

**ECONOMIC AND WORKFORCE DEVELOPMENT
COUNCIL COMMITTEE MEETING MINUTES
TUESDAY, FEBRUARY 6, 2018
1:30 PM
MEDIA BRIEFING ROOM**

Members Present:	Councilmember Rebecca Viagran, <i>Chair, District 3</i> Councilmember Shirley Gonzales, <i>District 5</i> Councilmember Manny Pelaez, <i>District 8</i> Councilmember John Courage, <i>District 9</i> Councilmember Clayton Perry, <i>District 10</i>
Members Absent:	None
Staff Present:	Rod Sanchez, <i>Assistant City Manager</i> ; Katinka Howell, <i>Assistant City Attorney</i> ; Rene Dominguez, <i>Director, Economic Development Department</i> ; Alejandra Lopez, <i>Assistant Director, Economic Development Department</i> ; Denice F. Trevino, <i>Office of the City Clerk</i>
Others Present:	Will Garrett, <i>San Antonio Chamber of Commerce</i> ; David Heard, <i>CEO, Tech Bloc</i> ; Marcel Johnson, <i>UT Business Development, Port San Antonio</i> ; Reynaldo Cano, <i>San Antonio Economic Development Foundation</i> ; Shari Biediger, <i>Reporter, Rivard Report</i> ; Emily Royall, <i>Data Director, Rivard Report</i>

Call to Order

Chairperson Viagran called the meeting to order.

1. Approval of the Minutes from the January 9, 2018 Economic and Workforce Development Committee Meeting.

Councilmember Courage moved to approve the Minutes of the January 9, 2018 Economic and Workforce Development Council Committee Meeting. Councilmember Pelaez seconded the motion. The motion carried unanimously.

Item 4 was addressed at this time.

Briefing and Possible Action on:

4. Briefing on SXSW 2018 Initiative. [Roderick Sanchez, Assistant City Manager; Rene Dominguez, Director, Economic Development]

Rene Dominguez stated that SouthXSouthwest (SXSW) was the world's largest technology and creative conference and was a showcase of music, film, and the latest industry trends. He noted that there were 422,000 participants in 2017 with 87% of attendees holding a Bachelor's Degree or higher. He stated that the City of San Antonio (CoSA) had been involved in SXSW for the

past two years and a group of stakeholders held meetings from September 2017 until present. He stated that the value to CoSA was in the job fair and Tech Bloc would lead the job market on March 10-11, 2018. He stated that community partners would collaborate on a long-term strategy for SXSW and other conferences.

David Heard reviewed the activities of CoSA last year at SXSW and those planned for this year. He stated that this year, job fair data would be tracked.

Councilmember Perry asked of the data from last year concerning jobs. Mr. Heard replied that data was not tracked last year. He stated that resumes received last year were for entry level jobs and from those who wished to relocate. However, he noted that jobs filled would be tracked this year and noted that a booth would be constructed which could be utilized by others and would contain branding for CoSA.

Councilmember Courage requested a report for this year on SXSW.

Councilmember Gonzales asked if SXSW was continuing to grow. Mr. Heard replied that it was. Councilmember Gonales suggested that CoSA be promoted as a progressive city.

Chairperson Viagran requested that information on the Tricentennial be provided at SXSW.

No action was required for Item 4.

2. Briefing on CyberSecurity San Antonio. [Roderick Sanchez, Assistant City Manager; Rene Dominguez, Director, Economic Development]

Will Garrett stated that CyberSecurity SA was an ecosystem which connected our military intelligence community, academic institutions, entrepreneurs, and municipal organizations. He noted that San Antonio boasted the second largest cluster of Cyber and intelligence assets in the nation outside of the U.S. National Capital Region. He stated that San Antonio was quickly becoming a U.S. Leader in cyber solutions, innovation, and collaboration. He reviewed the timeline for CyberSecurity in San Antonio and strategies that include:

- Organization
- Global engagement
- Military and Federal
- Workforce and talent
- Innovation and economic development

Mr. Garrett reviewed the elements of the strategy. He stated that CoSA could leverage its strengths, enhance national security, accelerate new company and product creation, and emerge as a global leader for solving the most complex cyber problems.

Councilmember Pelaez asked of our greatest competition. Mr. Garrett stated that the greatest competition was from Washington, D.C., Virginia, Atlanta, and Boston.

Councilmember Gonzales spoke of ensuring that all high schools participate in Patriot Security Teams.

Councilmember Courage spoke of maintaining equality in schools for technical support.

No action was required for Item 2.

3. Briefing on the Brookings Global Initiative. [Roderick Sanchez, Assistant City Manager; Rene Dominguez, Director, Economic Development]

Alejandra Lopez stated that the city had partnered with the Brookings Institute for over five years. She stated that Foreign Direct Investment (FDI) and exports presented substantial opportunities but lacked the specificity to target strategies and limited resources in a meaningful way. She noted that the goal to address this was to identify metros for growth which would yield measureable outcomes and guide resources, allocation, time, and focus. She stated that this would be industry-led and promote industry cluster development. She noted that work with the Brookings Institute was in the form of assignments. She stated that the first assignment focused on identifying one of the city's key industries, assessing its global demand, and identifying the specialization needs by interviewing the industry (private, public, trade, and institutional). She noted that Cybersecurity was chosen because it was a specialization which included both legacy (Military) and innovation (startups) aspects. She stated that the second assignment focused on identifying existing and potential sector linkages with foreign markets. She noted that the third assignment focused on market access and relationships with the identified foreign locations. She reviewed the responses to each of the three assignments. She stated that the Economic Development Department (EDD) sought feedback from international business stakeholders, along with the San Antonio Chamber of Commerce's Cyber Council. She reviewed the next steps.

Chairperson Viagran spoke of the effects of political policies.

Councilmember Perry asked if the strategies related to cyber and cybersecurity. Ms. Lopez replied that they did.

Councilmember Courage asked if there were previous projects partnered with the Brookings Institute. Rene Dominguez replied that there were.

Councilmember Pelaez asked if companies were identified in Canada and Mexico. Mr. Garrett replied that they were.

No action was required for Item 3.

Executive Session

Chairperson Viagran recessed the meeting into Executive Session at 3:15 p.m. to discuss matters pursuant to section 551.086 (Deliberation regarding economic development negotiations). She

reconvened the meeting at 3:23 p.m. and announced that no action was taken during Executive Session.

Adjourn

There being no further discussion, the meeting was adjourned at 3:23 p.m.

Rebecca Viagran, Chairperson

Respectfully Submitted,

Denice F. Trevino