



City of San Antonio

Agenda Memorandum

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In Control: Economic and Workforce Development Committee

DEPARTMENT: Economic Development

DEPARTMENT HEAD: Rene Dominguez

COUNCIL DISTRICT(S) IMPACTED: All

SUBJECT:

Briefing by BioMed SA on the organization's progress and plans for FY2018.

SUMMARY:

Ann Stevens, President of BioMed SA, will provide a briefing on BioMed SA's efforts and accomplishments in 2017, and the organization's initiatives and opportunities in 2018.

BACKGROUND INFORMATION:

Founded in 2005, San Antonio industry and community leaders formed BioMed SA to build upon the city's biomedical and healthcare assets and raise the local industry's profile nationally and internationally. The City, Bexar County, and CPS Energy provided founding grants to establish the organization as a public/private partnership. Following the organization's designation as a non-profit, 501(c)(6), BioMed SA hired Ann Stevens as its first president, a role which she maintains today. In 2015, the organization became a 501(c)(3) entity under the BioMed SA name, and continues today as a non-profit, membership-based organization. BioMed SA lists over 100 member and partner organizations, including the City, the San Antonio Economic Development Foundation (SAEDF), CPS Energy, leading San Antonio bioscience and healthcare companies, and other private sector companies, organizations, and academic institutions.

At its inception, BioMed SA's mission was to "organize and promote San Antonio's healthcare and bioscience assets to accelerate growth of the sector and enhance San Antonio's reputation as a city of science and health." The organization later expanded its original mission statement, adding greater emphasis to supporting industry growth and development alongside industry promotion and marketing. Today, BioMed SA works "to accelerate the growth of the healthcare and bioscience sector, create regional economic benefit, and contribute to the health of San Antonio and beyond by establishing San Antonio as a leader in healthcare and bioscience."

As part of this mission, BioMed SA helps align and leverage San Antonio's industry assets, convene and connect industry, academic, and military leaders, and identify and mobilize resources. The organization also

builds awareness of industry careers, promotes and markets the local industry, and works to further community goals for business attraction, retention, and entrepreneurial development. One of the City's Targeted Industries, the bioscience and healthcare industry is San Antonio's largest industry sector, employing 1 in 6 people and contributing an annual impact of over \$37 billion.

ISSUE:

Working with community partners, academic and research organizations, private industry, and healthcare delivery institutions, BioMed SA continues its commitment to elevating San Antonio's bioscience and healthcare industry.

In 2017, the organization undertook Phase I of its "Healthcare & Bioscience Industry Action Plan" (Industry Action Plan) with research consultant Frost & Sullivan. The Industry Action Plan aims to identify tactical recommendations that support the creation of bioscience and healthcare jobs, further entrepreneurial development and start-up creation and growth, and support the continued investment of the bioscience and healthcare industry in San Antonio.

The Phase I report focused on two areas of local biomedical sector strength - Diabetes and Infectious Diseases - and included over 30 strategic recommendations. These recommendations were developed as part of the Industry Action Plan's goal of helping the community: 1) attract and recruit new businesses, 2) retain and grow local businesses, and 3) advance industry entrepreneurship and the development of local startups.

For 2018, the City has provided \$40,000 to support the development of Phase II of the Industry Action Plan, which will focus on three additional areas of local biomedical strength - Cancer, Neurological Disorders and Trauma/Wound Healing/Regenerative Medicine. Continuing its work with Frost & Sullivan, BioMed SA expects to have Phase II of the Industry Action Plan completed by the end of July 2018. The strategies and recommendations developed through both Phase I and II of the Industry Action Plan will further inform BioMed SA's efforts to better integrate with, guide, and support the *Forefront SA* economic development framework and the work being done by SAEDF, the City, and other community and industry partners.

In addition to work on Phase II of the Industry Action Plan, BioMed SA will continue to collaborate with community partners on business recruitment opportunities, business retention and expansion support, entrepreneurial development initiatives, and workforce development needs.

RECOMMENDATIONS:

This briefing is for information purposes only and no action is necessary.