

**ECONOMIC AND HUMAN DEVELOPMENT
COUNCIL COMMITTEE MEETING MINUTES
TUESDAY, NOVEMBER 1, 2016
1:30 PM
MEDIA BRIEFING ROOM, CITY HALL**

Members Present:	Councilmember Joe Krier, <i>Chair, District 9</i> Councilmember Roberto Treviño, <i>District 1</i> Councilmember Rebecca Viagran, <i>District 3</i> Councilmember Ray Lopez, <i>District 6</i> Councilmember Mike Gallagher, <i>District 10</i>
Members Absent:	None
Staff Present:	Carlos Contreras, <i>Assistant City Manager</i> ; Lori Houston, <i>Assistant City Manager</i> ; Katinka Howell, <i>Assistant City Attorney</i> ; Ray Rodriguez, <i>Assistant City Attorney</i> ; Rene Dominguez, <i>Director, Economic Development Department</i> ; N. Thomas Jones, <i>Director, Aviation Department</i> ; Michael Sindon, <i>Assistant Director, Economic Development Department</i> ; Nadia Auch, <i>President, Café Commerce</i> ; Denice F. Trevino, <i>Office of the City Clerk</i>

Call to Order

Chairman Krier called the meeting to order.

1. Approval of the Minutes from the October 4, 2016 Economic and Human Development Committee Meeting.

Councilmember Lopez moved to approve the Minutes of the October 4, 2016 Economic and Human Development Council Committee Meeting. Councilmember Viagran seconded the motion. Motion carried unanimously.

Executive Session

Chairman Krier recessed the Economic and Human Development Council Committee into Executive Session at 1:31 p.m. for deliberations regarding economic development negotiations and to discuss related legal issues pursuant to Texas Government Code Sections 551.086 (economic development) and 551.071 (consultation with attorney).

Chairman Krier reconvened the meeting at 2:32 p.m. and stated that no action was taken during the Executive Session.

Briefing and Possible Action on:

2. A Briefing on the Services and Outcomes Achieved through Café Commerce, as well as the Appointment of a New Member to the Café Commerce Advisory Board

Rene Dominguez stated that in 2012, a Taskforce of Business Owners and Advocacy Organizations were convened to brainstorm methods and strategies for promoting small and new business growth in San Antonio. He noted that the Taskforce identified the need to establish a culture of entrepreneurship throughout the San Antonio Community and increase coaching and mentoring opportunities for future and existing Small Business Owners. He stated that the development of Café Commerce was recommended as a mechanism by which to implement these types of programs. He noted that in 2013, City Council approved a professional services agreement with ACCION Texas, now LiftFund, for the operation and management of Café Commerce, which included both a virtual and physical location where entrepreneurs gather, collaborate, and learn more about entrepreneurship and small business resources.

Nadia Auch presented information on her background. She stated the following goals of Café Commerce and the San Antonio Ecosystem:

- Inclusive Economy: serve 1.4 million residents
- Educate and serve as a resource center for Bexar County's 27,938 plus small businesses (all industries and stages)
- Free and accessible services and support
- Inspire and accelerate entrepreneurial mindset
- Focus on sustainable models (economic, social, and environmental)

She stated that the primary targets served were people who were ready to start a business or take theirs to the next level such as established Small Business Owners and Aspiring Entrepreneurs. She noted that secondary targets served included:

- All entrepreneurs, people with an idea
- Youth
- Influencers
- Partners and resource providers
- Community

Ms. Auch noted that free parking was available at the Café Commerce Location. She stated that the Advisory Board was implemented in February 2015. She noted that Café Commerce had a small staff, and Internship Program, and 88 Resource Partners. She stated that there were five members on the Advisory Board who were very successful entrepreneurs. She noted that the Resource Partners provided guidance and support for Business Planning, Accounting, Marketing, and Legal Issues. She reported that to date; there have been 7,693 total visits by individuals which translated to 873 consulting hours and resulted in 3,320 referrals. She stated that Café Commerce had hosted 286 events, with 71 of those being outside events. She presented the following survey results for jobs created in the first three quarters of 2016:

QUARTER	FULL TIME JOBS	PART TIME JOBS	EQUITY RAISED
Q1 2016	38	15	\$70,000
Q2 2016	35	30	\$114,500
Q3 2016	32	37	\$115,575
TOTALS	105	82	\$300,075

Ms. Auch reviewed the following programs offered by Café Commerce:

- 1 Million Cups
- Pitch Tab
- Break Fast & Lunch
- Phase I Incubator
- Youth Eship
- Venture Challenge SA
- E Week SA

She mentioned that Entrepreneur Week, as part of National Entrepreneur Week, would be held on November 14-18, 2016 with 54 speakers scheduled including Mayor Taylor. She invited everyone to attend the rebrand unveiling on November 18, 2016 at 8:30 a.m. at Café Commerce.

No action was required for Item 2.

Adjourn

There being no further discussion, the meeting was adjourned at 2:48 p.m.

Joe Krier, Chairman

Respectfully Submitted,

Denice F. Trevino