

**ECONOMIC AND WORKFORCE DEVELOPMENT  
COUNCIL COMMITTEE MEETING MINUTES  
TUESDAY, APRIL 2, 2019  
1:30 PM  
MUNICIPAL PLAZA BUILDING, B ROOM**

<b>Members Present:</b>	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>
<b>Members Absent:</b>	None
<b>Staff Present:</b>	Leticia Vacek, <i>City Clerk</i> ; Christina Ramirez, <i>Assistant City Attorney</i> ; Rene Dominguez, <i>Director, Economic Development Department</i> ; Leticia Saenz, <i>Deputy City Clerk</i> ; Michael Sindon, <i>Assistant Director, Economic Development Department</i> ; Adrian Perez, <i>Policy Administrator, Economic Development Department</i> ; Victoria Gonzalez, <i>Senior Policy Advisor, Mayor's Office</i> ; Denice F. Trevino, <i>Office of the City Clerk</i>
<b>Others Present:</b>	David Zammiello, <i>President and CEO, Project Quest</i> ; Romanita Matta-Barrera, <i>Executive Director, SA Works</i> ; Saani Fong, <i>SA Works</i> ; Sean Attwood, <i>SA Works</i> ; Lelani Mercado, <i>Deputy Director, Project Quest</i> ; Hugo Hernandez, <i>Program Manager, Project Quest</i> ; David Ballard, <i>Real Estate Council of San Antonio</i>

**Call to Order**

Chairperson Viagran called the meeting to order.

**1. Approval of the Minutes from the Economic and Workforce Development Council Committee Meeting on March 5, 2019**

Councilmember Gonzales moved to approve the Minutes of the March 5, 2019 Economic and Workforce Development Council Committee Meeting. Councilmember Pelaez seconded the motion. The motion carried unanimously.

**Briefing and Possible Action on:**

**2. Consideration of Applicants to the Goal Setting Committee (2 slots).** [Leticia M. Vacek, City Clerk]

Michael Sindon stated that the Goal Setting Committee was created by the Small Business Economic Development Advocacy (SBEDA) Program Ordinance. He noted that said Committee was comprised of a variety of individuals and chaired by a representative of the City Manager's Office. He stated that members of the Committee included representatives from the Economic

Development Department, the Finance Department, or the Transportation and Capital Improvements Department, and a representative from the department from which contracts would be reviewed. He noted that two Citizen Members would serve on the Goal Setting Committee and vote when reviewing contracts over \$3 million and when establishing annual aspirational goals.

Chairwoman Viagran asked how often meetings of the Goal Setting Committee were held. Mr. Sindon replied that meetings were held every other week and digital technology was utilized when possible to gather feedback from members.

Leticia Vacek confirmed that there were five applicants and two open slots on the Goal Setting Committee. She stated that three statements from applicants were received. She noted that Linda Lopez-George was seeking reappointment for a one-year term on said Committee. She added that recommendations made by the Committee would be brought before the full City Council on April 11, 2019. She called upon the following applicant to speak:

Linda Lopez-George

Councilmember Courage asked of improvements made to the Committee. Ms. Lopez-George stated that the use of digital technology by the Committee was an improvement.

Chairwoman Viagran asked of the compliment of a Citizen Member which would be desirable. Ms. Lopez-George replied that a Citizen Member which owned a business would be desirable.

Chairwoman Viagran stated that there were three statements from Tiffanni L. Chelpaty, Jorge Colazo, and Ranjeet Singh. She asked if applicants were aware of the time commitment required. Mr. Sindon replied that he spoke with Tiffanni L. Chelpaty and Jorge Colazo regarding the time commitment required.

Councilmember Courage suggested that an alternate Citizen Member be appointed. Mr. Sindon stated that was why two Citizen Members were appointed. Councilmember Courage recommended that one more Citizen Member be appointed as an alternate.

Councilmember Gonzales moved to recommend and forward the appointment of Linda Lopez-George and Tiffanni L. Chelpaty to the Goal Setting Committee to the full City Council for consideration on April 11, 2019. Councilmember Courage seconded the motion. The motion carried unanimously.

**3. Briefing and Presentation on SA Works Jobs Report and Project QUEST Program Overview and Plans.** [Carlos J. Contreras, III, Assistant City Manager; Rene Dominguez, Director, Economic Development]

Romanita Matta-Barrera stated that SA Works was an industry-led workforce program aligning San Antonio's education providers and the private sector to promote economic mobility. She noted that a specific focus was placed on three targeted industries which would provide economic mobility. She stated that workforce development was key to SA Works and to the San

Antonio Economic Development Foundation (SAEDF) strategic framework. She noted that SA Works has prioritized the top three targeted industries of Manufacturing, Healthcare, and Information Technology (IT). She stated that the SA Works Job Report has been provided to those involved in the SA Works guiding principles of growing, upskilling, and recruiting and training. She noted that the majority of jobs posted by local manufacturers provide earnings above \$40,000-\$50,000 to those without a four-year degree. She stated that the marketable skills listed for each targeted industry would be incorporated into the high school internship program and were highlighted in the SA Works Jobs Report. She noted the opportunities for women in Healthcare and stated that more women were taking advantage of these opportunities through the Upgrade Program. She stated that the minimum educational requirement for jobs in Information Technology was a Bachelor's Degree. She noted that for every resident who did not have a Bachelor's Degree, businesses would have to recruit from outside of the City. She stated that some employers of IT talent were removing said educational requirement and substituting it in some cases with industry experience. She reviewed the top job posting qualifications and skills required for the three targeted industries and noted that this information was utilized to inform education and training providers. She reviewed the SA Works Jobs Report and noted that it included real-time data. She stated that staff was compiling data for the SA Works Jobs Report for 2019 which would be published at the end of April 2019. She noted that SA Works focused on activating alignment between the private sector and industry's workforce needs.

David Zammiello stated that Project Quest's mission involved partnering with organizations locally and nationally. He noted that Project Quest strengthens the economy and transforms lives by preparing individuals for in-demand, living wage careers. He stated that Project Quest served individuals with barriers to economic mobility in every City Council District. He reviewed the following participant demographics:

- 67% Female
- 75% Under age of 34
- 45% Parents
- 58% Hispanic
- 25% Public Assistance
- 10% Military Veteran

Mr. Zammiello noted that Project Quest contributed to impacting generational poverty. He stated that Project Quest's talent pipeline served 1,100 annually and produced an average of 350 job placements. He noted that the measurement for the success of Project Quest was the placement of clients in a living-wage job. He stated that Project Quest's unique wrap around services aligned to 27 demand occupations in three key industries. He noted that Project Quest partnered with the following key training organizations to enhance participant success:

- St. Phillips College – 708
- San Antonio College – 546
- Rackspace OCA – 431
- Baptist SHP – 271
- UT Health San Antonio – 245
- Other – 230

Mr. Zammiello stated that 90% of Project Quest participants graduate and achieve job placement. He noted that Project Quest participants moved into living-wage jobs and experienced an average 250% wage increase. He stated that there were 14 different entities which provided funding to Project Quest including the City of San Antonio which provided 40% of Project Quest's Budget (\$2.2 million). He noted that Project Quest practiced disciplined financial stewardship where over 85% of funds enabled participant success. He provided examples of how Project Quest contributed to workforce development efforts in diversified ways. He stated that a study by Steve Nivin quantified Project Quest's economic impact over its first 25 years and noted that said economic impact was \$1.67 billion or \$19.32 per funded dollar.

Councilmember Perry asked of the number of jobs created in San Antonio in the last two years. Ms. Matta-Barrera stated that 4,168 jobs have been created in the last quarter by SAEDF. Councilmember Perry expressed support for the creation of trade jobs and partnerships with Trade Associations.

Councilmember Courage asked of the number of IT Students which received a college degree in Bexar County. Ms. Matta Barrera replied that there were 3,500 post-secondary completions in IT in Bexar County.

Councilmember Pelaez asked if SA Works tracked jobs in the Finance and Government sectors. Ms. Matta-Barrera replied that SA Works did not track jobs in the Finance and Government sectors.

Chairwoman Viagran requested that Committee Members review the applications of Airport Advisory Commission applicants and send in their top ten recommendations.

No action was required for Item 3.

## **Adjourn**

There being no further discussion, the meeting was adjourned at 3:10 p.m.

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Rebecca Viagran, Chairperson

Respectfully Submitted,

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Denice F. Trevino