
<td>2.69</td>
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<tr>
<td>Region 14 (Abilene)</td>
<td>3026</td>
<td>1053</td>
<td>975</td>
<td>34.80</td>
<td>32.22</td>
<td>2.58</td>
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<tr>
<td>Region 15 (San Angelo)</td>
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<td>1059</td>
<td>33.84</td>
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<td>Region 2 (Corpus Christi)</td>
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<td>Region 6 (Huntsville)</td>
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<td>31.82</td>
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<td>Region 3 (Victoria)</td>
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<td>27.83</td>
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<td>Region 5 (Beaumont)</td>
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<td>27.43</td>
<td>25.32</td>
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<td>Region 18 (Midland)</td>
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<td>1143</td>
<td>23.37</td>
<td>21.10</td>
<td>2.27</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>360123</strong></td>
<td><strong>141857</strong></td>
<td><strong>131576</strong></td>
<td><strong>39.39%</strong></td>
<td><strong>36.54%</strong></td>
<td><strong>2.85%</strong></td>
</tr>
</tbody>
</table>

*Source: Austin Chamber DTC70 School Districts Disaggregated from ESC Region XIII vs. US Department of Education FAFSA submissions/completions through January 18th, 2019

Source: TEA Special Request, enrollment uses 2019-2020 Juniors as a proxy, data as of October 2018


Adapted by Austin Chamber of Commerce

Produced by TG Research and Analytical Services
Q1 FIRST TIME FAFSA FILINGS

2017: 16,413
2016: 12,319
2015: 11,204
2014: 11,507

FINANCIAL IMPACT OF FAFSA FILINGS

BASED ON AVERAGE AID AWARD (IN MILLIONS)

2017: $177.3
2016: $133.0
2015: $121.0
2014: $124.3
“Austin area residents have never been able to fly to more places from Austin-Bergstrom International Airport than they can today – and it’s helped open floodgates to new and expanding businesses.”

AUSTIN BUSINESS JOURNAL – 7/27/2018
In October, Lufthansa announced its plans to start service 5x weekly beginning in May 2019. The new flight connects Austin to Europe’s major financial hub and is a huge win for our region.

The Austin Chamber contributed to the development of Austin-Bergstrom International Airport’s 2040 Master Plan which was approved unanimously by city council.

ABIA experienced record passenger traffic with 15.8 million passengers in 2018, an increase of more than 1.9 million over 2017.

Eleven carriers announced 42 new routes in 2018.

ADVANCING MOBILITY IN CENTRAL TEXAS

Oak Hill Parkway advanced with Chamber support. Since 2006, the Austin Chamber of Commerce has supported the construction of an expressway to offer congestion relief at the Y. Our support helped it receive environmental impact clearance—an important step towards construction.

Chamber worked with CapMetro to get the word out about its CapRemap. In June 2018, CapMetro launched its largest-ever bus system redesign. In the seven months since its start, system wide ridership has increased 3%.

Project Connect. At the Chamber’s Future of Regional Mobility event in October 2018, CapMetro rolled out a vision for what Project Connect will bring to Central Texas. The Project Connect vision plan identified corridors that the community and CapMetro feel are important to create a more connected and livable city.

Held open houses on 2016 Mobility Bond for small businesses. We helped local businesses connect with the mobility bond staff so they could share concerns about impending construction on the corridors where they do business.
Elections

PASSAGE OF ROUND ROCK ISD $508 MILLION SCHOOL BOND

This bond passed with support from the Austin Chamber Board of Directors and investment from Opportunity Austin. This bond ensures high quality educational facilities will be available to families; helping our region remain competitive with the job creators.

CITY OF AUSTIN HOUSING AND MOBILITY BONDS

We vocally and financially supported, and advocated for, local bonds that were on the ballot in November. We supported propositions A and G, which both passed. We did not oppose the other bonds that passed but rather informed the community of the tax impact should all bonds pass.

CITY OF AUSTIN LAND DEVELOPMENT CODE

We also supported the “No on Prop J” campaign. Prop J would have slowed our land use policies and ultimately would have made Austin less affordable for many. Prop J failed as a result of our opposition.
The Chamber was an early supporter of a Major League Soccer team coming to Austin. We helped get the stadium deal approved in August.

**PAID SICK LEAVE**

The Chamber understands that in this competitive market, employers are in a position to provide competitive employment packages to attract and retain talent. When Austin City Council undertook a rushed approach to passing a Mandatory Paid Sick Leave (PSL) resolution, we had many concerns, most notably a lack of allowance for local economic impact data. We asked council to slow the process down and allow time to perform this crucial economic analysis prior to implementation. Unfortunately, council moved forward without making any amendments. During the appeal process in the state’s judicial system, an injunction was made, pausing the implementation process. In November, the 3rd Court of Appeals upheld that injunction and determined that a mandated PSL is akin to a wage and thus violates the state provision that municipalities cannot determine a wage. The Chamber submitted an Amicus brief to the 3rd Court of Appeals in support of that position.
Apple plans to build a $1 billion campus in Austin, Texas, that will create at least 5,000 jobs ranging from engineers to call-center agents while adding more luster to a Southwestern city that has already become a bustling tech hub.

ASSOCIATED PRESS – 12/13/18
**Financials**

**PROGRAM EXPENSES TO DATE (2014-2018)**

$18,665,250 TOTAL

**ECONOMY** (Recruiting, Business Retention & Expansion, Technology)

$9,249,929

**TALENT** (Education/Talent Attraction)

$5,392,769

**PLACE** (Advocacy, Mobility, Infrastructure)

$2,083,739

**INVESTOR RELATIONS**

$1,102,791

**OPPORTUNITY FUND**

$550,926

**OA 4.0 STRATEGY DEVELOPMENT**

$285,096
Regional Partners

Austin
Bastrop
Buda
Cedar Park
Elgin
Georgetown
Hutto
Jarrell
Kyle
Leander
Liberty Hill
Lockhart
Pflugerville
Rollingwood
Round Rock
San Marcos
Smithville
Taylor
HIGHLIGHTS

AUSTIN
› Austin City Council approved a new economic development policy to govern future incentive agreements for existing and new companies.
› Austin was selected as the location for the Army Futures Command, which will lead the Army’s modernization efforts.
› Apple announced a $1B campus in Williamson County/City of Austin that could ultimately house up to 15,000 employees.
› Other significant corporate announcements came from Resideo, Facebook, Indeed, and PIMCO among others.

BASTROP
› Seton Healthcare Family broke ground on a $30 million 40,000-square-foot medical campus.
› Agilent Technologies announced a 15,000 square-foot expansion of its logistics center.
› The City of Bastrop is undergoing a complete development code rewrite, which will make development in Bastrop faster and easier to facilitate growth.

BUDA
› Buda welcomes three major medical facilities: Baylor Scott & White Health, a full-service medical clinic; Ascension Seton Health Center; and St. David’s Emergency Center, a free-standing facility.
› Sunfield Station is constructing an indoor multi-use sports complex and sports retail center; the project will be around 60,000 square feet.

CEDAR PARK
› Voltabox is expanding by 20,000 square feet, doubling its current footprint.
› TIG constructed 100,000 square feet of speculative flex space in Scottsdale Crossing.
› Bell Boulevard, planned mixed-use redevelopment, entered into exclusive negotiations with RedLeaf Properties as the city’s master developer partner.

ELGIN
› OnePoint Solutions purchased a 45,000 square-foot building, creating 50 new jobs.
› An assisted living provider purchased six acres and will create 60 new jobs.
› A $1 million Texas Capital Fund grant was used to complete a water/sewer extension on Roy Rivers Road.
› Triple Freeport Inventory Exemption now in place.
› MUDs were approved for about 3,500 new homes.

GEORGETOWN
› Georgetown and Williamson County approved a TIRZ agreement for Wolf Lakes, a 164-acre mixed-use development on IH-35.
› TIG announced a 140,000 square foot speculative development.
› Holt Caterpillar broke ground on a 60,000 square-foot facility with 129 new jobs.
› Wolf Crossing broke ground on a 600,000 square-foot retail/hotel development.
### Hutto
- The Co-Op District is underway with over 700,000 square feet planned for office, entertainment, retail, restaurants, and a new city hall.
- Innovation Business Park’s spec building of 150,000 square feet is ready to be leased. Tenants include Paradigm Metals.
- JRS Company’s 35,000-square-foot building is complete, bringing 70 new jobs.

### Jarrell
- Brookshire Brothers grocery store opened.
- Williamson County Sheriff’s Posse Rodeo announced Jarrell as permanent home.
- Jarrell Town Center Apartments and Jarrell Heights townhomes are under construction.
- Construction started on a new interstate overpass at CR305.
- A project to triple the city’s wastewater capacity began.

### Leander
- Austin Community College opened the 2,500-student San Gabriel campus and 175-seat ACCELERATOR technology lab, with additional growth potential on 100 acres.
- The city’s first hotel, Holiday Inn Express, is slated to open with 86 rooms.
- $15 million in bonds for infrastructure have been allocated toward a future downtown development in the city’s Transit-Oriented District.

### Liberty Hill
- Dairy Queen opened and AutoZone neared completion.
- Iron B Crossing opened the second of three 2,100-square-foot retail/office spaces.
- The Water Tower 21,000-square-foot retail center is under construction.
- Butler Farms neighborhood announced it will have 1,100 homes when completed.

### Kyle
- Received $172 million in investment, including expansions for Austin Community College, Seton | Ascension, and the opening of AlSCO.
- HPI & Hillwood constructed Hays Logistic Center, a 430,000-square-foot distribution and fulfillment center.
- Majestic Realty broke ground on the 40-acre multi-tenant Kyle Crossing Business Park, totaling 535,000 square feet.

### Lockhart
- Visionary Fiber Technologies (commercializing research from Texas State University) is the largest of $20 million of capital investments in the industrial sector.
- $150 million of healthcare, commercial and housing developments are underway.
- With 1.5 million visitors coming for Lockhart BBQ annually, the city plans investments into destination appeal.
<table>
<thead>
<tr>
<th>PFLUGERVILLE</th>
<th>SAN MARCOS</th>
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<tbody>
<tr>
<td>› 3D manufacturing company Essentium relocates and expands its headquarters, creating at least 170 new jobs.</td>
<td>› Forbes name San Marcos as a “Best Place to Retire.”</td>
</tr>
<tr>
<td>› Real estate developer, Live Oak, opened a $14 million, 305,000 square-foot Class A industrial park.</td>
<td>› Industry Week proclaims, “The Greater San Marcos region is transforming into the Texas Innovation Corridor.”</td>
</tr>
<tr>
<td>› Developer IGX broke ground on over 200,000 square feet of industrial flex space in One Thirty Business Park.</td>
<td>› San Marcos has the highest population share of millennials (largest generation in U.S. workforce) in Texas according to US Census Bureau 2013-2017 ACS.</td>
</tr>
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<thead>
<tr>
<th>ROLLINGWOOD</th>
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<tr>
<td>› Construction started on Rollingwood Center III, a five-story LEED Silver Class A office building set to deliver 128,000 square feet in 2019.</td>
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<td>› Rollingwood was ranked the No. 1 Suburb to Raise a Family in Texas by Niche.com.</td>
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<tr>
<td>› Rollingwood completed a comprehensive branding effort.</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>ROUND ROCK</th>
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<tbody>
<tr>
<td>› Chatsworth Products Inc. opened a 34,000-square -foot facility with 50 employees.</td>
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<tr>
<td>› Chisholm Trail Trade Center, an industrial business park, will offer over 440,000 square feet of industrial space.</td>
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<tr>
<td>› BGE Inc will occupy 20,000 square feet in Frontera Crossing.</td>
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<tr>
<th>SMITHVILLE</th>
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<tr>
<td>› Mickelthwait Market &amp; Grocery will open in spring 2019.</td>
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<tr>
<td>› 230 Properties, LLC announced plans to construct a 30-home subdivision.</td>
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<tr>
<td>› Quance Development, LLC will begin construction of the Sage House Country Inn.</td>
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</tbody>
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<tr>
<th>TAYLOR</th>
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<tr>
<td>› RCR Rail Park LLC purchased 700 acres in an Opportunity Zone. Rail infrastructure will be focused on key industrial/distribution sites.</td>
</tr>
<tr>
<td>› St. Patricks of Texas acquired a 50,000-square -foot spec building and will create 25 new jobs initially, investing $8,000,000.</td>
</tr>
<tr>
<td>› ERCOT completed a 17,000 square foot training facility at its headquarters in Taylor.</td>
</tr>
</tbody>
</table>
It seems as though every week in 2018 there was a new job creation announcement that Opportunity Austin was directly involved in. These announcements are more than news stories; they are opportunities for someone to find work, to pay their bills, buy a home, provide for their family, and achieve greater prosperity.

Since Opportunity Austin began in 2004, we have: helped create more than 400,000 jobs, making us the fastest growing job market by percentage; contributed to a 63% increase in jobs in the region; helped our region achieve one of the lowest unemployment rates in the country; and helped median household income increase from $47,182 to $73,800 (2017) – a 56% increase compared to a 38% national increase.

Opportunity Austin 4.0 has a five-year plan to add 161,000 net new jobs, increase average wages to $66,000, reduce the region’s poverty rate to 9.5%, and help 56.5% of residents earn an associate degree or higher education certification.

We are working together to help our region achieve prosperity. Thank you for your support these last five years and please join us for OA 4.0 as we build on our achievements.
2018 GAEDC Board of Directors

Chair
Gary Farmer
President, Heritage Title Company

Immediate Past Chair
Kerry Hall
President, Austin Region Texas Capital Bank

Vice Chairman
Casey Dobson
Partner, Scott, Douglass & McConnico

Treasurer
Cindy Matula
Managing Director, Central Texas Region Manager, Chase Bank

General Counsel/Assistant Secretary
Matthew Dow
Partner, Jackson Walker LLP

President/Secretary
Mike Rollins
President, Greater Austin Chamber of Commerce

Chair, Austin Chamber
Phil Wilson
General Manager, Lower Colorado River Authority (LCRA)

Immediate Past Chair, Austin Chamber
Ellen Wood
CEO, vcfo

Terms Expiring December 31, 2018
Tim Crowley
Regional President – Austin Region, Frost
Matthew Dow
Partner, Jackson Walker LLP
Greg Fenves
President, The University of Texas at Austin
Laura Gottesman
Owner, Gottesman Residential Real Estate
Tim Hendricks
Senior Vice President, Cousins Properties Incorporated
Chad Marsh
Managing Principal, Endeavor Real Estate Group
Cindy Matula
Managing Director, Central Texas Region Manager, Chase Bank
Rick Whiteley
Executive Director, Cushman & Wakefield

Terms Expiring December 31, 2019
Lorinda Hollaway
Partner, Husch Blackwell, LLP
David Huffstutler
President/CEO, St. David’s HealthCare
Seth Johnston
Vice President, Marketing, Lincoln Property Company
Bart Matheney
Principal, AQUILA Commercial
Bill Redd
Executive Vice President and Senior Managing Director, Brandywine Realty Trust
James Dyess
CEO, Horizon Bank
Matt Williamson
Managing Director, The Beck Group
Howard Yancy
President, Zydeco Development

Terms Expiring December 31, 2020
Craig Cordola
President and Chief Executive Officer, Ascension Texas
Mark Curry
Community Bank President, Wells Fargo
Casey Dobson
Partner, Scott, Douglass & McConnico
Chuck Lipscomb
Vice President – Business Development Director, JE Dunn Construction
Shantel Norman
Vice President - Operations, Texas Gas Service
Don Reese
Principal/President, Riverside Resources
Richard Ridings
Vice President, HNTB Corporation
Todd Wallace
Managing Director, JLL
Pete Winstead
Shareholder, Winstead PC
OPPORTUNITY AUSTIN 3.0 LEAD INVESTORS

$100,000 and up ($20,000 minimum/year)

3M
AQUILA Commercial, LLC
Armbrust & Brown, PLLC
Ascension Seton
Austin American-Statesman
Austin Board of Realtors
Austin Commercial, LP
Austin Community College District
Austin Opera
Avison Young - Texas, LLC
Baker Botts LLP
Bank of America
BBVA Compass/BBVA Compass Foundation
Benchmark Development
Brandywine Realty Trust
Brookfield Residential
Capital Metropolitan Transportation Authority
CapRidge Partners, LLC
CBRE
Central Texas Regional Mobility Authority
Cielo Property Group
Cintra US
Circuit of the Americas
City of Austin / Austin Energy
CleanScapes, LP
Clinical Pathology Laboratories, Inc.
Cousins Properties Incorporated
Cushman & Wakefield
Cypress Real Estate Advisors, Inc.
D.R. Horton
Data Foundry
Delaware North Companies
Dimensional Fund Advisors, LP
DivcoWest Real Estate Investments
Downtown Austin Alliance
DPR Construction
Dynamic Systems, Inc.
Endeavor Real Estate Group
Forestar Group, Inc.
Frost
Graves, Dougherty, Hearon & Moody, PC
Greenberg Traurig, LLP
Griffis Residential
Hanger, Inc.
H-E-B Austin Regional Office
Hensel Phelps Construction Co.
Heritage Title Company of Austin
HFF
Hill & Wilkinson Construction Group
HNTB Corporation
HPI Real Estate Services and Investments
Husch Blackwell, LLP
IBC Bank
Independence Title
Jackson Walker, LLP
JE Dunn Construction
JMI Realty
JPMorgan Chase
Kuper Sotheby’s International Realty
Lincoln Property Company
Live Oak
Locke Lord, LLP
Lower Colorado River Authority (LCRA)
Maxwell Locke & Ritter LLP / ML&R Wealth Management
Milestone Community Builders, LLC / Topfer Family Foundation
Norton Rose Fulbright LLP
NXP Semiconductors
Pape-Dawson Engineers, Inc.
Professional Janitorial Service
Randolph-Brooks Federal Credit Union (RBFCU)
RANGER Excavating, LP
Real Estate Council of Austin, Inc.
Riverside Resources
Samsung Austin Semiconductor, LLC
Scott, Douglass & McConnico, LLP
SpawGlass Contractors, Inc.
Spear Street Capital
Spire Realty Group, LP
St. David’s HealthCare
Stantec
Stratus Properties
Stream Realty Partners - Austin, LP
Texas Gas Service
Texas Mutual Insurance Company
Texas State University
The Beck Group
TIER REIT, Inc.
Trammell Crow Company
UFCU
United Heritage Credit Union
University of Texas at Austin
Upland Software
Wells Fargo
White Construction Company
Winstead PC
Zydeco Development
## OPPORTUNITY AUSTIN 3.0 ADVANCED INVESTORS

$50,000 to $99,999 ($10,000 minimum/year)

<table>
<thead>
<tr>
<th>ABC Home &amp; Commercial Services</th>
<th>HID Global</th>
<th>Transwestern Development Company</th>
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<tbody>
<tr>
<td>American Bank, NA</td>
<td>Hilton Austin</td>
<td>US Anesthesia Partners - Central Texas</td>
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<td>American Campus Communities</td>
<td>Howdy Honda</td>
<td>Vinson &amp; Elkins LLP</td>
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<tr>
<td>AT&amp;T</td>
<td>Intertech Flooring</td>
<td>Workplace Resource</td>
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<tr>
<td>Austin Regional Clinic</td>
<td>JLL</td>
<td>Zapalac/Reed Construction Company, L.P.</td>
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<tr>
<td>BancorpSouth Bank</td>
<td>Kinnser Software</td>
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<tr>
<td>Bartlett Cocke General Contractors</td>
<td>LegalZoom</td>
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<tr>
<td>Bastrop Economic Development Corporation</td>
<td>Luminex Corporation</td>
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<td>Bazaarvoice</td>
<td>Marsh Wortham</td>
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<tr>
<td>Berkadia Commercial Mortgage LLC</td>
<td>Metcalfe Wolff Stuart &amp; Williams, LLP</td>
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<tr>
<td>Capital One Bank</td>
<td>Moore &amp; Associates, Inc.</td>
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<td>Catellus Development Corporation</td>
<td>nFusion</td>
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<td>Charter Communications</td>
<td>Pflugerville Community Development Corporation</td>
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<td>Cirrus Logic</td>
<td>PlainsCapital Bank</td>
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<tr>
<td>City of Georgetown - Economic Development Department</td>
<td>Regions Bank</td>
<td></td>
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<tr>
<td>City of Hutto/EDC</td>
<td>Round Rock Chamber</td>
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<tr>
<td>Comerica Bank</td>
<td>Schlosser Development Corporation</td>
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<tr>
<td>Cypress Semiconductor</td>
<td>Slack Davis Sanger</td>
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<tr>
<td>Deloitte, LLP</td>
<td>STG Design, Inc.</td>
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<tr>
<td>DLA Piper, LLP (US)</td>
<td>Swinerton Builders</td>
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<tr>
<td>Edgenuity</td>
<td>Taylor Economic Development Corporation</td>
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<tr>
<td>Envolve Health</td>
<td>TEL</td>
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<tr>
<td>Greater San Marcos Partnership</td>
<td>Tenura Holdings, Inc.</td>
<td></td>
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<tr>
<td>GSC Architects</td>
<td>Terracon Consultants</td>
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<tr>
<td>HDR Engineering, Inc.</td>
<td>Texas Capital Bank</td>
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OPPORTUNITY AUSTIN 3.0 INVESTORS

Up to $49,000 ($9,999 maximum/year)

360 Electrical Contractors, Inc.
9Gauge Partners, LLC
A Greater Austin Development Company, Ltd.
A+ Federal Credit Union
Access to Culture/ Sharon Schweitzer
ADP
Airco Mechanical, Ltd.
American Bank of Commerce
American Constructors, Inc.
Amplify Credit Union
Applied Materials, Inc.
Approved By Jake
Ardent Residential
Asuragen, Inc.
Austin Business Journal
Austin Hotel & Lodging Association
Baker Drywall Austin
Balcones Resources
Bank of Austin
Barshop & Oles Company
Bay & Associates, Inc.
BB&T
Benchmark Bank
Bergelectric Corporation
Berkshire Realty Holdings, LP
Biggs Plumbing and Mechanical Inc.
Blazier, Christensen, Browder & Virr, P.C.
Bonner Carrington
Borgelt Law
Bridgepoint Consulting/ Addison Group
Broaddus & Associates
Broadway Bank
Buda Economic Development Corporation
Buena Vista Foundation
Buffington Homes
BuildASign
Burks Digital Reprographics
Capform, Inc.
Capital Pumping, LP
Capitol Chevrolet
Cappello Capital Corporation
Cardno Haynes Whaley
Carollo Engineers, Inc.
Carr, Riggs & Ingram, LLC
Catapult Systems, LLC
Cathy Coneway (Stanberry & Associates)
Cedar Park Economic Development Corporation
Central National Bank
Christianson Air Conditioning & Plumbing, LLC
City of Kyle
City of Leander
City of Smithville
CLS Partners
Coleman & Associates
Community Impact Newspaper
Concordia University Texas
CTA Architects & Engineers
Customer Research International
CWS Apartment Homes
CWS Corporate Housing
Danze & Davis Architects, Inc.
David Petrick Company, Inc.
David Weekley Homes
DCA Construction, LP
Don Hewlett Chevrolet Buick Inc.
Door Number 3 (DISCONTINUED 3.0)
Doucet & Associates
DuBois Bryant & Campbell
Elgin Economic Development Corporation
Elizabeth Christian Public Relations, LLC
Ellis & Salazar Garage and Body Shop
Emerson
Enoch Kever, PLLC
Equitable Commercial Realty (ECR)
Ernst & Young, LLP
ETS-Lindgren
Farmers Insurance Group of Companies
First United Bank
Flieller, Kruger, Skelton & Plyler, PLLC
Flynn Construction, Inc.
Focus Strategies
Investment Banking
Four Seasons Hotel Austin
FourT Realty
Fox Service Company
Frost Insurance
Gemalto
Gensler
Glass & Company, Certified Public Accountants, PC
Google, Inc.
Gottesman Residential Real Estate
Goveia Commercial Real Estate
Grande Communications
Granite Properties of Texas
Gray Engineering, Inc.
Group Solutions RJW
GSD&M
Haegelin Construction Company, Ltd.
Hagler & Kerr, LLC
Hahn Public Communications
Harvey-Cleary Builders
Hawkeye Partners, LP
HealthCare Facilities
Development Corporation
Heldenfels Enterprises, Inc.
Higginbotham
Highland Resources, Inc.
Hill Country Electric Supply
Holtzman Partners, LLP
Home Builders Association of Greater Austin
Horizon Bank
Huston-Tillotson University
Hyatt Regency Austin
Imagecraft Exhibits
Independent Bank
Investors Alliance, Inc.
Ironwood Real Estate
J.R. Schneider Construction
Jack Nash & Wayne Burklund
Jarrell Economic Development Corporation
JMEG, LP
Jones & Carter, Inc.
Journeyman Construction, Inc.
K Friese & Associates
Karlin Real Estate
KEYE-TV Channel 42/CBS
Kimley-Horn and Associates, Inc.
Knight Office Solutions of Austin
KPMG LLP
Land Strategies, Inc.
Larry Peel Company
LASCO Acoustics and Drywall, Inc.
LEDIC Realty Company, LLC
Lennar Homes
Liberty Hill Economic Development Corporation (LHEDC)
LNV, Inc.
Lockhart Economic Development Corporation (LEDC)
Lott Brothers Construction Company, Ltd.
Luther King Capital Management
Marsh & McLennan Agency
Mathias Partners
Commercial Real Estate
McGarrah Jessee
McGuyer Home Builders, Inc. “MHI”
McKinney Drilling Company
McLean & Howard, LLP
Meador & Jones
Mechanical Reps, Inc.
Moreland Properties
Morrison & Head, LP
Mr. Jerry M. Frey
Mr. Jimbo Cotton
Mtech/Comfort Systems USA
Mtech-Icon
Newmark Grubb Knight Frank
Newmark Knight Frank
Northstar Fire Protection
Norwood Tower LP
O’Connell Robertson
Oden Hughes, LLC
Office Furniture NOW!
Pfluger Associates Architects
PMB Helin Donovan, LLP
Post Properties, Inc.
Prosperity Bank
PulteGroup
R & R Limousine & Bus
Realty Austin
Rhode Partners
Rifeline
RKB Contractors, Inc.
Robert & Amy Thomas
Rockford Business Interiors
Rogers-O’Brien Construction Company
Rollingwood Community Development Corporation
RPS Klotz Associates
RS&H
Ryan Companies US, Inc.
Sabre Commercial, Inc.
SACHEM, Inc.
Santa Rita Ranch
Saunders, Norval, Pargaman & Atkins, LLP
Savills Studley
Siemens Industry, Inc.
Silicon Valley Bank
Simmons Bank (formerly Bank SNB)
Simon Property Group
Southside Bank
Southwest Strategies Group
Stellargy Services, LLC
Steve T. Matthews Company
Stewart Title of Austin, LLC
Strait Music Company
Studio 8 Architects, Inc.
Summit Commercial
SynerMark (formerly Kennedy Wilson)
TBG Partners, Inc.
TDIndustries
Teeple Partners, Inc.
Terry McDaniel & Company - Investment Counsel
Texas Document Solutions, Inc.
Texas Engineering Solutions
Texas Realty Capital, LP
The Brandt Companies, LLC
The Burt Group
The HT Group
The Marek Companies
The Nyle Maxwell Family of Dealerships
The Steam Team Cleaning and Restoration
Thomas Graphics, Inc.
Thrive, FP
ThyssenKrupp Elevators America
TIG Real Estate Services Inc.
Time Insurance Agency, Inc.
Titus Electrical Contracting, LP, a Division of the Titus

Industrial Group
Tramar Properties
Trinity Real Estate Finance
TyRex Group, Ltd.
UBEQ Business Services
United Commercial Realty
Urbanspace Real Estate + Interiors
USI Insurance Services
vcfo, Inc.
Visit Austin
Walmart
Walters Southwest
Watkins Insurance Group
Wattinger Company, Inc.
Weaver and Tidwell LLP
Wes Peoples Homes
Westlake Chamber of Commerce
Thank You!

Your investment in, and commitment to, our region is what has made Opportunity Austin 3.0 successful over these last five years.