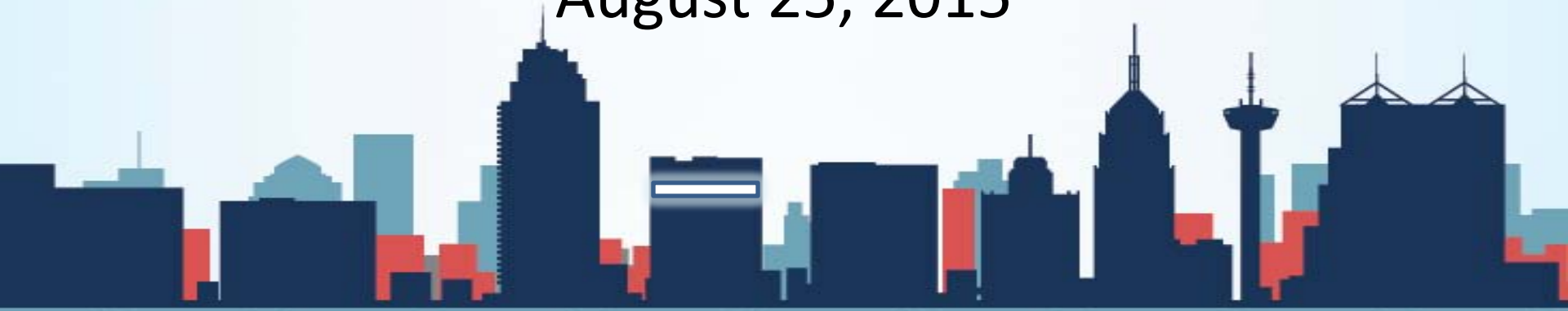
FY 2016 PROPOSED OPERATING BUDGET

Economic Development Department

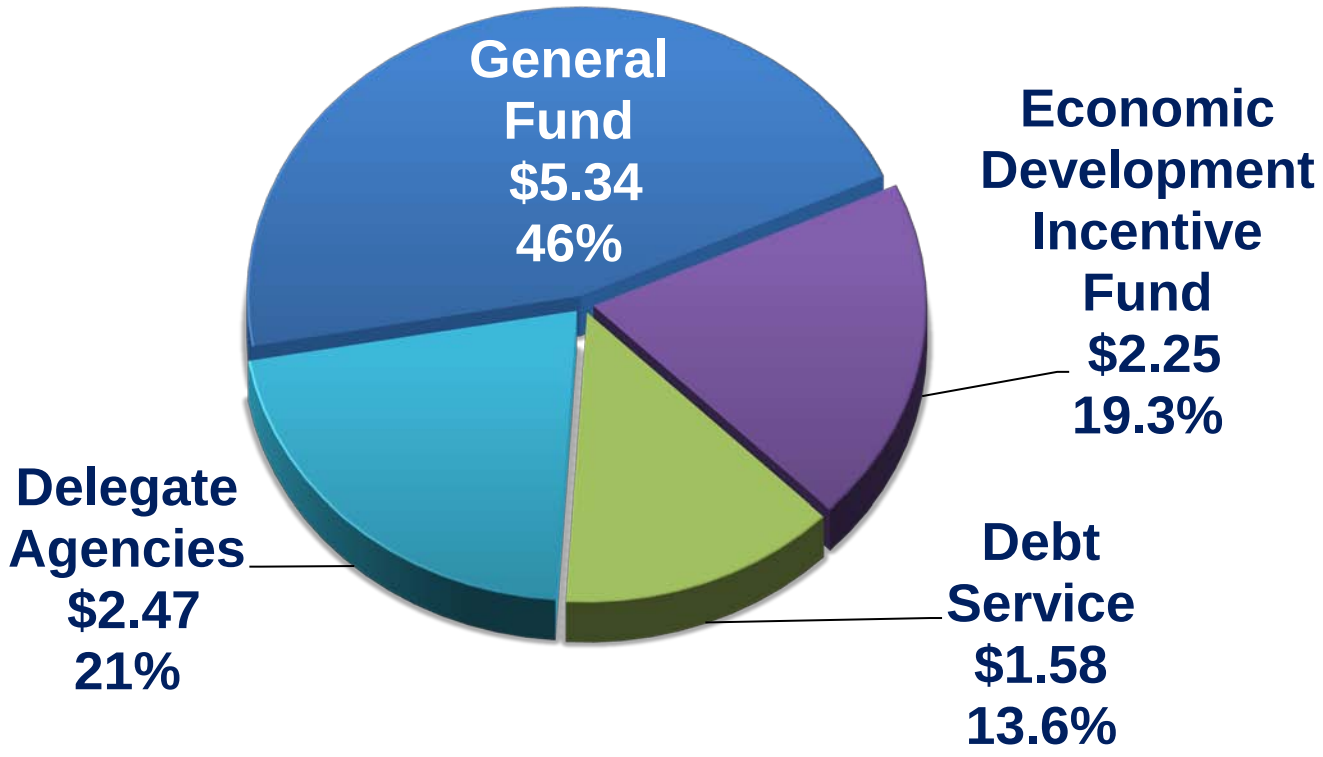
Presented by Rene Dominguez

August 25, 2015



City of San Antonio, Texas

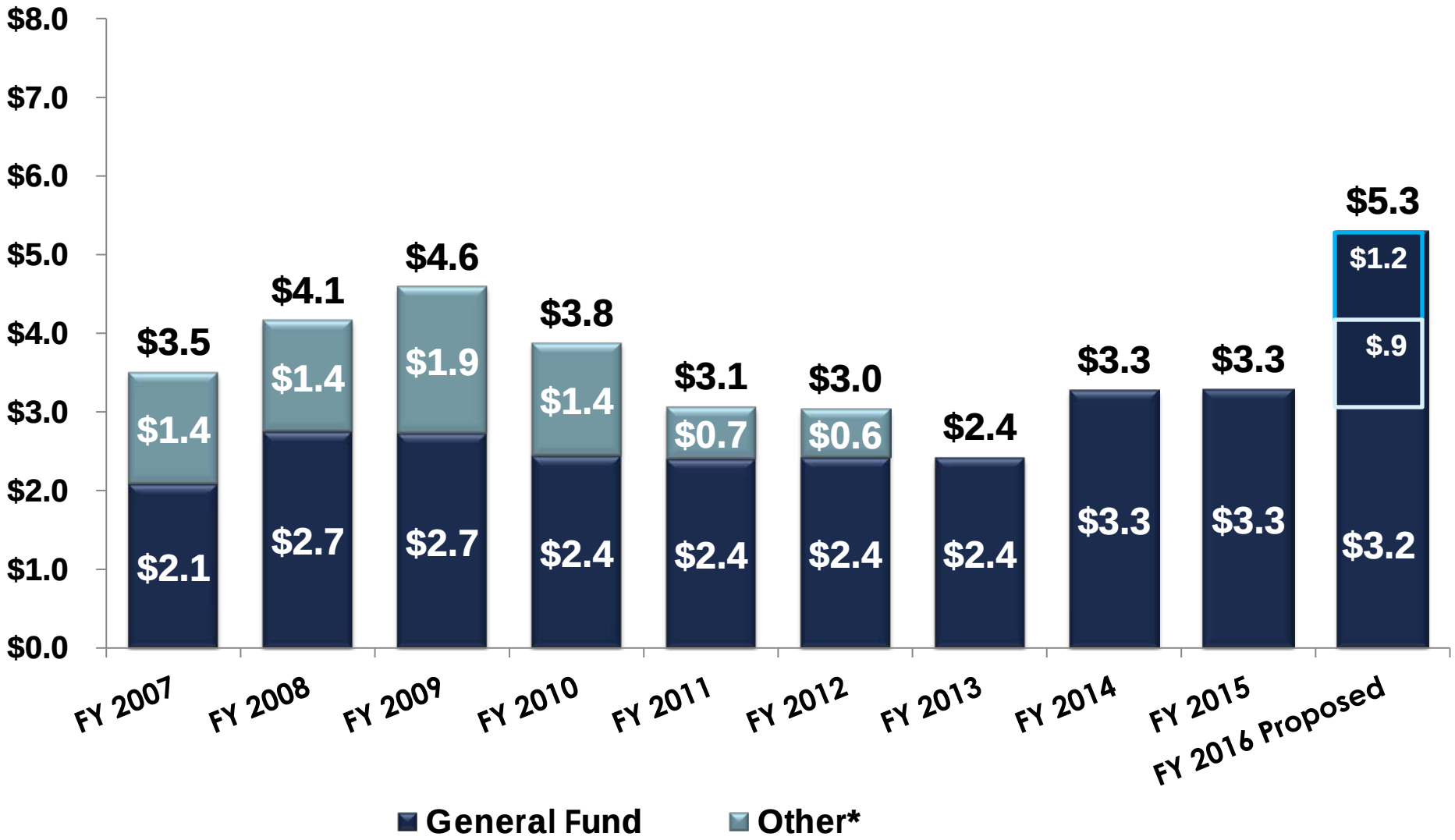
FY 2016 Proposed Budget – $11.64
($ in millions)



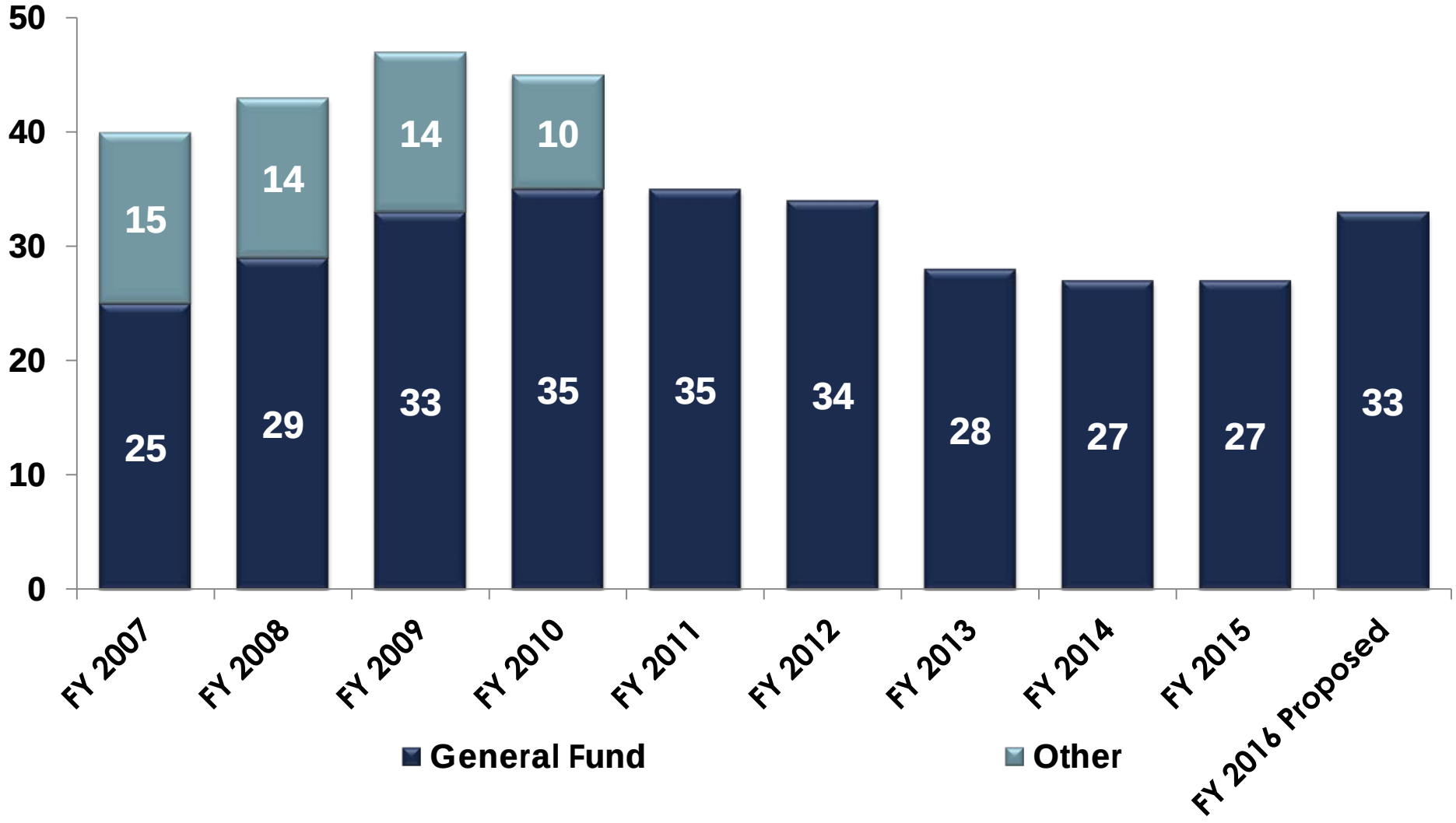
Fund	FY 2015	FY 2016	$ Change
All Funds	$8.4	$11.6	$3.2
Positions	27	33	6

10-Year Operating Budget History

($ in millions)



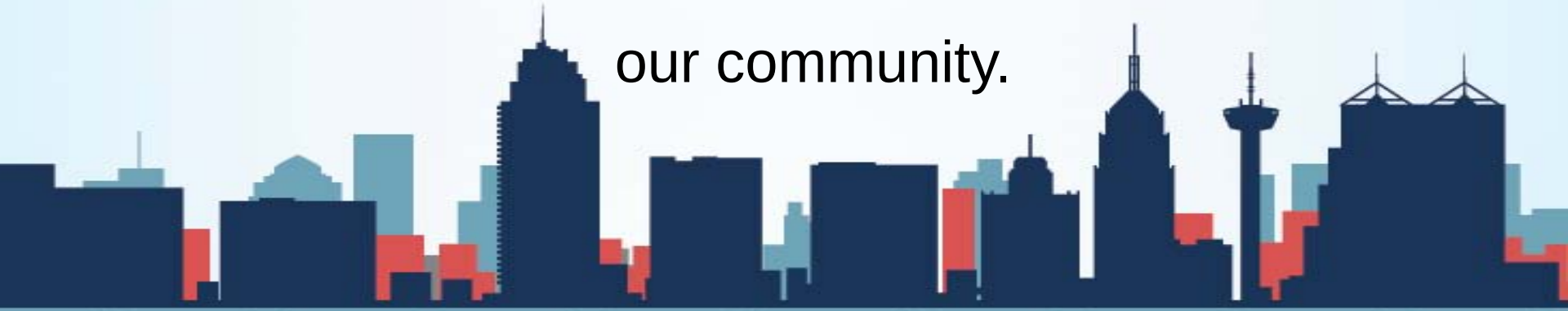
10-Year Position History



CITY OF SAN ANTONIO
ECONOMIC DEVELOPMENT
DEPARTMENT

Mission Statement

To foster economic growth, through collaboration and innovation, for the continued prosperity of our community.



Forbes

MILKEN INSTITUTE
Changing the World in Innovative Ways

#1 *Fastest Growing Millennial Population (2010-2013)*

#10 *Fastest Growing Cities (2015)*

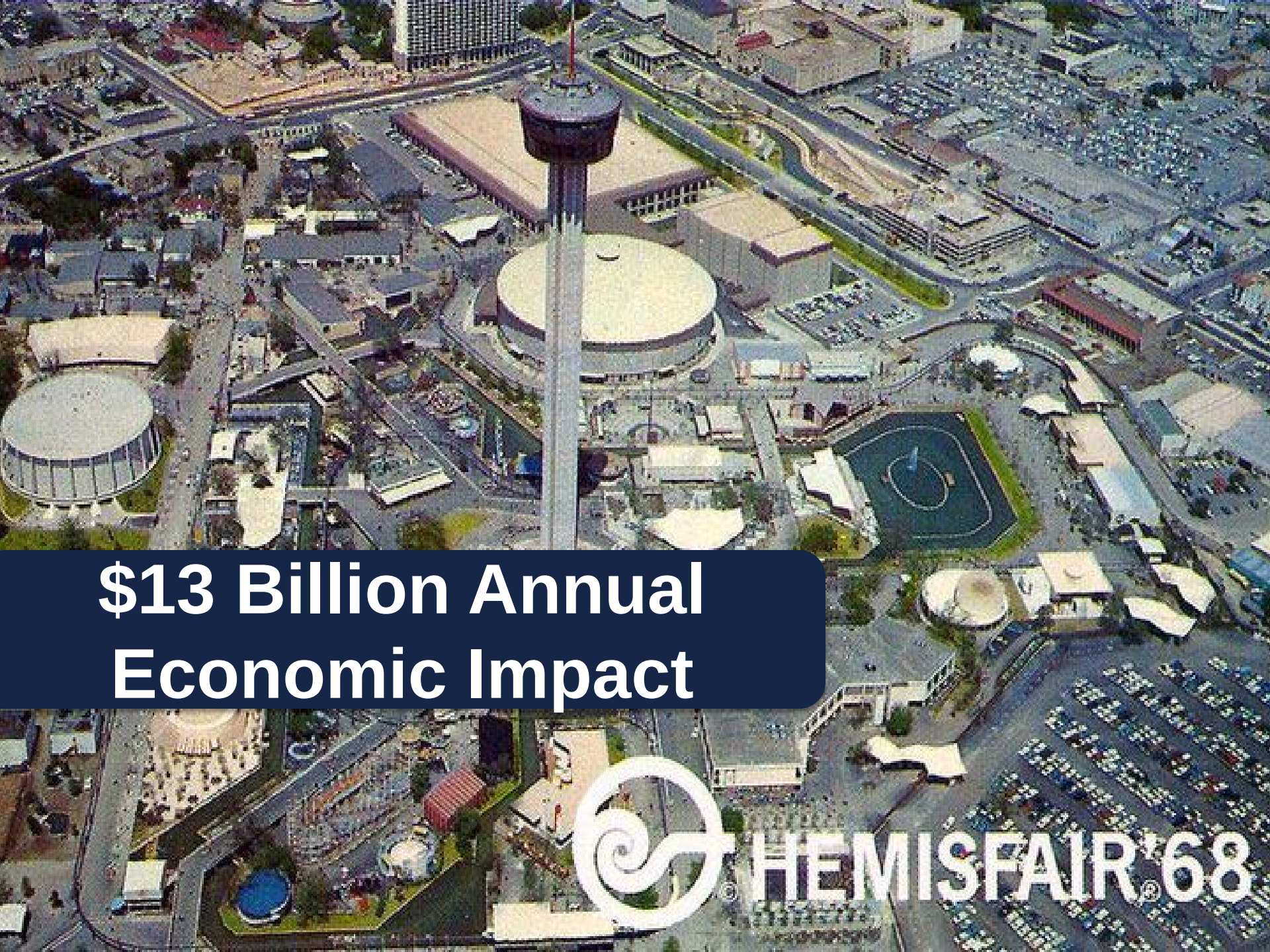
#8 *Job Growth (2012-2013)*

#10 *Best Performing Large Cities (2014)*

CITY OF SAN ANTONIO
ECONOMIC DEVELOPMENT
DEPARTMENT

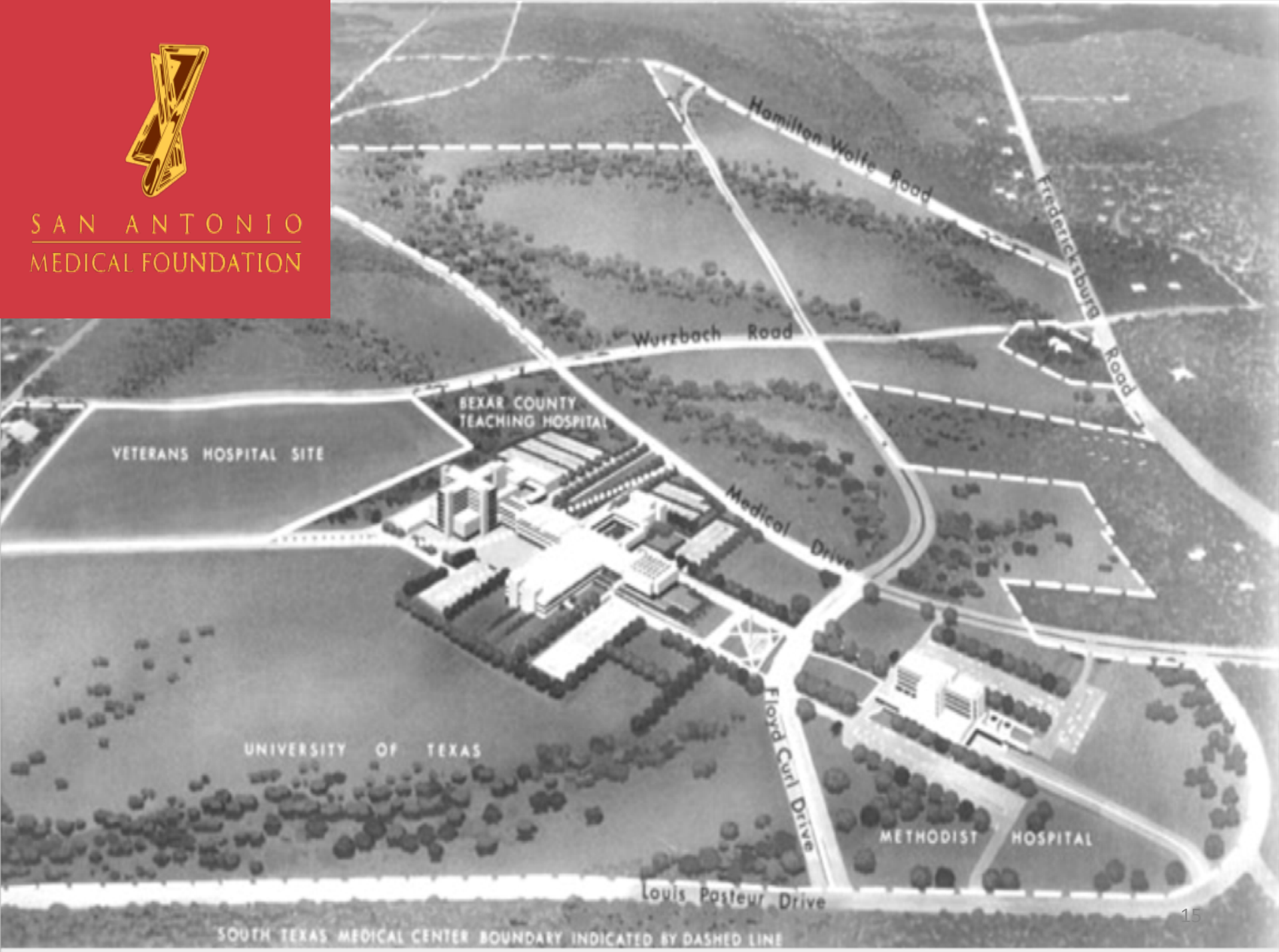
History of Economic Development San Antonio Strengths Moving Forward

Having a
Wonderful
Time in
San Antonio


$13 Billion Annual
Economic Impact
HEMISFAIR'68

San Antonio Missions
World Heritage • Our Heritage

SAN ANTONIO
MEDICAL FOUNDATION

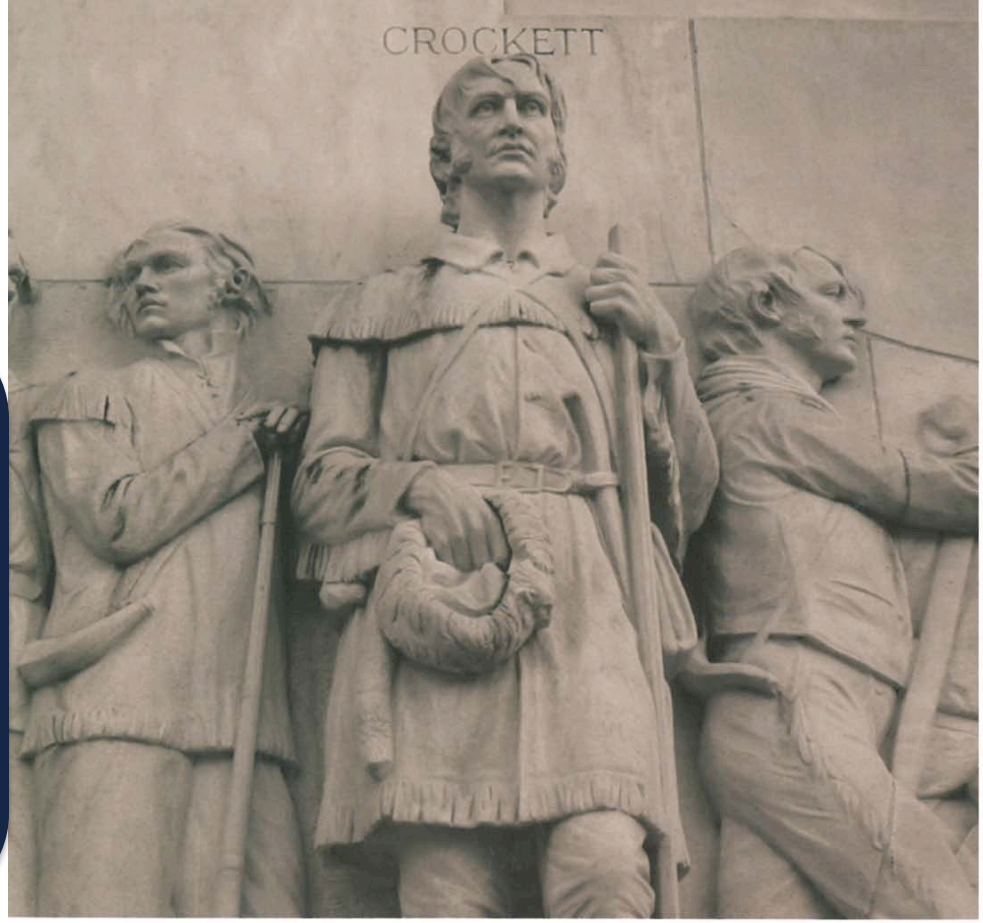


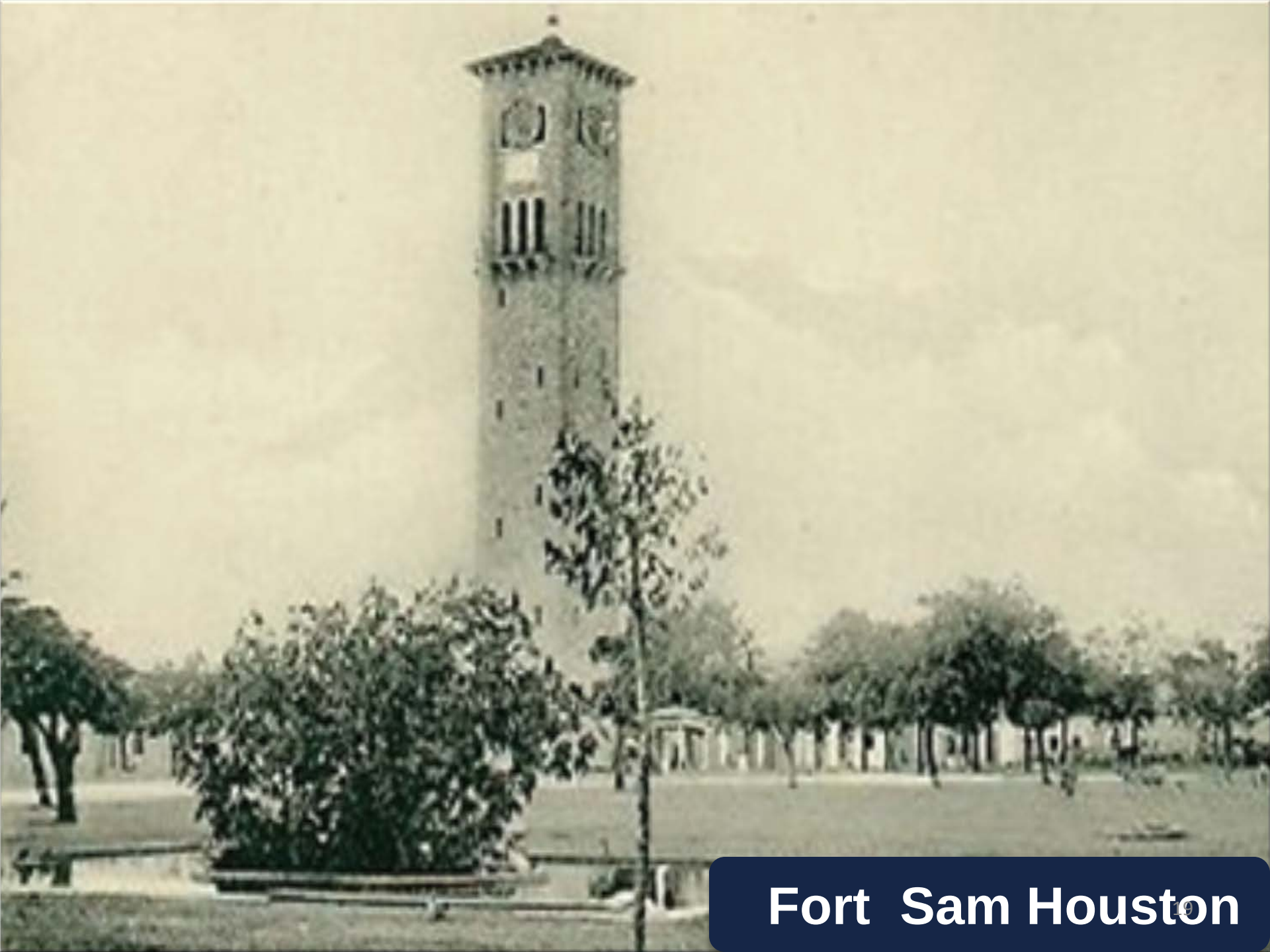
THE UNIVERSITY OF TEXAS
HEALTH SCIENCE CENTER AT SAN ANTONIO
PRAESIDIVM
CIVITATIS

1 in 6 Jobs

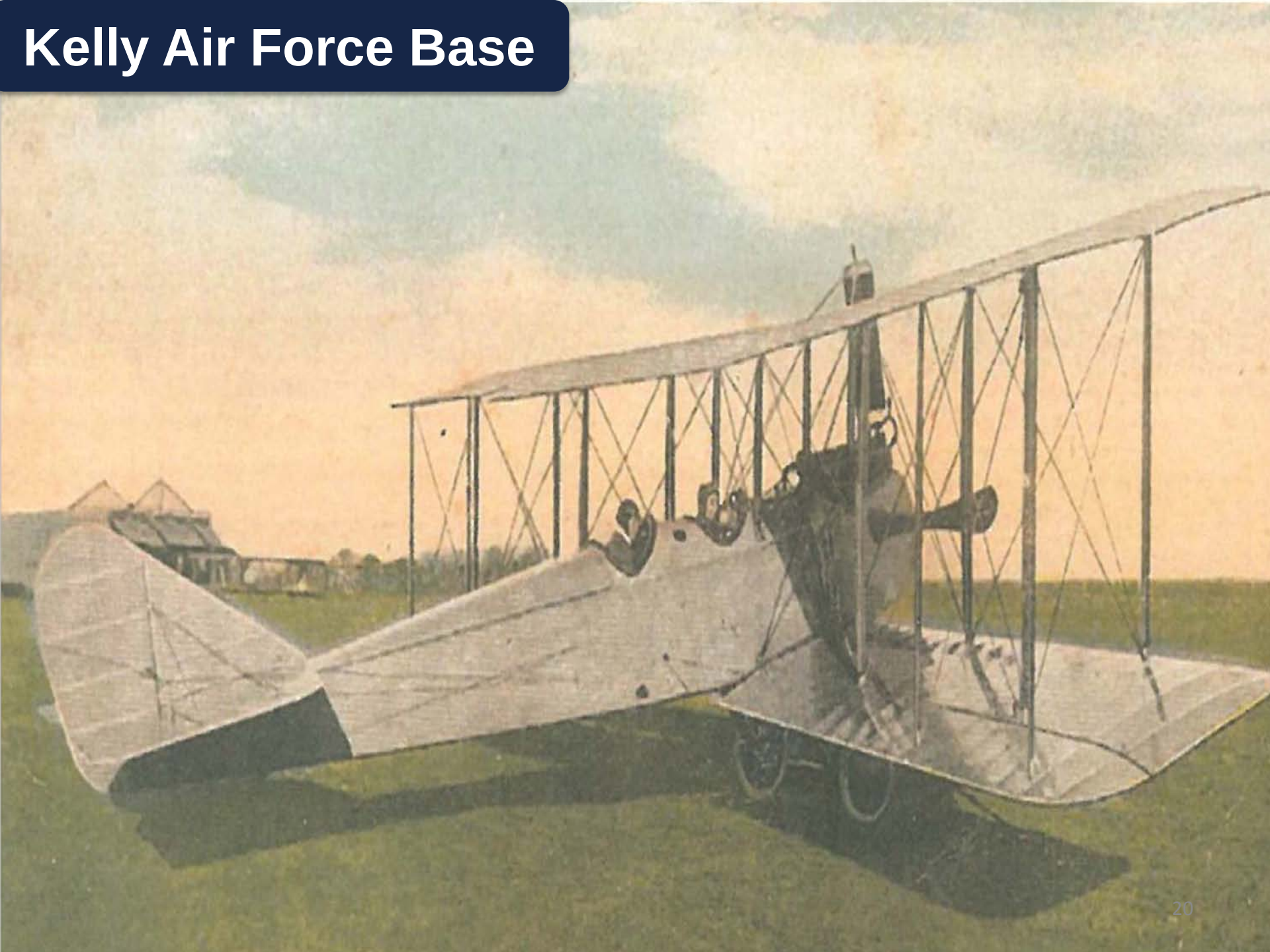
$25 Billion Economic Impact

FY 2016 Proposed City Contract: $100,000




Fort Sam Houston

Kelly Air Force Base



Brooks Air Force Base

Lackland Air Force Base

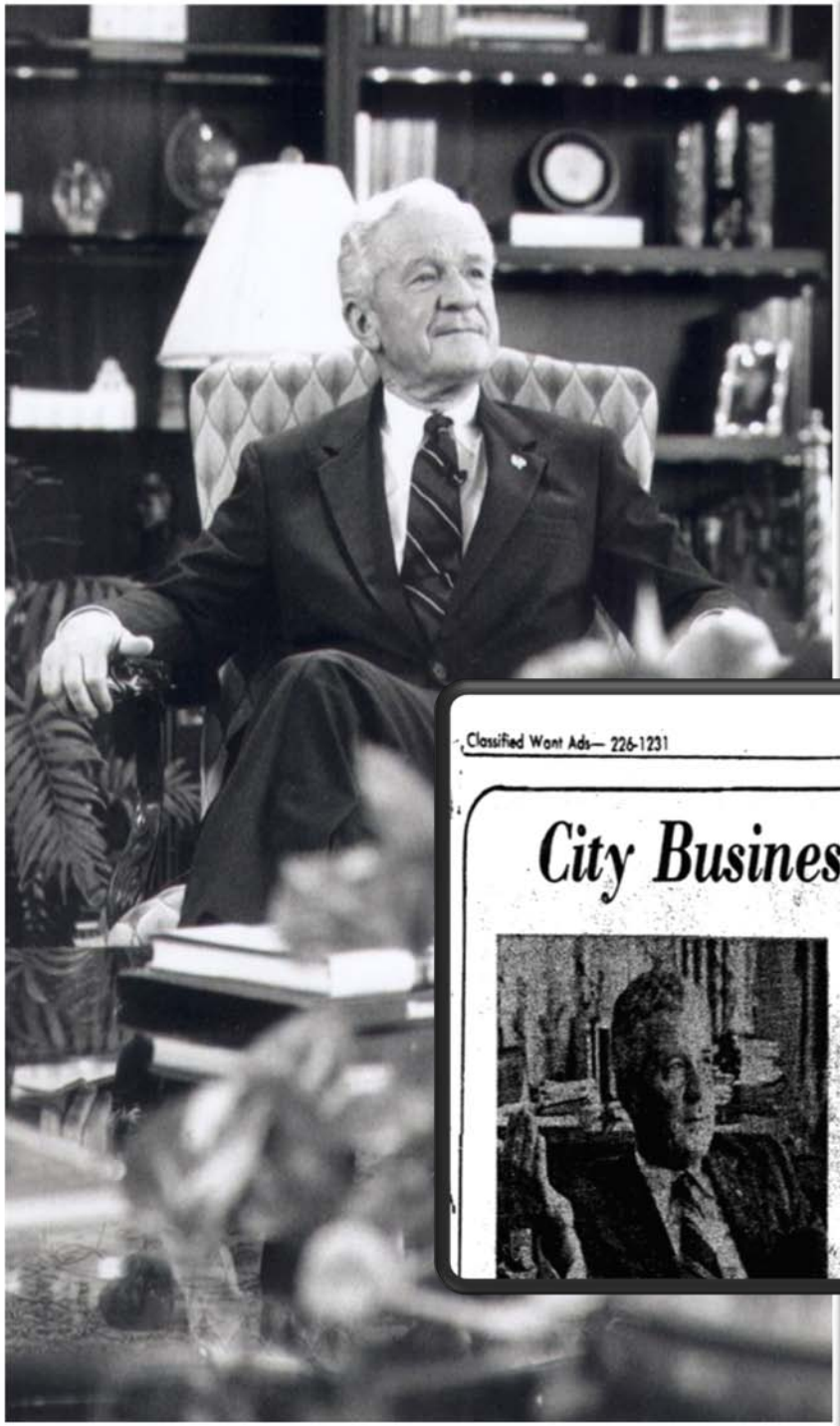
Military City USA

PORT SAN ANTONIO

Brooks

CITY BASE

$28 Billion Annual Economic Impact



saedf

san antonio economic development foundation

City Business Leaders Put Money in S.A. Growth

By WARREN JENNINGS
The Light's Business Writer

The city's business leadership is not only putting its money where its mouth is, it is putting it where its heart is.

Jennings

The new San Antonio Economic Development Foundation, conceived in June of this year, has now funded itself to the tune of $650,000, all with private

Naylor Realty, National Bank of Commerce, Ochse and Associates, San Antonio Express-News, San Antonio Light, San Antonio Savings Association, Schaefer Contracting, Sears, Southwestern Bell Telephone Co., Straus-Frank Co., J.H. Upmore and Associates and USAA.

Ramrod behind the program is Chamber of Commerce President Robert F. McDermott, who when he is not pushing the economic development growth of San Antonio, is also president of USAA.

The super-ambitious program was to phase out the long-standing need for major additional funding for better employment opportunities for all San Antonians and to strengthen the city's economic base, and to solve the local energy problem.

One of the first things the chamber of commerce board did in connection with the new Economic Development Foundation was to phase out all contracts with the city and City Public Service Board that relate to economic development.

This amounted to around $350,000 annually in public funds assigned to the chamber for economic development.

As successful examples of how such foundations can work for communities he cited the Economic Development Program in Atlanta and the North Texas Industrial Commission.

For the past 12 years, he said, the Atlanta effort has enjoyed special funding amounting to $1.8 million

men, men and others with high stakes in the race for economic development.

In a speech to a local civic group on the foundation, McDermott said, "I would like to call upon the elder statesmen of our business and professional community for their support.

"Many younger businessmen with whom I have talked have pointed their fingers at them and have accused them of sitting on their assets. It has been my observation that this has ever been so. When people retire they often are overly concerned about their

TOYOTA
Motor Manufacturing
Texas

FY 2016 Proposed
City Contract: $180,000

FREE TRADE
ALLIANCE

AEM

Key events emphasized the value of an equitable and diverse economy with a well trained workforce.

Levi's

FY 2016 Proposed Delegate Agency Contracts: $2.5 Million

Project QUEST
Quality Employment Through Skills Training

Chrysalis Ministries

EACH ONE TEACH ONE

DRESS FOR SUCCESS®
Going Places. Going Strong.

SA YOUTH

goodwill®

ALAMO COLLEGES

ALAMO COLLEGES

SAN ANTONIO CHAMBER OF COMMERCE

San Antonio – Talent for Economic Competitiveness (SA-TEC)

AGENDA

CITY OF SAN ANTONIO
ECONOMIC DEVELOPMENT
DEPARTMENT

History of Economic Development

San Antonio Strengths

Moving Forward

80% of jobs in San Antonio were created in these industries since 2000

Resilient and Stable

Best-Performing Cities 2011

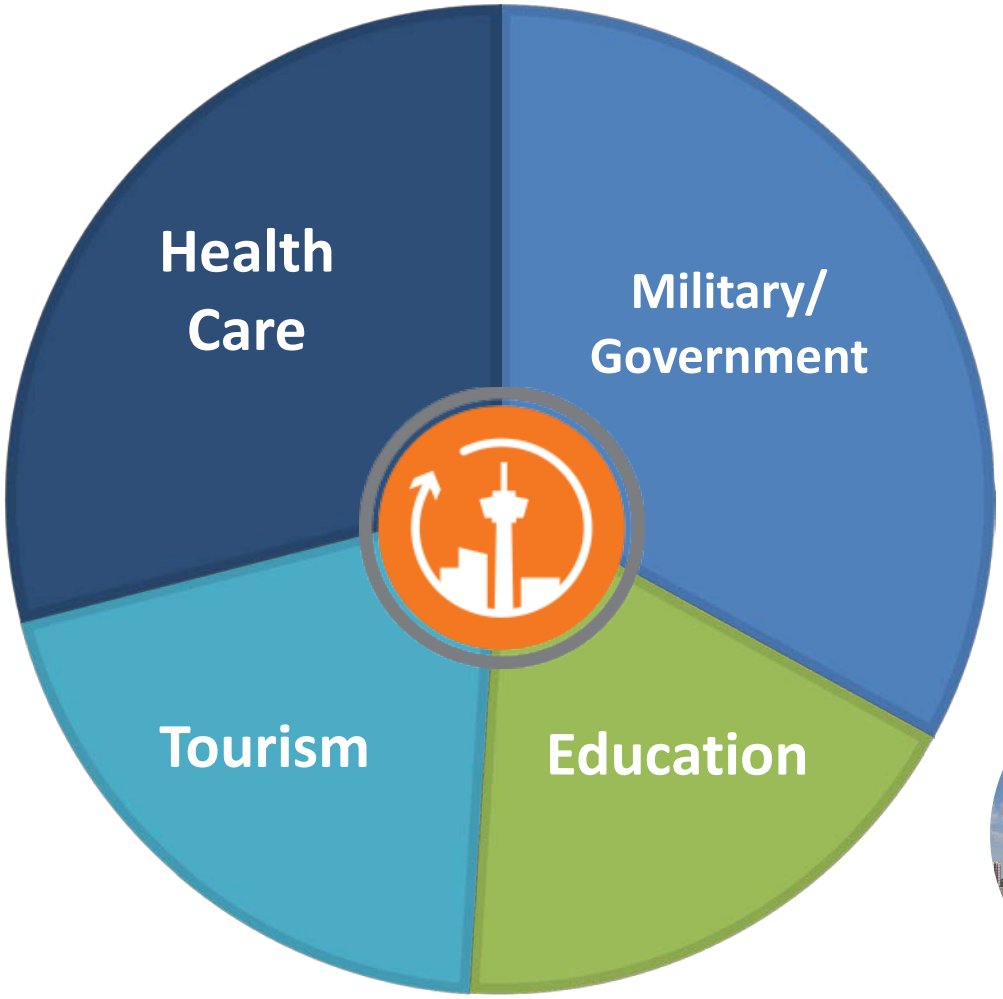
Where America's Jobs Are Created and Sustained

MILKEN INSTITUTE

Changing the World in Innovative Ways

#1 SAN ANTONIO

Total Job and Wage Growth Comparison 2010-2014



Austin
Jobs 20%
Wages 17.7%

Dallas
Jobs 16.2%
Wages 12.8%

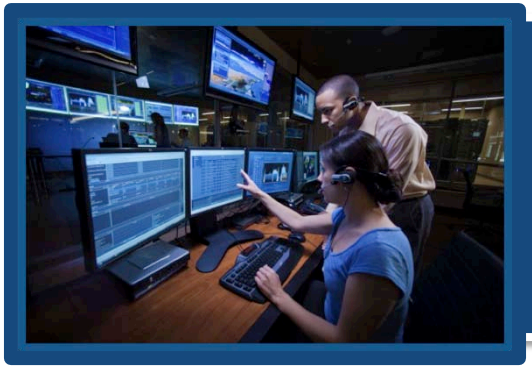
San Antonio
Jobs 13.8%
Wages 11%

Economic Development Approach
Growth and Diversification

Support Legacy Industries

Pursue Targeted & Emerging Industries

San Antonio's Emerging Industries Growth 2010-2014



Cybersecurity/ IT
Job Growth: 27.2%
Wage Growth: 16.2%

Avg. Wage: $76,717

Aerospace
Job Growth: 5.9%
Wage Growth: 5.5%

Avg. Wage: $65,819

Biosciences
Job Growth: 10.3%
Wage Growth: 8.6%

Avg. Wage: $52,540

300 High-Wage Jobs

FY 2016 EDIF Incentive Funds: $1.75 Million

HOLT CAT

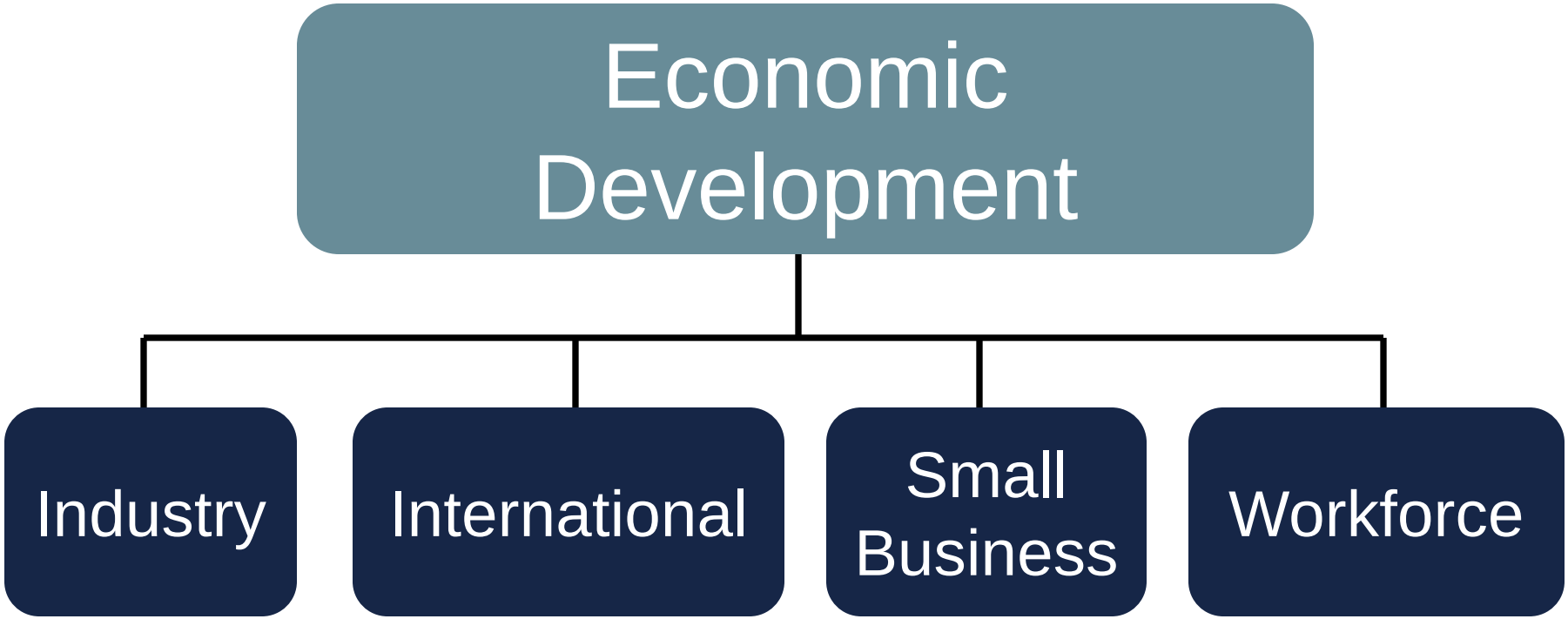
CST

SECURITY SERVICE FEDERAL CREDIT UNION

1,500 Jobs

$167 Million in Investments

Department Overview



saedf
san antonio economic development foundation

FY 2016 Proposed City Contract:

$500,000

Strategic Approach

Global Industry Recruitment

Retention & Expansion

Entrepreneurial Development

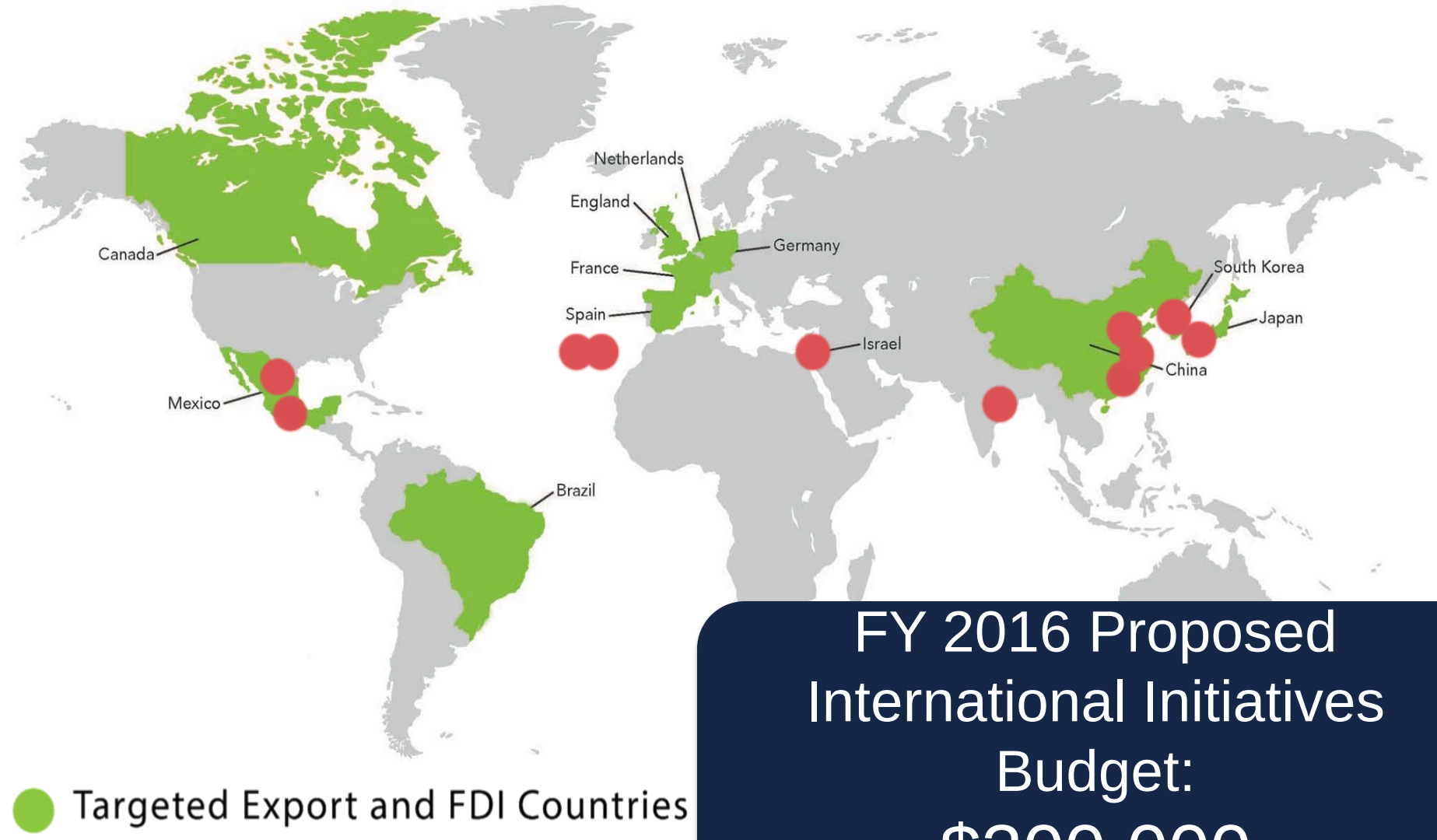
Workforce Development

SAN ANTONIO

TRADE & INVESTMENT STRATEGY 2015

GOALS TO BE
REACHED BY 2025
IN SAN ANTONIO
1
Triple Exports from San Antonio metro area
$27.6 Billi
$9.2 Billion
2013
2025
2
Create 13,000 jobs directly supported by exporting
2013
28,450
2025
41,5
3
Triple FDI-supported jobs
64,700
21,580
2011
2025
QUICK STATS
TEXAS A&M UNIVERSITY
SAN ANTONIO

Targeted Countries and Sister/Friendship Cities

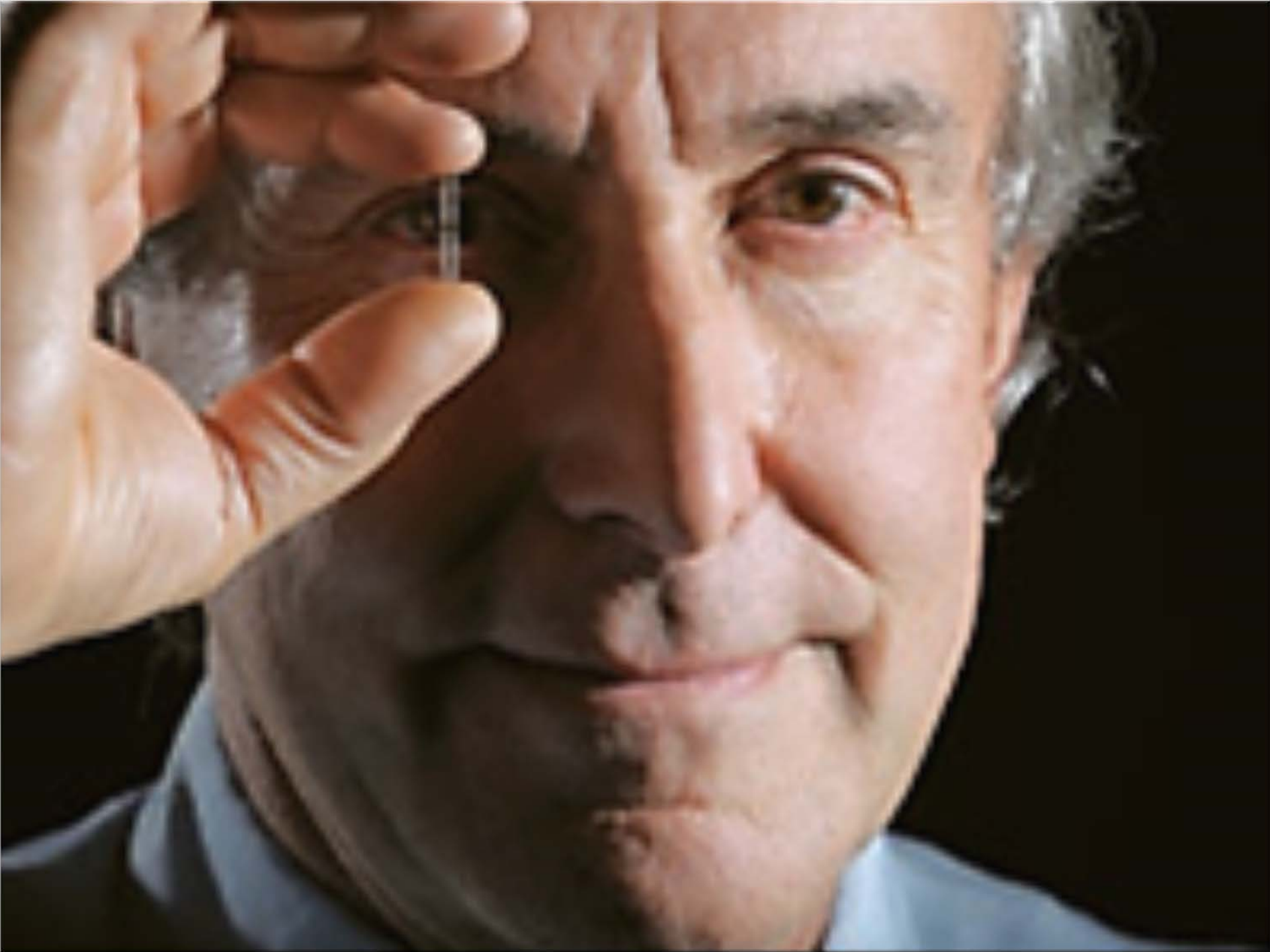


FY 2016 Proposed International Initiatives Budget:

$300,000

SUCCESS
100.000.0
100,000.
IDEA
PRODUCTION
SUCCESS
PRODUCT
RESULT
PROCCESS
TEAM
?
70000
WEB
MEDIA
COMMUNITY
GROUP
IDEA
WORKSTATION
WORK GROUP
STORAGE
SERVER

Datapoint 2200



rackspace®
the open cloud company

geekdom

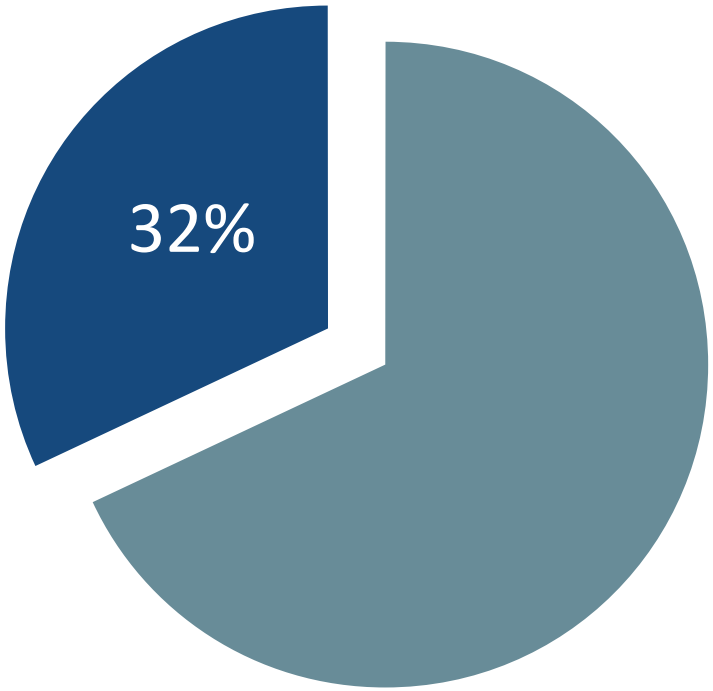
Fiber is coming
San Antonio
Fiber is coming
Google fiber

Small Business Economic Development Advocacy

Small, Minority, and Women Business Utilization

FY 2014

$98 million



FRUTERIA
BOTANERO BY CHEF JOHNNY HERNANDEZ
TRUE
FLAVORS
LA
GLORIA
STREET FOODS OF MEXICO

Over 300 different small, minority, and women businesses

Mentor Protégé Program

97 current participants

29 program graduates

CITY OF SAN ANTONIO
ECONOMIC DEVELOPMENT
DEPARTMENT

QUESTIONS?