

The University of Texas at San Antonio™

# Institute for Economic Development

Annual Report 2020



A year of unprecedented change,  
resiliency and opportunity





Balcony of the Buena Vista building, UTSA Downtown Campus

About this annual report:

This 2020 report highlights how the Institute for Economic Development (IED) at The University of Texas at San Antonio directly benefits the communities of Texas and beyond through small business development, training and connections.

This year of unprecedented change due to COVID-19 has also been a year of unprecedented resiliency. We worked with small business owners and developed solutions to keep their enterprises and lives moving forward.

Read on for inspiring stories about our successful results. Celebrate with our clients in their gratitude. Learn of the exciting, new initiatives we are developing.

Our Economic & Community Impact

\$2.4 Billion

In Direct Economic Impact For 2020

(\$2.4 billion is the aggregate amount of new financing & investments | new sales, contracts & exports)

SERVICE RESULTS

ECONOMIC IMPACT

37,748  
Businesses Served

3,712  
Jobs Created

1,061  
Training Events & Courses

6,323  
Jobs Retained

25,858  
Training Participants

354  
New Business Starts

7,690  
Consulting Cases

348  
Business Expansions

4,200  
Business Research Tasks

\$402,073,788  
New Financing & Investments

\$1,997,627,969  
New Sales, Contracts & Exports

\$27,700,200  
New Tax Revenue Generated

The University of Texas at San Antonio™  
Institute for Economic Development





About The Institute for Economic Development

For 40 years, the UTSA Institute for Economic Development has helped over 5,000 businesses open their doors and created more than 58,000 jobs in the Texas economy.

We are 10 centers and programs that excel in results-oriented advising, training and research for startups, existing businesses and community leaders seeking strategic economic growth, serving local, regional, national and international initiatives.

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Resiliency is key.

This annual report reflects a common theme for all of UTSA in the year 2020—being agile and adapting to change.

The Institute for Economic Development is staffed by dedicated professionals who demonstrated their creativity, positivity and strong work ethic more than ever this past year. They moved expeditiously to change the way we do business to meet the needs of our clients—the small businesses of Texas. Further, even though the novel coronavirus damaged the economy, our staff, due to their dedication and resilience, were able to increase our new financing and investments by 34% this year, an increase of over a \$103 million. This makes a total of over \$402 million put to use to help our small business clients and the Texas economy.

Thanks to these efforts and the partnerships formed with our clients, these Texas small businesses have a bright future as they look forward. UTSA also has a bright future. Read about our actions in this unprecedented year and the exciting new initiatives ahead.

Rod McSherry  
Associate Vice President for Innovation  
& Economic Development  
The Institute for Economic Development



# I. The Institute for Economic Development and the economic development story

Our IED staff work with diligence to deliver our best to our clients to help them thrive. This year, we also helped them survive.

We've been successful. We've helped small businesses create and retain over 10,000 jobs this year.

We will continue to help more businesses stabilize, rebuild and retrain for the new ways of doing business, including strengthening their resilience to remain successful into the future.

and innovative training programs for companies seeking access to global markets. To develop foreign market distribution channels, the Center has led the Small Business Network of the Americas (SBNA) initiative to expand the implementation of the SBDC model into 23 countries in the Western Hemisphere.

### UTSA SBDC Technology Commercialization Center (TCC)

Supports science and technology-based innovation and entrepreneurship to foster a globally competitive economy in Texas. The Center provides confidential management advisory services for high-tech entrepreneurs, scientific researchers, start-ups, and established businesses. Clients of the center qualify to receive technical and business assistance with America's Seed Fund™ (federal funding), technology readiness assessments, intellectual property assistance, venture pitches, federal and state research and development grants/contracts and more.

### SBDC National Information Clearinghouse (SBDCNet)

Is the official nationwide research program of the U.S. Small Business Administration. SBDCNet provides in-depth, customized market research business development resources and training services to SBDC advisors and their clients. The Center's team of researchers is dedicated to meeting the small business information needs of nearly 1,000 Small Business Development Centers across the US and its territories.

### UTSA Center for Community and Business Research (CCBR)

Offers applied economic and business research to serve the needs of economic development agencies; businesses; trade associations; city, state and federal governments; and other community stakeholders in search of information to make well-founded business and policy decisions. CCBR conducts research projects to provide insight into how organizations, communities, or the economy are impacted by major new developments, projects and policies.

### UTSA Procurement Technical Assistance Center (PTAC)

Assists small business owners with expanding their businesses into federal, state, regional, county and



local markets with government agencies and military installations. PTAC staff provides advising, training, and networking opportunities through specialized classes, monthly networking meetings, matchmaking events and one-on-one assistance. This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency, which serves and assists small businesses in 38 counties.

### Minority Business Development Agency (MBDA) Business Centers - San Antonio

Assist minority business enterprises to increase profits and employment numbers by providing targeted management and technical assistance services. Centers work with established minority-owned businesses that have at least \$1 million in annual revenue and are seeking rapid growth. Centers include San Antonio MBDA Business Center, MBDA Business Resilience Center, MBDA Export Center and MBDA Advanced Manufacturing program. Services include connecting domestic, minority-owned business clients with commercial opportunities across the globe.

### Southwest Trade Adjustment Assistance Center (SWTAAC)

Assists U.S. manufacturing and service firms that are negatively impacted by foreign competition to regain profitable growth. SWTAAC staff provides management consulting and strategic business planning services to help firms in the five-state region of Texas, Louisiana, Oklahoma, Arkansas and New Mexico.

## Our centers

### UTSA South-West Texas Border Small Business Development Center Network (SWTXB-SBDC Network)

Is comprised of 10 SBDC-affiliated offices. Each office is hosted by a local university or community college within a 79-county region, stretching from the Gulf Coast to South Texas through Central Texas and across parts of West Texas. In partnership with the U.S. Small Business Administration (SBA), The University of Texas at San Antonio (UTSA) administers the Network, its affiliate offices and three specialty centers—SBDC Center for Government Contracting, SBDC International Trade Center and SBDC Technology Commercialization Center.

### UTSA Small Business Development Center (SBDC)

Offers integrated services to meet the needs of experienced small business owners as well as entrepreneurs just starting a business. Servicing San Antonio and the 10 counties surrounding Bexar County, the UTSA SBDC's professional staff provides confidential, one-on-one business advising at no charge and most training at no charge with a few training courses being low charge.

### UTSA SBDC Center for Government Contracting (CGC)

Provides programs that assist small business owners, veteran entrepreneurs, women-owned small businesses, employers, and entrepreneurs. These services are reflected in the following programs: Texas Cybersecurity Compliance Program, Employer Services, Emergency Preparedness and the COVID Business Recovery Accelerator. The service area includes 79 counties of the South-West Texas Border SBDC Regional Network.

### UTSA SBDC International Trade Center (ITC)

Is one of the largest and most successful international trade assistance organizations in Texas. Staff provide technical trade advising, customized market research





## II. Our quick response to COVID-19

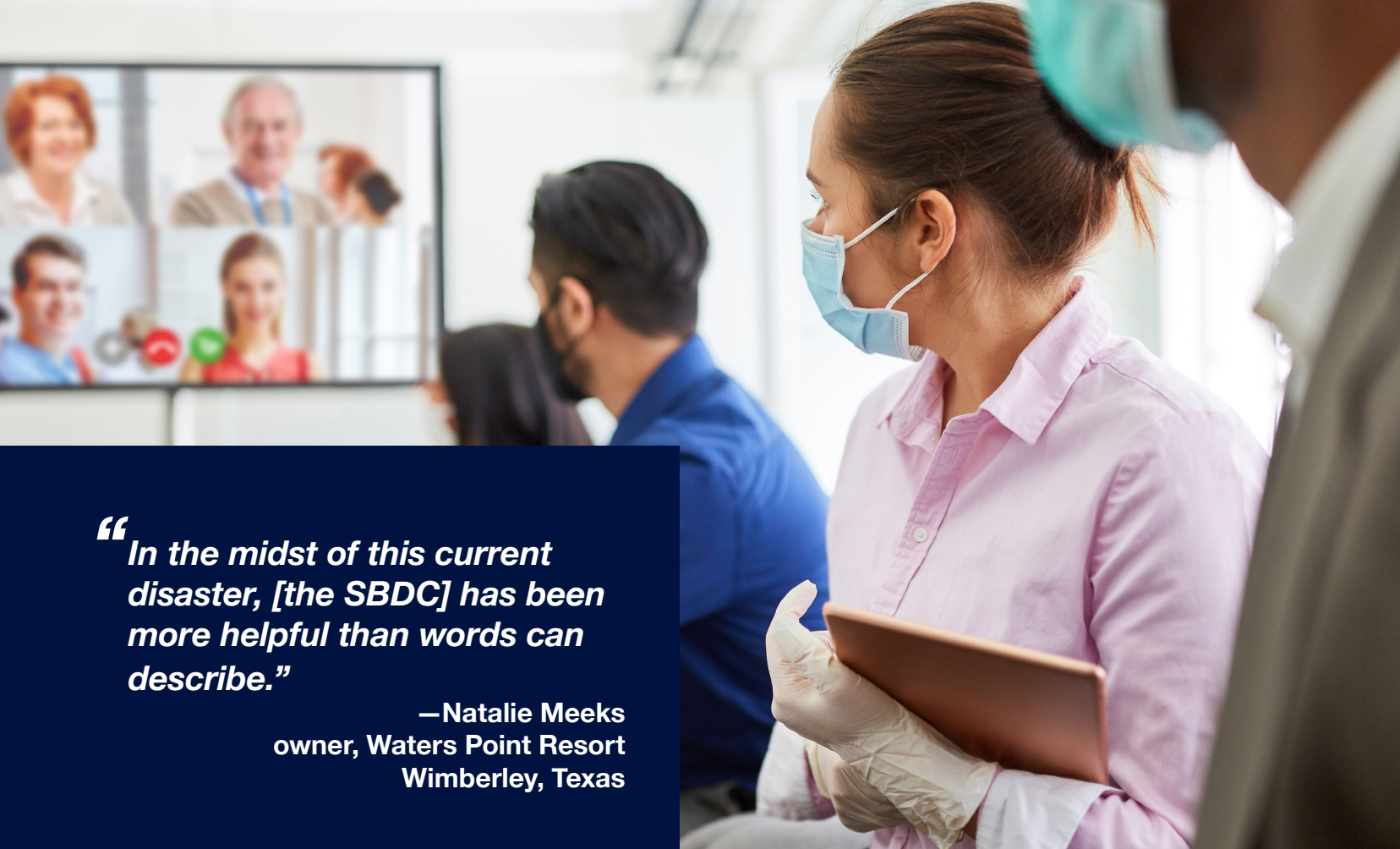
A year like no other led to special help for Texas small businesses.



The COVID-19 pandemic fundamentally disrupted life for everyone—including Texas small businesses.

We took action immediately. Our centers flexed to new ways of operating and to new programs. Then, we helped our clients with securing federal funding opportunities.

Out of this change came new opportunities to grow and be better than before. We are now able to serve more clients. Further, by helping our clients with new, virtual communication, they are expanding their markets and growth opportunities, too.



“*In the midst of this current disaster, [the SBDC] has been more helpful than words can describe.*”

—Natalie Meeks  
owner, Waters Point Resort  
Wimberley, Texas

### Our response hub: The COVID Business Recovery Accelerator

In the spring of 2020, The Institute for Economic Development’s UTSA South-West Texas Border Small Business Development Center (SBDC) Network immediately pivoted existing advising and training services for virtual delivery.

Additionally, CARES Act funding allowed our SBDC to bring additional resources to its 79-county service delivery area with the launch of a new, specialized program: the UTSA SBDC COVID Business Recovery Accelerator. This is a multi-year program.

The Accelerator provides a lifeline of support to small business owners needing to rapidly reassess their business models as well as current and future markets. The team of professional SBDC Business Advisors help business owners with unique decisions regarding how and when to reopen, evaluating supply chains, addressing work place safety, financial recovery strategies, workforce development and cybersecurity.

The Accelerator also offers bi-monthly town hall meetings for small business owners, addressing questions and issues such as U.S. Small Business Administration Paycheck Protection Program legislation, reopening San Antonio and Bexar County businesses, small business workforce comeback, funding, lending, and next steps for recovery.

#### Our minority business resilience center

Another part of our response has been through the MBDA COVID-19 Business Resilience Center. It focuses on assisting small and minority owned businesses located in economically and distressed areas of South Texas. It provides technical and management assistance to businesses to empower their resilience and ability to bounce back from disasters.



# Reconnecting small businesses to their success

*Acting immediately with the COVID-19 shutdown, we added support and services including virtual communication, market research and facilitating grants and loans.*

## Vaulting from disruption to a new routine

Owner Heather Schnelzer watched her San Antonio gymnastics business Aerial Athletics successfully soar for 18 years, offering competitive and recreational classes. COVID-19 forced Heather to pivot her business. “It wasn’t until I reached out to the UTSA SBDC COVID Business Recovery Accelerator that I had the answers about SBA loans that I needed,” Schnelzer said. She received funding from the Small Business Administration Paycheck Protection Program and Economic Injury Disaster Loan. Heather saved 13 jobs, reopened in May at limited capacity, plus offered virtual classes, online videos, and distance learning school programs.



## A prescription for resilience

Fort Davis Family Practice provides important medical care for an underserved population of rural West Texas. Located in Alpine, the clinic is owned by physician Dr. James D. Luecke. During COVID-19, his practice was forced to conduct business and see patients differently. Office Manager Celina Esquivel contacted the Sul Ross State University Small Business Development Center and said, “Our SBDC advisor was exceptional and very helpful.” The clinic received funding from the Small Business Administration Paycheck Protection Program and U.S. Department of Health and Human Services. In the end, the SBDC helped save 7 jobs, and the medical practice continues for the community.



## Serving up sweet success

The city of Kyle, Texas is known as the Pie Capital of Texas thanks to Chef Julie Albertson. Once a home business that started in 1986, Texas Pie Company is a full-service restaurant and retail and wholesale pie bakery. Her pies were named H-E-B's Primo Picks Quest for Texas Best Grand Prize Winner. Found on H-E-B shelves, her “Dough Puck” product is poised to increase sales. In early 2020, Julie received the SBA San Antonio District Office Women Owned Small Business of the Year award. “Every business should have a partner like the SBDC,” she said. Julie was able to keep her business open after receiving COVID-19 financial help through the Paycheck Protection Program and Economic Injury Disaster Loan.



## Flourishing floor business in Victoria

In 1998, Mary Garcia started as a salesperson for Carpet Masters-Carpet One, then became business partner, and later business owner. Mary first worked with the University of Houston-Victoria Small Business Development Center in 2019 to better market her business. Her advisor discovered issues in pricing, discounts, inventory surplus and accounting errors hurting her business.

“My SBDC business advisor has been there to help me every step of the way, and I definitely couldn’t have done this without his help,” Garcia said. She applied for the SBA Economic Injury Disaster Loan and received a loan of \$150,000 to help with daily operations. Today, Mary continues to see increases in revenue and clientele.





# Better banking training and growing rural Texas economies

## Accessing lender funding grows small businesses and the economy

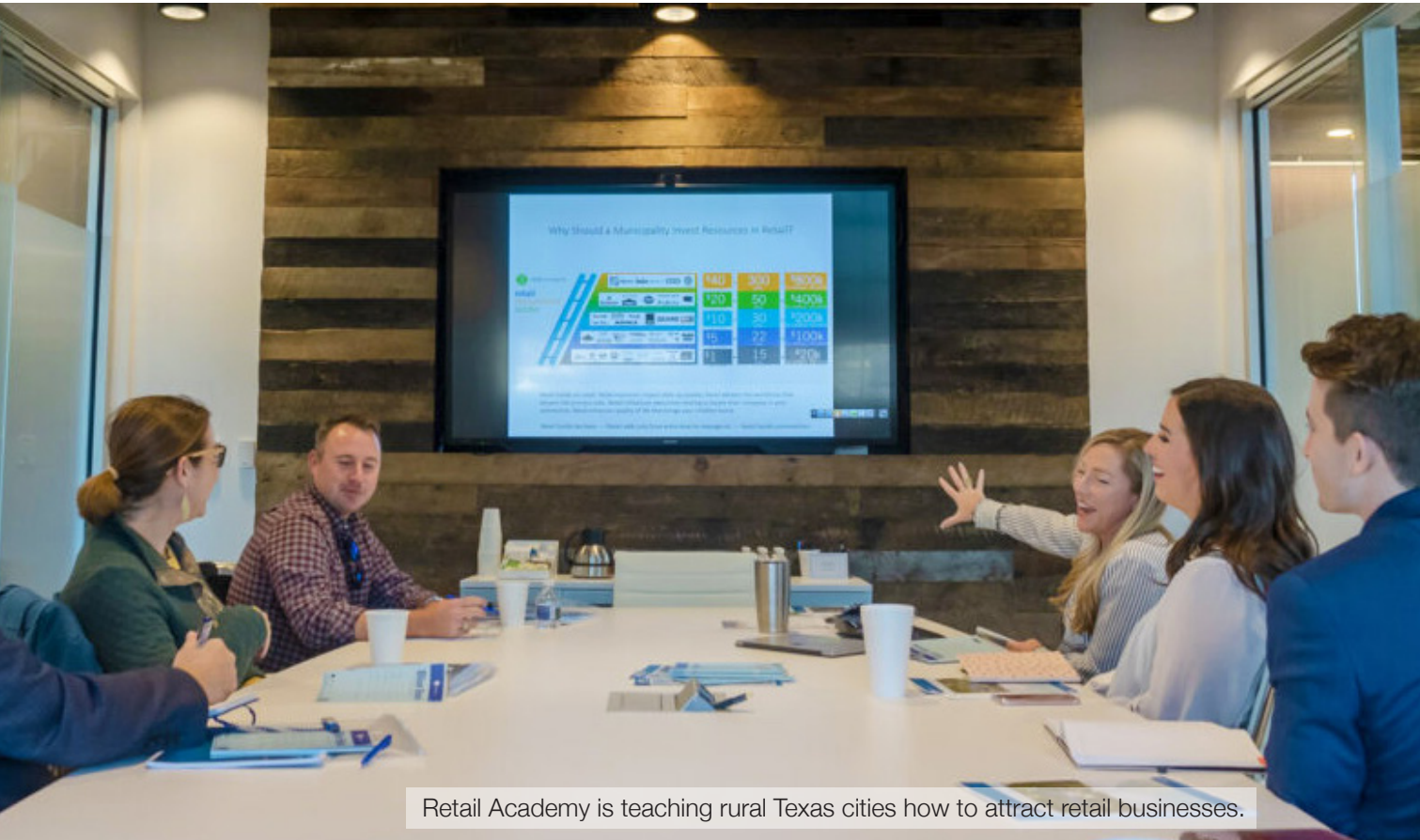
In response to the dramatic financial hardships and widespread negative economic impacts caused by the COVID-19 pandemic, UTSA's Institute for Economic Development Small Business Development Center began offering a business financial preparedness educational program called Profit Mastery. It is delivered online and the purpose is to get businesses in bank-ready shape for successfully requesting financing from lending institutions.

This program is one of the many ways we are working to support small business owners, strengthen their businesses and expand the economy.

## Attracting retail business is key for rural economic growth

The UTSA Institute for Economic Development has partnered with Retail Strategies, LLC to offer a program called Retail Academy, designed to educate city leaders on retail and business recruitment, real estate and small business support.

The six rural Texas communities selected for the inaugural program are: Borger, Giddings, Lamesa, Perryton, Sweetwater and Tahoka. These communities will be trained and equipped with the tools and education necessary to attract new retailers to their markets, while providing support to their existing local businesses.



Retail Academy is teaching rural Texas cities how to attract retail businesses.



Texas small businesses are enhanced with foreign market opportunities.

# International sales and business partners

## Expanding to more foreign markets

The UTSA SBDC International Trade Center is one of the largest and most successful trade assistance organizations in Texas. Staff provide technical trade consulting, customized market research and innovative training programs for companies seeking access to global markets.

To develop foreign market distribution channels, the Center has led a major initiative to expand the implementation of the SBDC model into the Caribbean, Mexico and other Latin American countries. As a result, the Small Business Network of the Americas now includes 22 countries.

In 2020, the International Trade Center began the work to expand to even more countries, to open even more markets for Texas small businesses. U.S. legislation was introduced to extend our network into Southeast Asia.

## Opening doors to export opportunities

The Minority Business Development Agency Business Center-San Antonio promotes minority business communities' growth and competitiveness in domestic and global marketplaces.

The center primarily works with established minority-owned businesses that are seeking rapid growth and commercial opportunities across the globe. Its clients' manufacturing exports have doubled in just a few short years.

In 2020, the center's Export Center launched a Mexico Virtual Matchmaking Event to open doors of opportunity for its U.S. business clients to export their products to Mexico, a key foreign market. The center earned the U.S. Department of Commerce Minority Business Development Agency Century Club Award this year and in multiple years in the past.





Our research on Texas industries and markets helps the state make insightful decisions that benefit the entire state.

## Unique research centers create a stronger economy

### Applied business, economic and market research provides strategic guidance

The Institute for Economic Development is proud to have two centers that produce custom, applied research for various entities. This research capability is unique among higher education institutions.

Our Center for Community & Business Research serves the needs of local, state and federal government, agencies, boards, associations and other community stakeholders needing good data and analysis to make better decisions.

In 2020, the center completed a comprehensive study demonstrating the economic interdependence of Texas farming, tourism and the distilled spirits industry in Texas. For example, 24 different types of Texas farming crops are purchased every year by the industry, and distillery tours are popular tourist attractions. The study found that the distilled spirits industry in Texas generated \$1.3 billion in economic output or revenues, supporting 3,050 jobs.

The center has also has conducted research for UTSA to help understand the cost of economic disenfranchisement in San Antonio. Further, the center produced a study of the historic San Antonio Missions that helped in their designation as a United Nations Educational, Scientific and Cultural Organization World Heritage site.

The Small Business Development Center National Information Clearinghouse (SBDCNet) conducts business research for the national SBDC network.

In 2020, the center helped clients across the country succeed in the face of the pandemic by fulfilling thousands of information requests, producing COVID-19 business assistance publications, and producing an in-depth training series on digital marketing—empowering the SBDC advising community to help their clients be successful online.

## University Health Systems get life-saving PPE

### Early start to helping businesses shift their ways of operating

The Institute for Economic Development's Procurement Technical Assistance Center (PTAC) helps small business owners expand their businesses with no-cost advising, training and networking with local, state and federal agencies, including military installations.

In 2020, PTAC stepped up to help with the COVID-19 pandemic. When University Health Systems needed help

Eddie Cruz, the director of diversity and procurement at University Health Systems, recognized the UTSA PTAC for assistance with meeting protective equipment shortfalls. "(Their) assistance with our current needs when we encountered shortfalls of essential items for treating our COVID patients has been exemplary. We did not skip a beat," Cruz stated.

Since late March 2020, PTAC has provided business owners – big and small – with 49 training events including 39 webinars and 800 hours of one-on-one advising of new market opportunities and demands during the pandemic. PTAC also hosted popular supplier-vendor networking breakfasts for 150 PTAC clients, resource partners and stakeholders.

**"We did not skip a beat."**

acquiring life-saving personal protective equipment in support of their fight against COVID-19, they turned to PTAC to put them in touch with local suppliers.



We helped University Health Systems secure PPE during the early shock of the COVID-19 pandemic.





Helping a start-up solar panel company that also helps farming and grazing

## Powering innovation and technology

### Solar panels plus software do more

Our Technology Commercialization Center provides technical and business development assistance for advanced science and technology entrepreneurs through a suite of management advisory services. These services include a variety of networking and training events, research engagements, intellectual property assistance and venture competition assistance.

In 2020, TCC worked with Texas-based Helical Solar Solutions LLC to receive its first Department of Energy Small Business Innovation Research (SBIR) Phase II grant for \$1.15 Million. James McKinion, the inventor, received this award as a result of working with our TCC team on project research and development, and all grant activities related to the commercialization of his agrophotovoltaics innovation. Agrophotovoltaics is the practice of co-developing the same area of land for both solar photovoltaic power as well as for agriculture. McKinion is proud of his system that combines hardware and software in a unique way to allow dual use for land.

This working relationship began in 2019 and resulted in an SBIR Phase I award for \$200K as proof of concept. As the COVID-19 pandemic jolted the world economy, McKinion was able to receive assistance and loan funding through the SBA's Paycheck Protection Program to support his growing business.

**“...insight and guidance were invaluable”**

“Not having written or submitted a formal SBIR proposal before, [your] insight and guidance were invaluable, said McKinion. “Helical Solar looks forward to continued support from the SBDC Technology Commercialization Center as we start to hire new employees and expand our R&D and manufacturing capabilities in Texas.”

## Building innovation and technology partnerships

### Military opportunities for tech clients

In 2020, our Technology Commercialization Center hosted its 3rd annual Defense Innovation Summit.

This event provided TCC's business clients with confidential, one-on-one meeting opportunities with a scientific advisor representing the Department of Defense's U.S. Strategic Command and Small Business Innovation Research program managers representing the Department of Navy's Naval Sea Systems Command and Naval Air Systems Command divisions.

The summit commenced with TCC hosting the launch of U.S. Air Force's new venture, LevelUp Code Works in San Antonio. This state-of-the-art software factory, located in downtown San Antonio, builds and refines military software and protects national security by delivering rapidly deployable software capabilities to support a full range of Air Force and Department of Defense missions.

### Winning Texas venture competitions

In 2020, start-up clients of the TCC received over \$100,000 in two statewide venture competitions.

TCC clients took the top three prizes in the elevator pitch with one client placing fourth overall in the statewide Texas A&M New Ventures competition.

In addition, two TCC clients were among the top prize winners of the Texas State New Ventures Development competition.

### Impact of support for clients:

Venture Competition:  
**Over \$100,000 in prizes to clients**

Pitches to DoD Technology Scouts:  
**15 client companies**

SBIR Program Managers 1:1 Meetings:  
**20 client companies**



Connecting tech companies to opportunities with the U.S. military



# III. The look forward

Exciting, new initiatives from IED, Knowledge Enterprise and UTSA

## From the vice president



Bernard Arulanandam, Ph.D., MBA  
Vice President for Research,  
Economic Development, and  
Knowledge Enterprise

During an anomalous year, the important work of the Institute for Economic Development was highlighted like never before, as it helped small businesses connect to vital resources which allowed them to survive and thrive. The economic impact of 2020’s crisis demonstrated how essential their work is to our Texas economy.

The new year ahead brings promise: COVID-19 vaccine distribution has begun. As our university continues with our mission to be recognized as a great public research university and as an exemplar of innovative excellence for all, we will bring additional assistance to even more innovators and entrepreneurs. Our on-campus research is expanding in critical disciplines such as biomedicine, all things cyber, national security, education, the arts, and more. UTSA is uniquely positioned to serve our communities which reflect the demographic future of our country. Please join us in supporting and advancing new knowledge for societal impact and benefit for all.

# Technology enhancements and commercialization

## About Knowledge Enterprise

The Institute for Economic Development is part of UTSA’s Knowledge Enterprise division that creates knowledge for society through research. It then applies this knowledge toward new economic opportunities for the citizens of San Antonio and Bexar County, the State of Texas and beyond. Its research pillars are cyber, health, social-economic transformation and fundamental futures.

In 2020, the most urgent need for applying knowledge was helping support small businesses weather the storm of COVID-19. All of UTSA had to adapt to the new realities brought by the novel coronavirus. We started with rolling out virtual communication.

## Virtual communication reaches out

IED deployed virtual communication with our small business clients and taught them how to do the same with their clients. This helped them preserve or grow their business and in some cases helped them expand their market reach.

We also applied virtual communication to continuing our teaching and research missions. UTSA deployed virtual communication for students and researchers to continue to learn, work and collaborate in support of its teaching and research missions.

## Knowledge for advancing society

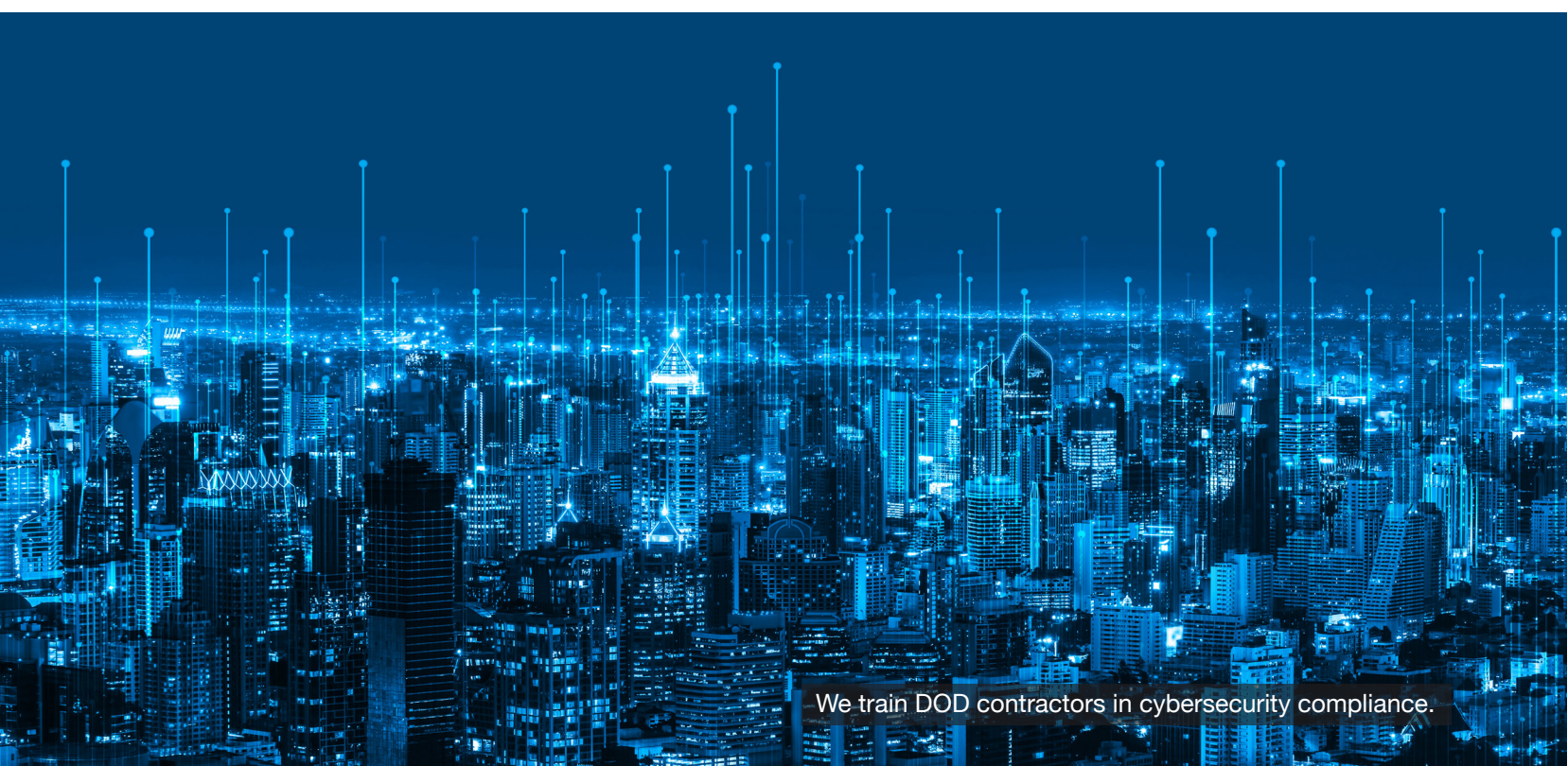
To help UTSA’s groundbreaking inventions develop from research applications to the commercial products and medical treatments of the future, the Office of Commercialization and Innovation (OCI) provides the support services and programs that span the earliest stages of evaluation and Intellectual Property protection to programs for companies developing these technologies. OCI’s commercial partners range from faculty-founded startups to large industry consortium partnerships.

In addition to IP portfolio management and licensing, these services and programs include faculty startup assistance, customer discovery workshops, a new venture incubator, and the venture mentoring service run jointly with UT Health for new university startups. OCI also manages the UTSA chapter of the National Academy of Inventors, a member organization set up to recognize, honor and encourage inventors, researchers, and innovators in the community. In close coordination with UTSA’s Center for Innovation, Technology and Entrepreneurship, OCI also helps support the growing student entrepreneurial programs like business plan competitions and three-day startups.



Our immediate shift to conducting business virtually allowed us to help our clients do the same.





We train DOD contractors in cybersecurity compliance.

## Digital training in cybersecurity and new job skills

### Texas Cybersecurity Compliance Program

UTSA features its new National Security Collaboration Center (NSCC) as part of its cybersecurity leadership.

Our Center for Government Contracting cyber program helps current and potential Department of Defense contractors meet current contracting requirements. We work with the NSCC to help companies develop their ability to be successful in securing contracts they seek.

We also teach the business owner how to protect their company from breaches that could potentially shut down their operations.

### Digital badges for new job skills

In the summer of 2020, UTSA responded to community need and began offering career skills training online, to help San Antonians bounce back from COVID-19-related job loss with new skills for reemployment. The program was called Career in Focus Initiative. It focused on helping San Antonio's unemployed and furloughed workers. So far, this program has served over 2,000 San Antonians. This successful program served as the model for our IED digital micro-credentials program.

### Digital training courses for small business

IED's Center for Global Development is developing a new platform to offer digital micro-credentials for competency-based certifications for global SBDC professionals. The micro-credentials will be offered in partnership with the UTSA Graduate School.

The courses will be delivered in bite-sized, personalized, and on-demand learning. Digital badge offerings will range from a single course to more complex certification programs.



## UTSA's COVID-19 funding and medical research

### Research to beat COVID-19

COVID-19 taught us to think and respond differently, and we spun up our Business Recovery Accelerator. We made emergency resources available for UTSA students for necessities such as food or housing or classroom technology or supplies.

And we turned some of the nation's top scientific minds to focus on developing solutions to combat COVID-19. This includes several UTSA faculty actively working to develop predictive models, drug therapies and vaccines.

Also, UTSA researchers are studying the impact of COVID-19 in numerous areas including on students, such as the stress of it and ways to stay mentally healthy.



### Company pivots to producing face shields

The Southwest Trade Adjustment Assistance Center helped their San Antonio client, Helmy Plastics, quickly transition to producing protective face shields for adults and children to guard against COVID-19. The center

provided capital, executive management consulting and training for developing new product that resulted in new revenue stream.



UTSA faculty are actively working to develop COVID-19 predictive models, drug therapies and vaccines.



# A downtown that integrates campus and community

New buildings, secure cyber manufacturing and new tech and community partnerships, it's a brighter future for all.

## Data intelligence and cyber security

UTSA began building its School of Data Science and National Security Collaboration Center (NSCC), two major initiatives at our Downtown Campus that will serve as the hub for its data intelligence and cybersecurity programs.

The School of Data Science will be the first of its kind in Texas and, combined with the power of the National Security Collaboration Center, will be a formidable leader in addressing national security challenges.

The National Security Collaboration Center further exemplifies our cybersecurity leadership. UTSA is one of the few universities to hold four National Center for Excellence designations from the National Security Agency and Department of Homeland Security, further solidifying its dominance as a leader in cybersecurity.

UTSA is also developing plans for a new Innovation, Entrepreneurship and Careers Building. These new buildings will anchor UTSA to San Antonio's prospering high-tech corridor and serve as a catalyst for economic and community investment in the San Pedro Creek area.

## Cyber Manufacturing Innovation

UTSA launched the Cybersecurity Manufacturing Innovation Institute (CyManII), a \$111 million public-private partnership to be located in the NSCC. The university will lead the institute, entering into a cooperative agreement with the U.S. Department of Energy to lead a consortium of 59 institutions in securing the nation's leadership in global manufacturing competitiveness, protecting the nation's supply chain and its infrastructure, and boosting its economy.

The institute will build a national program for education and workforce development. IED is working to have a supporting role in CyManII.

## Partner Port San Antonio

UTSA and Port San Antonio, the South San Antonio industrial hub, are increasing our ongoing efforts to expand our region's cybersecurity and data analytics research and development ecosystem and increasing workforce education and training through internships. This will further establish San Antonio as one of the world's leading technology innovation communities.

Our areas of focus are securing the U.S. supply chain and manufacturing industry from cyberattacks, robotics and automation, data science and visualization, artificial intelligence, and space sciences and hypersonics.

## Building Innovation Park

These new initiatives in technology, cyber security and data science through public-private partnerships and located across multiple locations—both academic and industrial—signal the growth of an innovation ecosystem called Innovation Park. Innovation Park's partners bolster our region's economic development by building on military innovation partnerships.



These projects will set UTSA and San Antonio apart as pioneers in data science and cybersecurity.



The "Educacion" mural is located in the West Side neighborhood and sends a message of hope and dignity.

# Helping our neighbors

These major initiatives for the Downtown Campus will anchor UTSA to San Antonio's prospering high-tech corridor and serve as a catalyst for economic and community investment in the San Pedro Creek area.

Change is coming to this area, close to the culturally and historically distinctive West Side neighborhood. We are working together with our West Side neighbors to help.

Last year, we launched the President's Initiative on Westside Community Partnerships that encompasses four key themes around creating pathways to economic prosperity, educational excellence, research and engagement—aligning closely with UTSA's identity as a Hispanic-serving institution. We created UTSA's Westside Community Center. We're actively exploring educational partnerships with area schools. And, we've developed community outreach planning.

Over the past year the Institute for Economic Development's Small Business Development Center advised 127 Westside businesses, created and retained 422 jobs, expanded six businesses and assisted firms acquiring more than \$1.3 million in capital infusion of which \$867,000 were COVID-19 disaster recovery loans. Also, in the same period UTSA's procurement department awarded \$104,987 to Historically Underutilized Business for goods and services.

# Fast Facts

More great work in 2020:

- UTSA has partnerships and programs to help veterans transition to the civilian workforce, help foster children become students at UTSA, and help end youth homelessness.
- UTSA developed cybersecurity playing cards for kids 8+ to teach them about cybersecurity.
- UTSA researchers developed cybersecurity to immediately detect hacks in critical smart devices.
- The San Antonio Partnership for Precision Therapeutics has awarded \$200,000 for a collaborative study to develop a novel vaccine to combat COVID-19.
- As of October 2020, UTSA spent \$24.2 million of its CARES Act funding on student and institutional support costs related to COVID-19.
- IED is creating the Office of Business & Community Resilience. IED's Southwest Trade Adjustment Assistance Center will be a part of it.
- UTSA's main campus opened its new \$95 million Science and Engineering Building.





*The Institute for Economic Development  
is located at the downtown campus of  
The University of Texas at San Antonio*

The University of Texas at San Antonio™

## Institute for Economic Development

### Vision:

The Institute for Economic Development and our programs strive continuously to reach and lead the top-tier of our field, as a university-based economic development organization, on the national and international levels.

### Mission:

We are leaders in building the economy, strengthening businesses and communities through excellence in service.

### Values:

Integrity: Building our reputation by being accountable, credible, ethical, and respectful.

### Excellence:

Exceeding stakeholder expectations by achieving results, demonstrating leadership, and leveraging our resources and expertise.

### Service:

Delivering results and fostering diversity by being responsive, adding value, providing solutions, and collaborating.

### Innovation:

Fostering a culture of creativity by embracing change, lifelong learning and risk-taking.

The Institute for Economic Development  
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San Antonio, TX 78207

[www.iedtexas.org](http://www.iedtexas.org)

### Our Partners:

U.S. Small Business Administration, Minority Business Development Agency, The State of Texas, Economic Development Agency, Defense Logistics Agency and more



**UTSA**  
Knowledge Enterprise