# ECONOMIC AND WORKFORCE DEVELOPMENT COUNCIL COMMITTEE MEETING MINUTES

**TUESDAY, OCTOBER 1, 2019**
**2:00 PM**
**MUNICIPAL PLAZA BUILDING**

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| **Members Present:** | Councilmember Rebecca Viagran, *Chair, District 3*<br>Councilmember Shirley Gonzales, *District 5*<br>Councilmember Manny Peláez, *District 8*<br>Councilmember John Courage, *District 9* |
| **Members Absent:** | Councilmember Melissa Cabello Havrda, *District 6* |
| **Staff Present:** | Carlos Contreras, *Assistant City Manager;* Lee Seidlits, *Assistant City Attorney;* Jennifer Guerrero, *Assistant City Attorney;* Alejandra Lopez, *Interim Director, Economic Development Department;* Michael Sindon, *Assistant Director, Economic Development Department;* Denice F. Trevino, *Office of the City Clerk* |
| **Others Present:** | Charles Woodin, *CEO, Geekdom;* Jason Winn, *CACI;* Jarrett Cravey, *Accenture;* Tom Long, *SAEDF;* Joyce Deuley, *Geekdom* |

**Call to Order**

Chairperson Viagran called the meeting to order.

1. **Approval of the Minutes from the Economic and Workforce Development Committee Meeting on September 3, 2019**

Councilmember Gonzales moved to approve the Minutes of the September 3, 2019 Economic and Workforce Development Council Committee Meeting. Councilmember Courage seconded the motion. The motion carried unanimously by those present.

**Briefing and Possible Action on:**

2. **A Briefing by CyberSecurity San Antonio on the Organization's Ongoing Efforts, Successes, and Plans for FY 2020.** [Carlos J. Contreras III, Assistant City Manager; Alejandra Lopez, Interim Director, Economic Development]

Alex Lopez stated that CyberSecurity San Antonio (CSSA), which was established in 2015, was a collaborative, public-private program created to accelerate the growth of San Antonio's Cybersecurity Industry. She noted that with the second highest concentration of Cybersecurity Professionals in the country, CSSA was uniquely positioned to engage with and impact everyone from students to business and military leaders in the Cybersecurity Industry.

Amanda Keammerer stated that CSSA was housed in the San Antonio Chamber of Commerce (SACC) and served as the lead convener and brand manager for the region's Cyber Ecosystem. She noted that the local Cybersecurity Ecosystem was comprised of:

- Powerful Nexus of Federal Partners
- Leading Industry Partners
- Innovative startups and small businesses
- Strong K12 & Early Education Programs
- Nationally recognized Higher Ed Institutions

Ms. Keammerer stated that CSSA has grown the SACC's Cybersecurity Industry Council to over 350 members which represented interests and entities from private industry, government, military, and intelligence communities as well as academic institutions, training providers, startups, and entrepreneurial organizations. She noted that CSSA provided:

- Monthly in-person meetings of a 350+ member council
- Monthly recurring conference calls for each core focus area
- Ongoing advocacy at the local, State, and Federal level
- Ongoing support for existing partners and their expansion
- Ongoing collaboration with partners to bring new jobs and investment to San Antonio
- Increased brand recognition through executive visits and delegations

She stated that the four core areas of the SACC's Cybersecurity Industry Council were:

1. Global engagement
2. Innovation and economic development
3. Talent and workforce development
4. Military and Government Affairs

Ms. Keammerer noted that as part of its agreement with the City of San Antonio (CoSA), CSSA provided industry validated strategies and tactics in support of community goals and objectives, and complemented SAEDF's Forefront SA Strategic Plan. She stated that this included work to lead, develop, and report tactics and strategic efforts for:

- Business recruitment
- Business retention and expansion
- Entrepreneurial development
- Workforce development
- Special initiatives and community collaboration

She noted that collaboration and special initiatives included:

- Support of the Mayor's Cyber Advisory Group
- Organize and facilitate the Cyber Initiatives Action Group (CIAG) to further coordinate the following four key community initiatives:

1. Alamo Regional Security Operations Center (ARSOC)
2. UTSA's National Security Collaboration Center (NSCC)

3. Port San Antonio's Innovation Campus
4. CPS Energy and local military mission collaboration

- Support for industry implementation of the Brooking's Global Cities Initiative

Ms. Keammerer reviewed the 2019 achievements of the CSSA and the 2019 objectives for global engagement, innovation and economic development, military and government affairs, and talent and workforce development.

Chairwoman Viagran asked of the membership of the Mayor's Cyber Advisory Group. Alex Lopez stated that the members were the Chief Executive Officers of organizations associated with the four focus areas.

3. **A Briefing on the Proposed Geekdom Incubator, Civic Tech Division Project.** [Carlos J. Contreras III, Assistant City Manager; Alejandra Lopez, Interim Director, Economic Development]

Charles Woodin stated that Geekdom was founded in 2011 and housed the largest co-working space in Texas. He noted that Geekdom focused on startups, community and technology.

Joyce Deuley stated that the mission of the Geekdom Incubator was to: 1) Enhance local talent; 2) Encourage innovation and entrepreneurship; and 3) Drive economic growth. She noted that Geekdom and CoSA identified three teams sourced from the community and the CivTechSA Program. She reviewed the products of the three teams and stated that the Incubator Program supported concept-to early-stage teams by providing 100+ hours of development and education through a partnership with the City. She reviewed the selection process and the product roadmap. She noted that the Incubator Program provided for collaboration with the Office of Innovation and the Information Technology Services Department, and with relevant City departments and mentors. She stated that additional development would include:

- Core business concepts
- Community visibility and participation
- Post-incubator opportunities

Ms. Deuley noted that the goals of the Incubator Program were to:

- Create startups with the community/City impact
- Drive economic growth through local talent and entrepreneurship
- Cultivate new opportunities and talent

She reviewed the program milestones and requirements. She stated that Geekdom has requested $250,000 from the Economic Development Incentive Fund for up to six qualifying teams over two years to:

- Promote entrepreneurship
- Spur innovation

- Commercialize local talent and intellectual property
- Grow startups in the Information Technology Industry

Ms. Deuley added that throughout the program, Geekdom would report on budget and program metrics via:

- Semi-annual reports
- Annual reports
- Track post-incubator growth and success

Councilmember Courage asked if the opportunity for the city to partner with teams existed. Mr. Hopkins stated that it would depend on the circumstances.

**Adjourn**

There being no further discussion, the meeting was adjourned at 2:56 pm.

Rebecca Viagran, Chairperson

Respectfully Submitted,

Denice F. Trevino