



**San Antonio Economic Development Corporation (SAEDC)
Board Meeting Minutes**

WebEx

Wednesday, September 13, 2021, 12:15 PM

BOARD MEMBERS PRESENT:

Mayor Ron Nirenberg, President
Councilman Manny Pelaez, Council District 8
Councilman Melissa Cabello Havrda, Council District 4
City Manager Erik Walsh, Secretary
Sylvia Lopez Gaona, At-Large Citizen
Dr. Christine Burke, At-Large Citizen

STAFF, OUTSIDE COUNSEL, and COMMUNITY MEMBERS PRESENT:

Dr. Corey Levenson, San Antonio Military Medical Innovation Director, SAEDC
Karl Baker, SAEDC Legal Counsel, Golden Steves & Gordon LLP
Alejandra Lopez, Executive Director, SAEDC
Brenda Hicks-Sorensen, Director, Economic Development Department, City of San Antonio
Justina Tate, Assistant Director, Economic Development Department, City of San Antonio
Ben Rickelman, Economic Development Manager, Economic Development Department, City of San Antonio
Isaac Bernal, Economic Development Coordinator, Economic Development Department, City of San Antonio

AGENDA ITEM #1: CALL TO ORDER.

Mayor Nirenberg called meeting to order at 12:25 PM and all members were present for roll call. Ms. Tate informed the Mayor the Board has a Quorum.

AGENDA ITEM #2 (ACTION): Action to Approve the Minutes of the June 23, 2021 SAEDC Board of Directors Meeting

The Mayor moved to Item 2. He entertained a motion for approval. Ms. Lopez Gaona made the motion and was seconded by Dr. Burke. With no further discussion, the motion passed unanimously.

AGENDA ITEM #3 (ACTION): Election of Officer for the Corporation: Vice-President

The Mayor moved to Item 3. He called for nominations. Ms. Lopez Gaona made the motion to nominate Councilman Pelaez for Vice-President. Councilwoman Cabello Havrda seconded the motion. The motion passed unanimously, and Councilman Pelaez accepted.

AGENDA ITEM #4 (ACTION): A Resolution Approving the SAEDC FY2022 Budget

The Mayor called for a presentation from Ms. Tate on the proposed Fiscal Year 2022 Budget. Ms. Tate presented the budget, stating that the revenue would largely be made out of \$200,000 grant from the City and SAMMI contribution from the EDIF. The SAMMI contribution would close out year three of a three year commitment. She stated that the SAEDC is expecting \$30,000 from community partners, also closing out year three of a three year commitment. The beginning balance is \$449,000 with total resources available to the Board is \$779,000 for fiscal year 2022.

Ms. Tate then said the proposed budget is \$402,000, anticipating all SAMMI fund initiative will be paid out by the end of the current fiscal year. The exception is Al-Bionics, which is budgeted to be paid in 2022. There is an allocation of an additional \$100,000 for investments. The SAMMI Director salary and program expenses is \$181,000, with a 4% bump in pay. She stated there is funding for legal and audit expenses, and some set aside for a portfolio analysis. She updated the council that staff was working on a contract with Andrew Nat. She said the study was projected to end in 2022. She concluded by saying asking the Board to approve the budget for Council consideration and approval on September 16. The resolution before the Board would authorize the Executive Director to execute a funding agreement with the City of San Antonio for \$200,000 and accept \$30,000 from community Partners.

The Mayor entertained a motion for approval. Councilman Pelaez motioned and Ms. Lopez Gaona seconded. The mayor asked if there were any questions. Councilman Pelaez asked what is the SAMMY Director's salary, what does it include, and why is there an inclusion of \$15,000. Ms. Tate said yes, the \$15,000 is for the cost of doing business. This includes, subscriptions, conference fees, zoom account and more. Councilman Pelaez has if they are slated to get an update on accomplishments from the SAMMI initiative. Ms. Lopez introduced Dr. Levenson saying he is at the meeting to update them and updates are included in the annual report.

Councilman Pelaez asked who were the SAEDC attorneys. Ms. Tate answered that Golden Steves are the SAEDC attorneys. Councilwoman Cabello Havrda asked if there was money allocated this year for travel. Ms. Tate said yes. The Councilwoman asked what happened to that. Ms. Tate responded the funds would fall into the fund balance and be included as resources for 2022. Councilwoman Cabello Havrda asked if the \$10,000 goes into the general fund. Ms. Tate clarified that fund would go into the budget towards the SAMMI Fund. Secretary Walsh asked who the three community partners are. Ms. Tate said they were Southwest Research, Biomed Global and Texas BioMed. Councilwoman Havrda asked if those funds can be from any nonprofit. Director Lopez said we have agreements with each of them.

Councilman Pelaez asked how our budget compares to other cities and what level of funding do place like Houston and Dallas meet. Secretary Walsh said that was a good question and part of the conversation with Director Lopez and Ms. Tate from a planning perspective is to ask, what are we doing. Should the SAEDC be doing more. He clarified the SAEDC had a plan, and it was helpful from an asset perspective, but that staff and the Board need to review and see what should the SAEDC be doing and maybe end other activities. He said the intent is to start planning out the next five years. The Mayor agreed and asked what is the balance for the investment fund. Ms. Tate said for 2022, there was about \$100,000 that could be spent once we exhaust the \$250,000 that is committed. She added staff anticipated making one more payment in 2022. This would make \$100,000 available for further investment.

The Mayor asked of the \$125,000, is it all committed. Ms. Tate said \$25,000 is committed to Alt-Bionics and \$100,000 is for other opportunities. The Mayor asked if staff anticipated another deposit into that fund. Ms. Tate said that would be a policy discussion with the Board but not at that time. The Mayor and Councilman Pelaez requested that discussion happen in the future with how the SAEDC should move forward.

There were no further questions and the motion passed unanimously.

AGENDA ITEM #5 (INFORMATIONAL): Executive Director's Report

The Mayor called on Director Lopez to give the Director's Report. Director Lopez called for Dr. Levenson to give an update on the SAMMI initiative. Dr. Levenson gave a brief update, stating that COVID-19 proved a hindrance to certain activities. Networking and meeting the original budget projections were harder, as was attending conferences. He stated that they were planning a military day for October 2021, but the COVID spike pushed that back. Dr. Levenson explained he continued to work, partnering with local agencies and working with them to do panels and spread awareness about military medicine. Their ongoing efforts prove to be successful.

Dr. Levenson said that of the five companies the SAEDC has invested in, they are all on schedule. Renovo Concepts completed their Series A funding and our Note was converted into shared. Alt-Bionics did complete their seed funding and the others are making process. He stated that all the companies were doing well and he was looking at doing another funding round in the Fall. Secretary Walsh said that before more funding and additional investments are made, staff should go back through the SAEDC's current investments and commitments and give an overview on the next agenda. Councilman Pelaez invited staff to present to the Economic and Workforce Development Committee (EWDC) and give an update on the SAEDC so the EWDC could know what was going on and learn about the organization. There were no further questions for Dr. Levenson.

Director Lopez gave an update on the vacant Citizen Board position. She said the SAEDC promoted the position and applications have been received. The intent is to take the applicants to the EWDC for consideration and the finalist to full City Council. The deadline for applications is closed. She reiterated staff's intent to execute a contract with Andrew Nat to conduct a review of the SAEDC's investment portfolio and eventually present those findings to the Committee. There were no questions from the Board.

AGENDA ITEM #6 (INFORMATIONAL): Executive Session

The Mayor read into executive session at 12:45 PM.

The Mayor brought back into regular meeting at 1:02 PM. No official action was taken.

AGENDA ITEM #7: MEETING ADJOURNMENT.

Mayor Nirenberg adjourned the meeting at 1:03PM.

