

An aerial night photograph of a city skyline. The scene is dominated by numerous illuminated buildings of varying heights and architectural styles. In the foreground, a large, modern building with a grid-like facade is brightly lit. To its right, a large, curved structure, possibly a stadium or arena, is visible. The background shows a dense urban landscape with many smaller lights, suggesting a large city. The overall atmosphere is vibrant and modern.

ITEMS 19.1 & 19.2

# PROFESSIONAL SERVICES AGREEMENT WITH CYPRESS INTERNATIONAL, INC.

IN PARTNERSHIP WITH THE CHAMBER OF COMMERCE

Goal 1: Create an Environment Conducive to  
Strong, Sustainable Economic Development

PROFESSIONAL SERVICES AGREEMENT

# AGREEMENT SUMMARY

- **Contractor:** Cypress International, Inc.
- **Purpose:** Promote regional economic development and growth related to the defense and aerospace industries
- **Services:**
  - Provide information, advice, assessment, and recommendations on future Department of Defense Stationing initiatives, Base Realignment and Closure activities, and Service actions impacting the region;
  - Provide information related to defense/aerospace companies considering locations to perform research, development, engineering, supply chain management, production and/or product sustainment operations;
  - Provide assistance to the City in representing itself briefings to federal government organizations in advance of regional military installation advocacy efforts.
- **Term:** 3 Years, effective March 1, 2019
- **Contractual Obligation:** up to \$180,004.00 annually (includes up to \$10,000.00 in travel subject to City approval)
- **Partner:** Chamber of Commerce
- **Shared Cost:** Chamber to contribute \$60,000.00 annually

# AREAS OF FOCUS

## 1. Increase Defense Industry Engagement

- Attract defense companies based on recurring missions at Fort Bliss and White Sands.

## 2. Leverage Higher Education Partnerships to Attract Defense R&D Projects

- For example, build upon UTEP's R1 designation to attract defense companies for new research and development projects.

## 3. Address Transitioning Soldiers and Families

- Improve messaging and ability to retain and attract transitioning soldiers and families within the region following service completion.

## 4. Improve El Paso's Appeal for Future Stationing Initiatives

- Identify and advise on actions to be taken now to improve El Paso's standing for future stationing initiatives such as Base Realignment and Closure activities.

## 5. Attract New Defense and Aerospace Contractors to the Region

- As one of seven key industry sectors identified as providing a high level of opportunity for our region, provide support and guidance in attracting new defense and aerospace contractors to the region.

# THANK YOU

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