

ECONOMIC DEVELOPMENT



FY 2017 San Antonio Economic Development Foundation Economic Development Services Agreement

January 19, 2017
City Council Item # 20

Rene Dominguez, Director, Economic Development Department

ITEM FOR CONSIDERATION

This Ordinance:

- Approving the Fiscal Year 2017 San Antonio Economic Development Foundation Development Services Agreement in the amount of \$590,000.



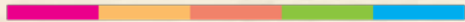
Background

- 2009 Mayoral Subcommittee on Corporate Recruitment and Retention recommendations:
 - Collaboration, Private Sector Leadership, Maximization of Resources
- 5-year Partnership Completed (2011-2015)
 - Annual adoption of Action Plan with implementation metrics
 - Addition of FDI based on Brookings Trade and Investment Strategy effort
 - Economic Development Strategic Plan Development
- On Jan 5, 2016 EHDC was provided a FY11- FY15 performance assessment conducted by original 2009 Subcommittee members
- FY 2016 – Adoption of *Strategic Plan Implementation Agreement* to unify community partners under one goal

PROPOSED FY 2017 ACTION PLAN

- Goals and Objectives based on: Business Recruitment, BRE, Entrepreneurial Development and Workforce Development.
- Metrics focused on Target Industries and high-wage jobs.
- FDI and administration of the agreement with the City's Texas/Japan Office.

SAN ANTONIO



**TRADE
& INVESTMENT
STRATEGY 2015**



FY 2017 ACTION PLAN GOALS



Metric*	Goal
Locations/Expansion	26
New Jobs Created	3,000
High Wage Jobs (>\$50k)	600
International Marketing Trips	2
BRE Visits	20

* Sample of FY 2017 Agreement Metrics

FY 2017 ACTION PLAN ENHANCEMENTS

- In FY 2017, SAEDF will continue to implement Forefront SA by:
 - Convening economic development stakeholders with one collective goal.
 - Establishing new community indicators & metrics to align short-term tactics with long-term goals.
 - Updating Forefront SA annually capturing on-going and planned strategies.



FISCAL IMPACT

- Funding was budgeted in the FY 2017 Budget and is appropriated from the Economic Development Incentive Fund in the amount of \$500,000 with \$90,000 allocated from the General Fund for a total of \$590,000.

RECOMMENDATION

- Staff recommends City Council approve the proposed FY 2017 SAEDF Economic Development Services Agreement.

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