

City of San Antonio

FY 2020 Proposed Annual Operating & Capital Budget

Economic Development Department

Presented by: Alejandra Lopez

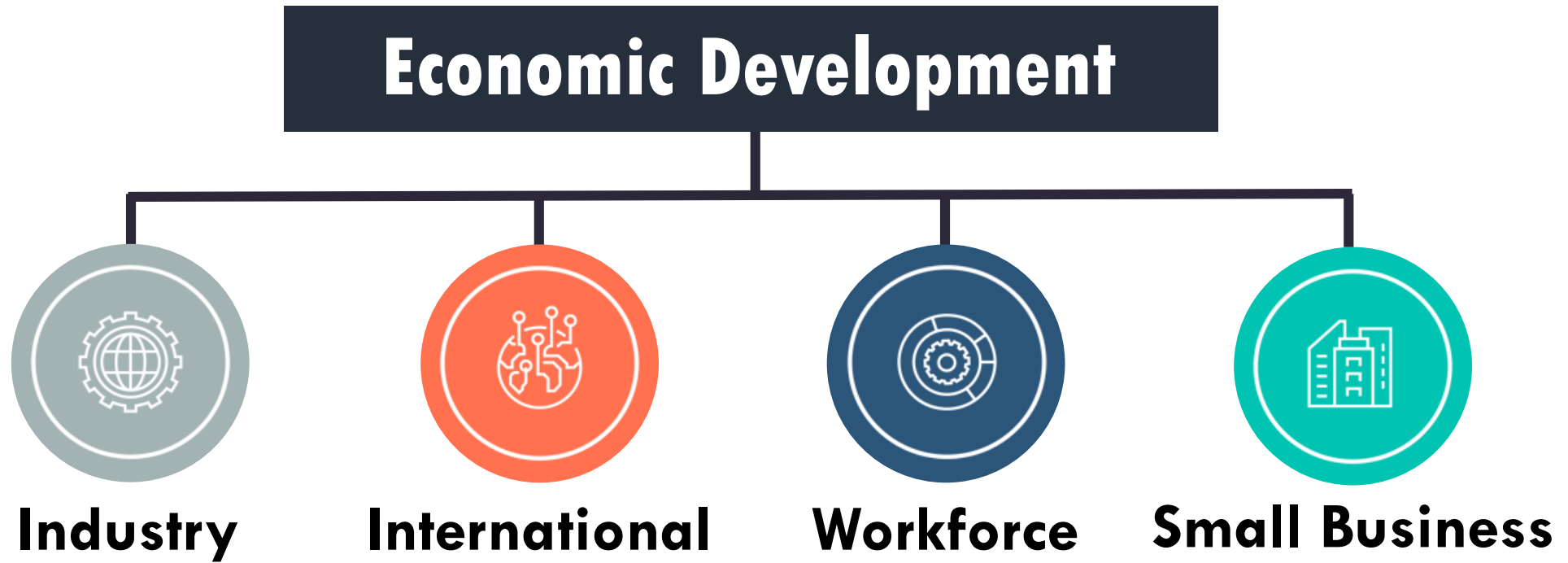
City Council Budget Work Session
August 21, 2019

Purpose

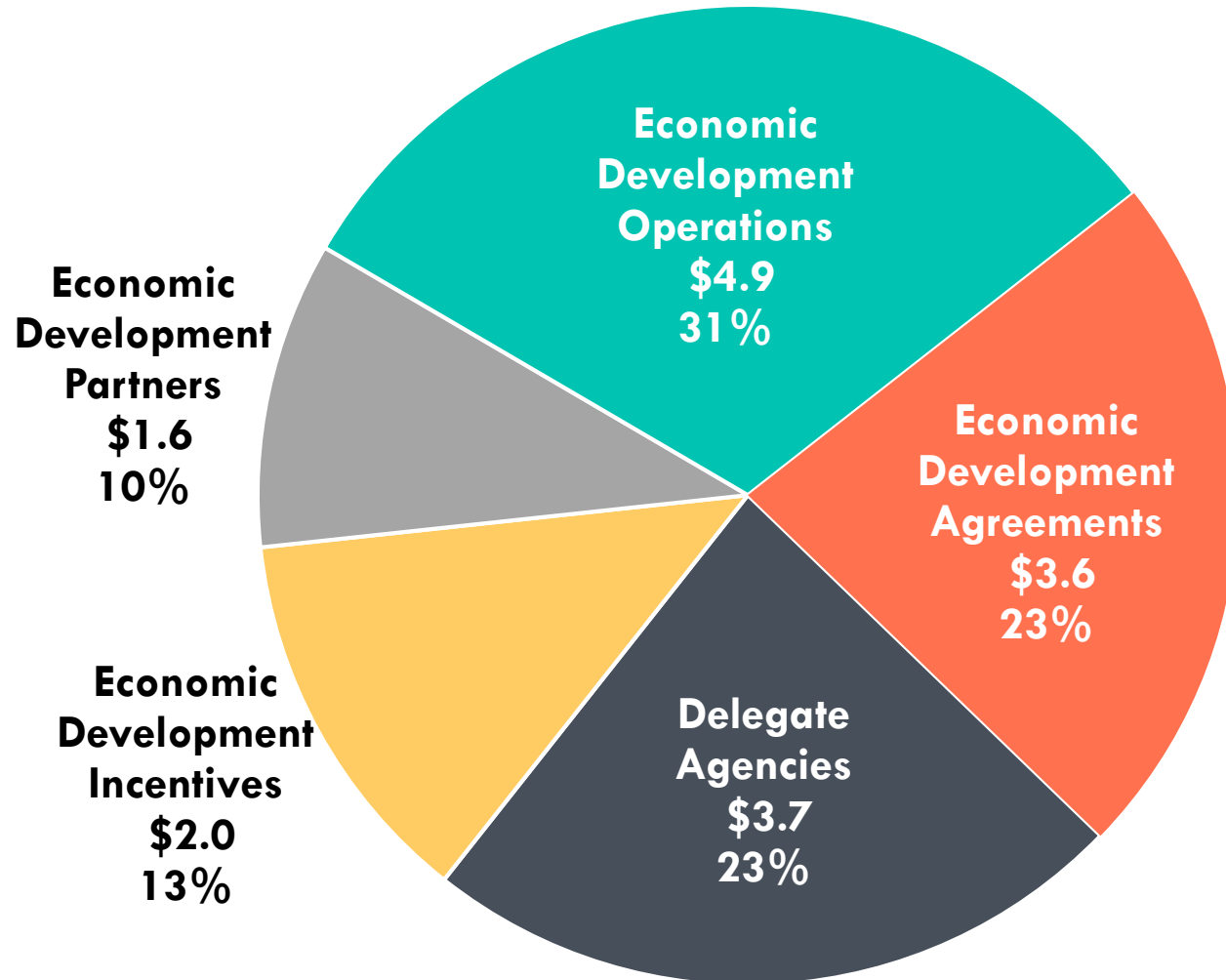
- Foster economic growth through collaboration and innovation
- Promote equity through economic opportunity



Department Overview



FY 2020 Proposed Budget \$15.8 Million



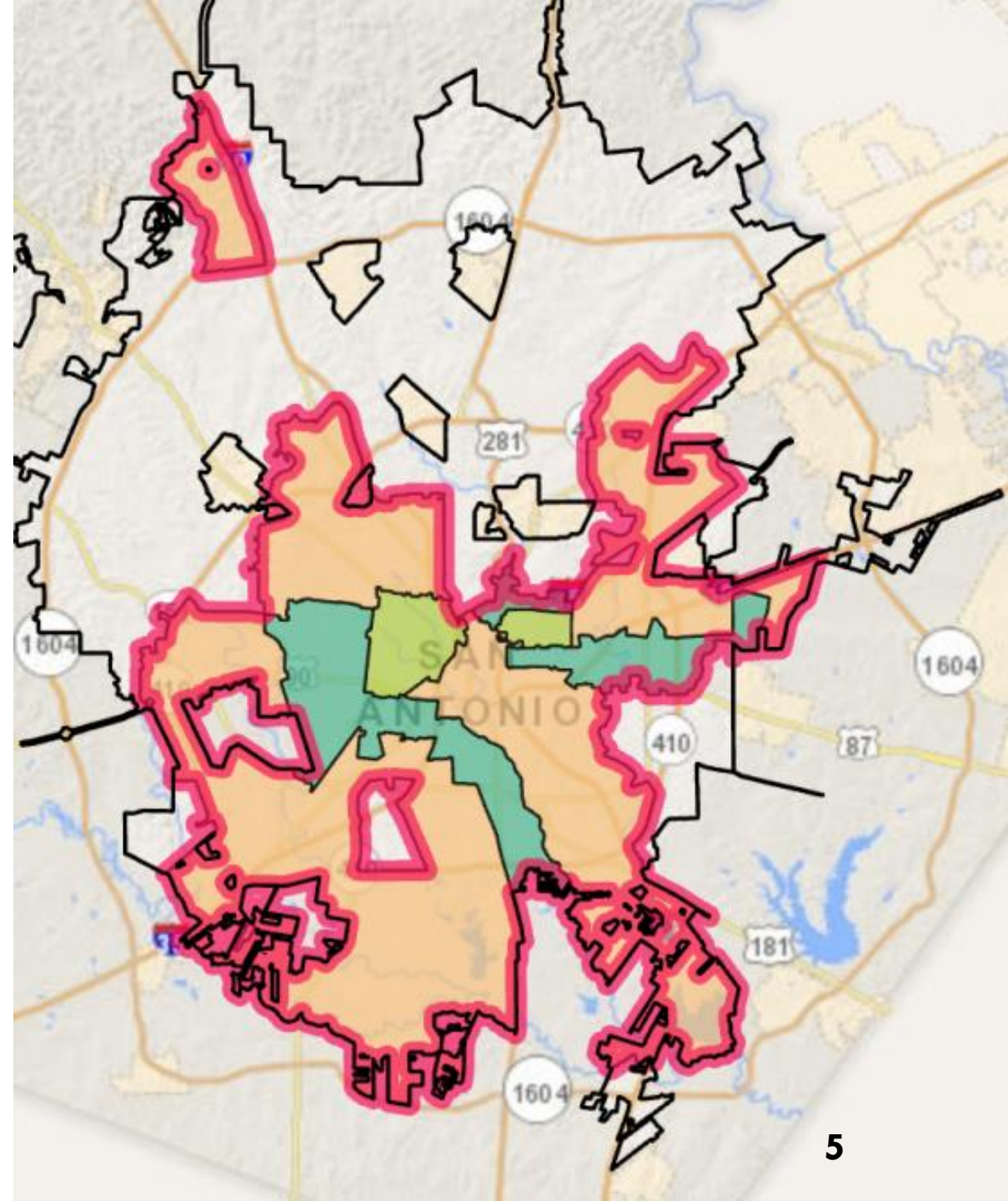
Funds	FY 2019	FY 2020	Change
General Fund ¹	\$9.4	\$9.6	\$0.2
Economic Development Incentive Fund	\$2.3	\$2.5	\$0.2
Delegate Agencies	\$3.4	\$3.7	\$0.3
Total	\$15.1	\$15.8	\$0.7
Positions	37	38	1

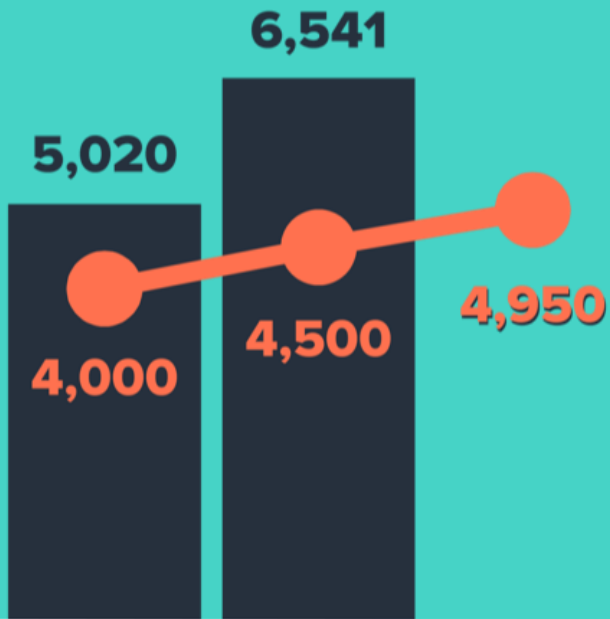
¹ Total General Fund FY 2020 Proposed Budget is \$11,796,186 of which \$2,161,838 is transferred to the Economic Development Incentive Fund.



Inclusive Growth

- **Tax Abatement Guidelines**
- **Economic Development Incentive Fund**





FY18 FY19 FY20

JOBS



FY18 FY19 FY20

INVESTMENT

**Economic Impact
(FY19 YTD):**

\$4.6 billion



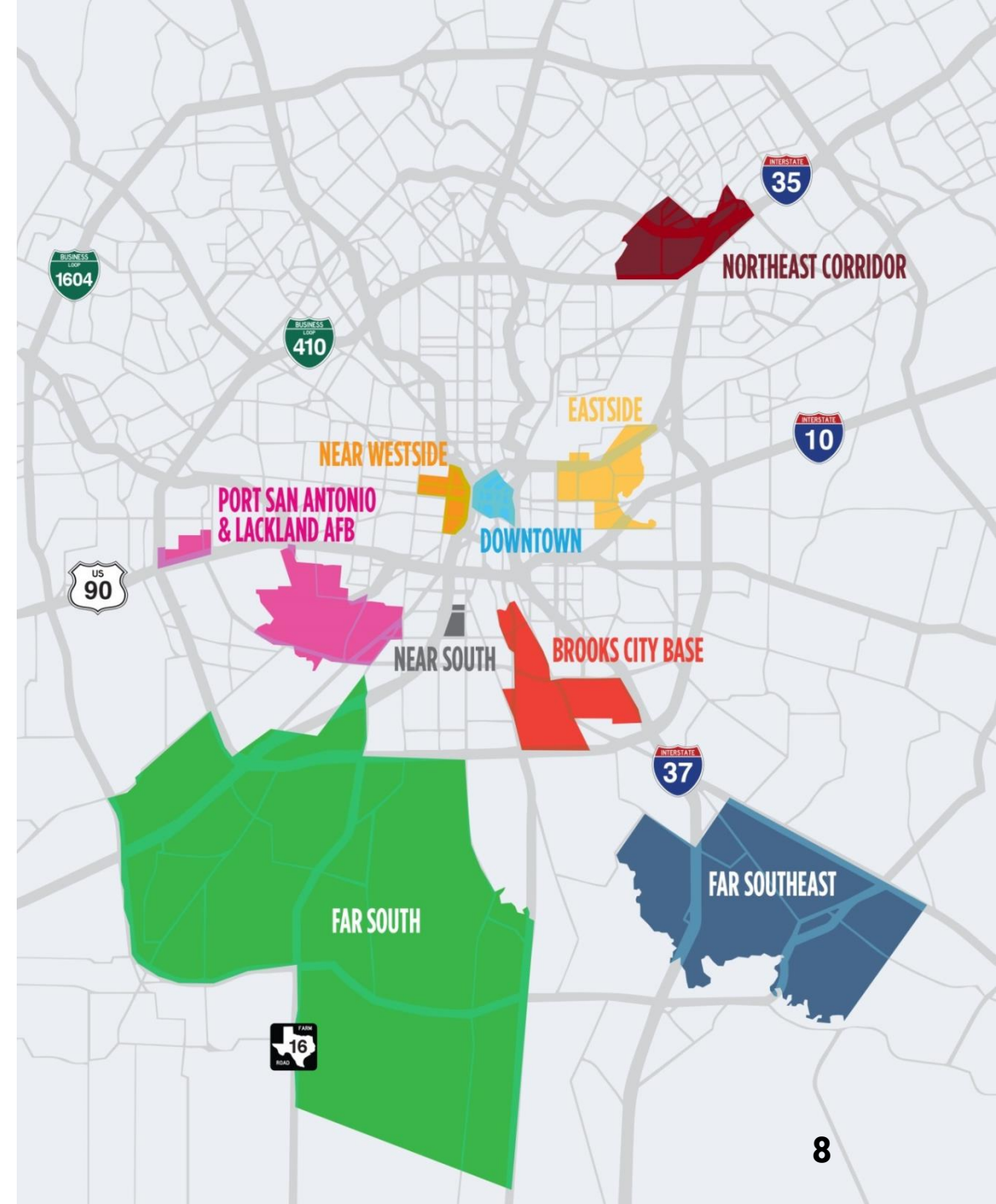
Military Medicine

- **Connect local industry and researchers with military medicine**
- **Leverage military medical research for commercialization opportunities**
 - **Military Medical Industry Day**



Opportunity Zones

- Federal tax incentive for geography-specific capital gains investment
- Stakeholder engagement and community education
- Development of Westside Strategic Plan
- Marketing efforts





Workforce

- **Targeted Industry Demand**
 - **Biannual Jobs Report**
 - **Bioscience Industry Report**
- **5,000 - 6,000 Experiential Learning Opportunities**
- **Community Metrics for Education and Workforce**



Economic Development Partners

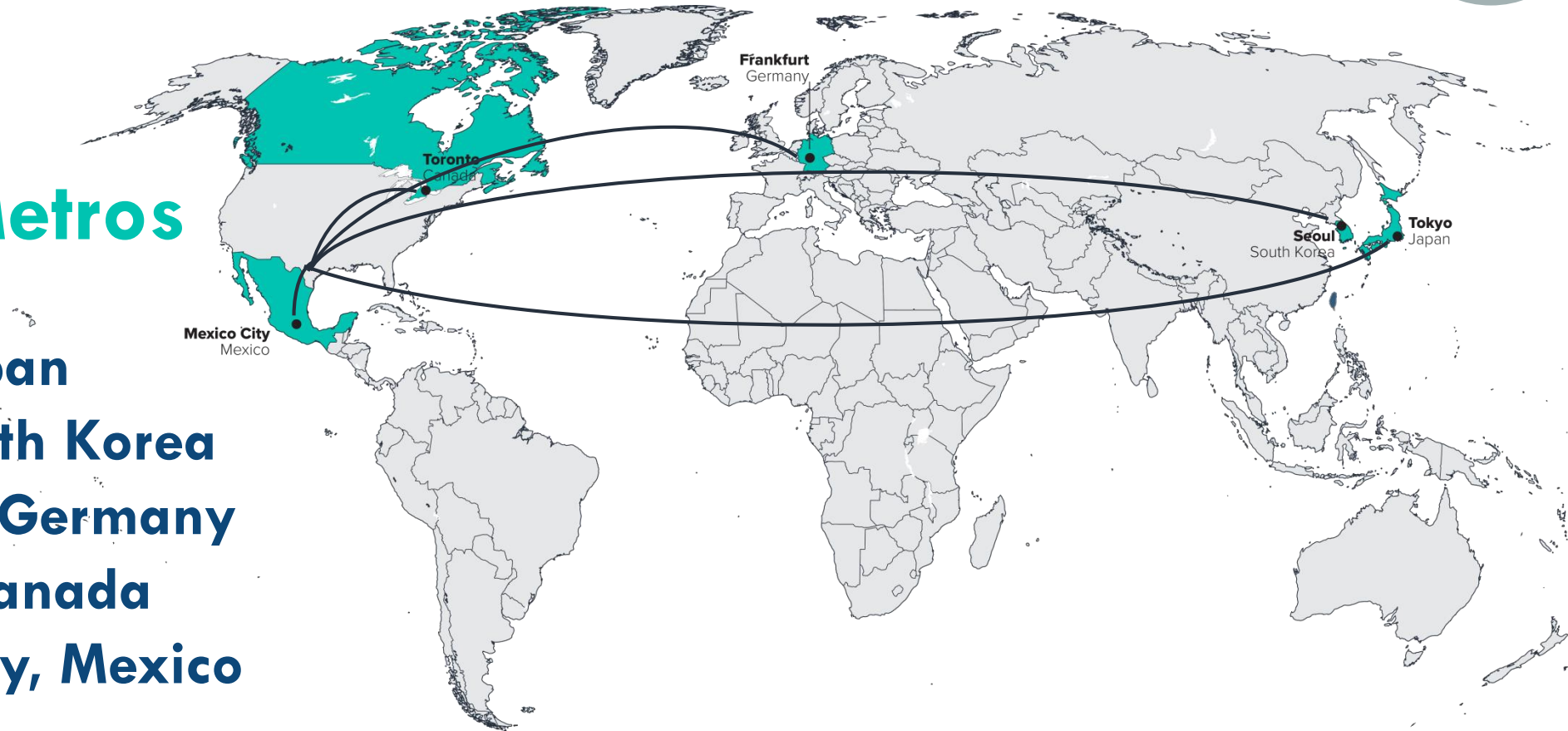


International Business



Top 5 Priority Metros

- Tokyo, Japan
- Seoul, South Korea
- Frankfurt, Germany
- Toronto, Canada
- Mexico City, Mexico





International Relations

FY 2019 Accomplishments

- Darmstadt Delegation
- Japan-Texas Leadership Symposium
- International Start-Up Day

FY 2020

- 35 Sister City-related activities
- Sister City Summits in Mexico and Japan

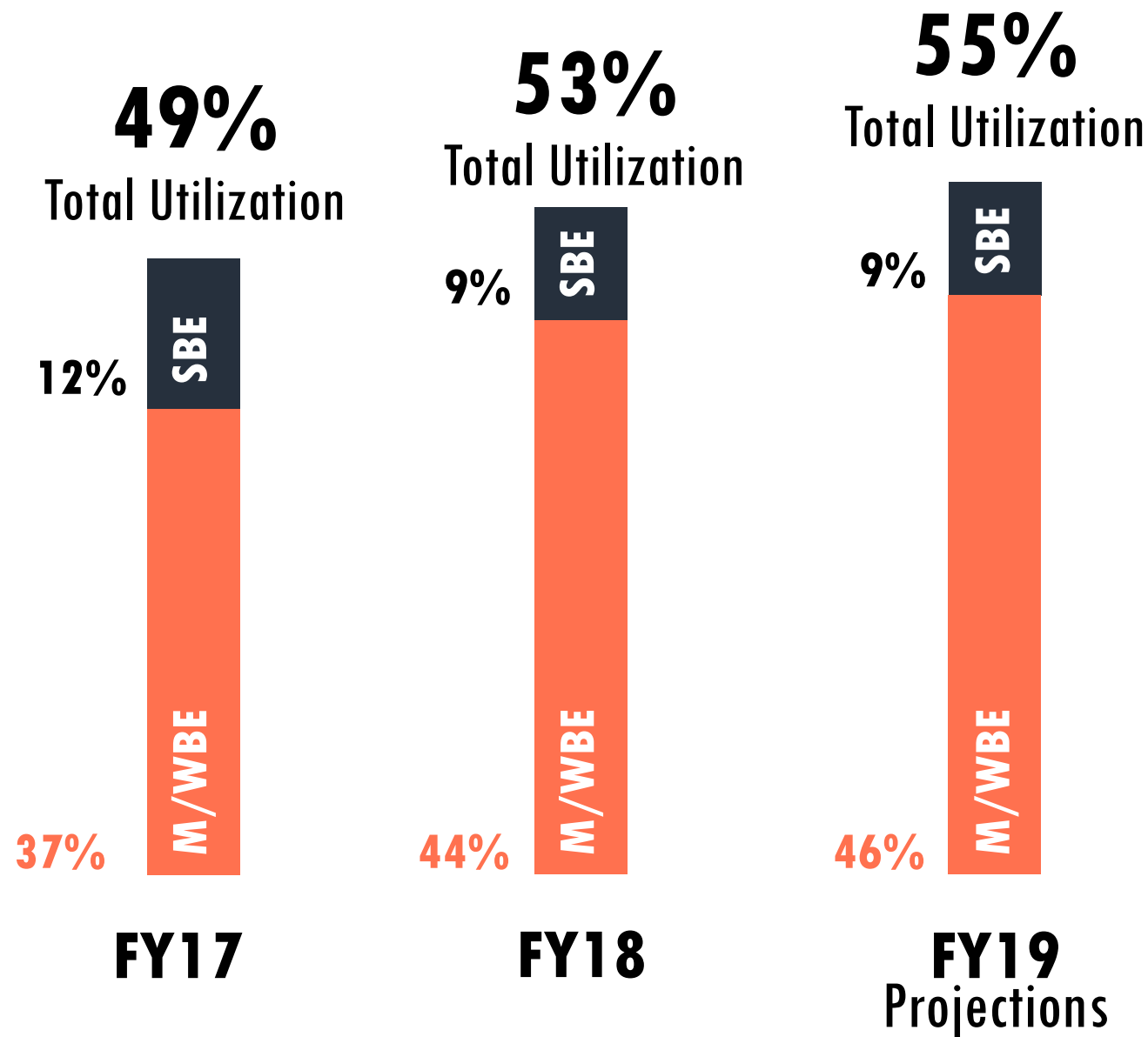


Small Business

- Promote economic inclusion through City contracts

FY 2019 Estimated Utilization:

\$220M





Launch SA

- **Free & accessible Entrepreneurial Resource Center**
- **Connection to resource partners**
- **In 2018 over 4,300 served**
 - **64% reported increase in sales**
 - **175 jobs generated**





Loan Buy-Down Program

- **0% interest loans to small businesses**
 - **29 loans totaling \$694,000**
 - **45% women businesses**
 - **21% African-American businesses**

LiftFund





Small Business Development Fee Waivers

- Up to \$25,000 in City and SAWS development fees
- Emphasis on Inclusive Growth Area
- FY 2019
 - 9 small businesses
 - \$88,000 in fees waived

Embedding Equity in Economic Development

A background image of a family walking in a park. A man in a white shirt and jeans is walking on the left, smiling. A woman in a white shirt and jeans is walking on the right, also smiling. A young girl in a white shirt and jeans is riding a blue bicycle in the center. They are on a paved path with trees and a street lamp in the background. A vertical teal line is positioned between the two columns of text.

FY 2019 Progress

- Inclusive Growth
- SBEDA Utilization
- Loan Interest Buydown
- Fee Waivers

FY 2020 Enhancements

- Diversity Action Plan Procurement Guide
- SAEDF Strategic Plan
- Dept. Equity Assessment

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