

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**CITY CLERK DEPT.**

**DEPARTMENT:** Economic and International Development Department  
**AGENDA DATE:** CCA Regular, August 8, 2017  
**CONTACT PERSON/PH. No.:** Jessica Herrera, Director 915-212-1624  
**DISTRICT(S) AFFECTED:** ALL DISTRICTS

**2017 AUG -1 AM11:12**

**SUBJECT:**

**APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.**

Presentation by The Hub of Human Innovation on their mid-year report (September 1, 2016 – March 31, 2017) and their progress with respect to the FY 2017 performance measures, as described under the reporting metrics in the Chapter 380 grant agreement. (All Districts) [Economic and International Development Department, Jessica Herrera, Director 915-212-1624].

**BACKGROUND / DISCUSSION:**

**Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?**

On August 9, 2011 city council approved a grant agreement between the City of El Paso and The Hub of Human Innovation. The purpose of the agreement was for the creation of a Technology Incubator which would increase economic development in the City; by encouraging its clients and graduate firms to create jobs, make investments, and improve the City's ability to provide for the health, safety and welfare of the citizens of El Paso.

A second amendment was approved on August 18, 2015 which extended the Chapter 380 grant agreement 4 more years and incorporated a mid-year report and oral presentation requirement to City Council. The Hub of Human Innovation is currently completing YEAR 1 of their 4 year extension. The amount of \$1,651,141.82 has been reimbursed for costs attributable to work performed from August 2011 thru April 2017.

**On an annual basis the applicant must meet five of five performance metrics:**

1. 10 New Client Companies per year: FY 2017: 10 New Companies
  - As of March 2017 - 9 new companies
2. Min Revenue Source from Operations: FY 2017: 12% - 16%
  - As of March 2017 – 26%
3. Client Company Compensation: FY 2017: \$33,500- \$38,000
  - As of March 2017 - \$50,700
4. Public Workshops: FY 2017: Minimum of four (4) public workshops free and open to the public by year
  - As of March 2017 – 18 workshops
5. Entrepreneur/Innovator-Specific Seminar/Networking Events FY 2017: 400
  - As of March 2017 - 776
6. Directed Skill Development Training FY 2017: 70
  - As of March 2017 - 176

By presenting to Council the Hub of Human Innovation will be complying with the obligations of applicant listed in the Chapter 380 agreement section 4B Compensation, Reporting and Compliance.

**PRIOR COUNCIL ACTION:**

**Has the Council previously considered this item or a closely related one?**

Yes, A Chapter 380 Economic Development Program Grant agreement was previously approved by Council on August of 2011. The 1<sup>st</sup> amendment was approved on March 19, 2013, and the 2<sup>nd</sup> amendment was approved on August 18, 2015.

**AMOUNT AND SOURCE OF FUNDING:**

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Impact Fund - \$1, 000,000 over 4 years, not to exceed a maximum of \$250,000 annual payment.

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**



CITY CLERK DEPT.  
2017 AUG -1 AM 11:12

# The **Hub** of Human Innovation

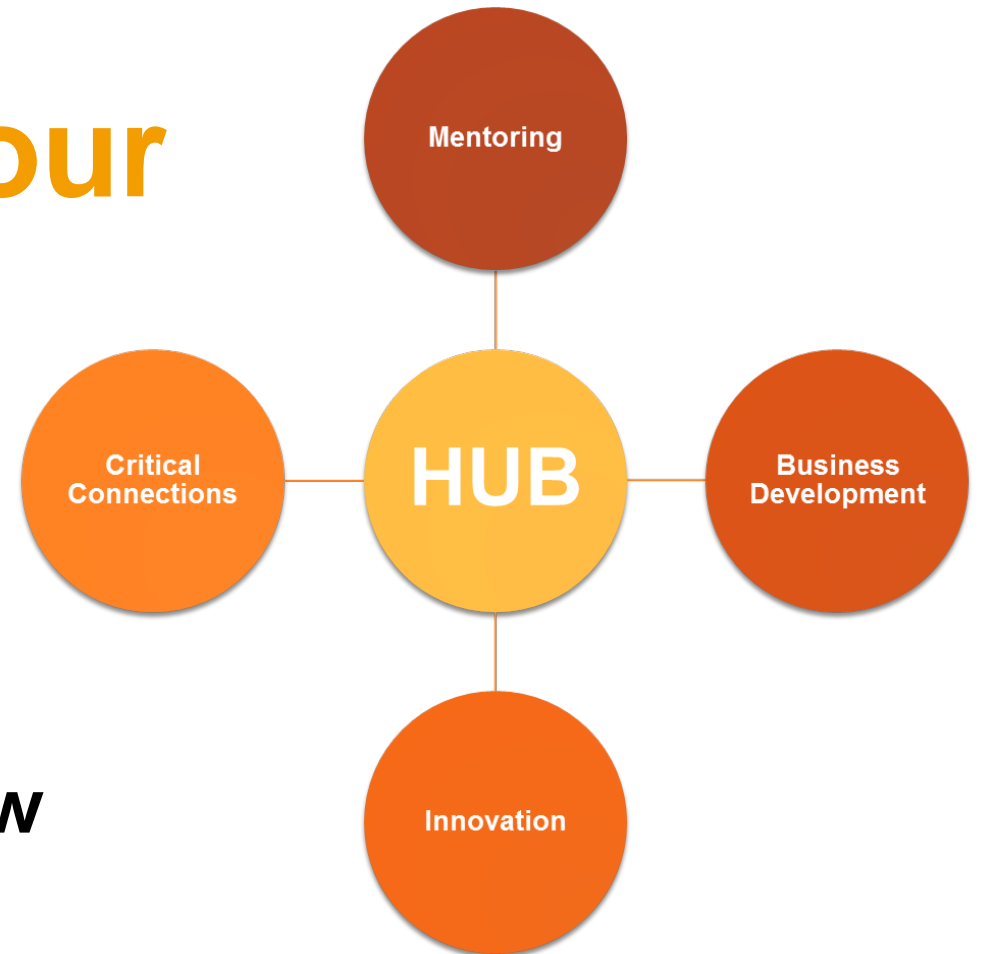
**Innovation + Entrepreneurship**

**El Paso City Council**  
**August 8, 2017**

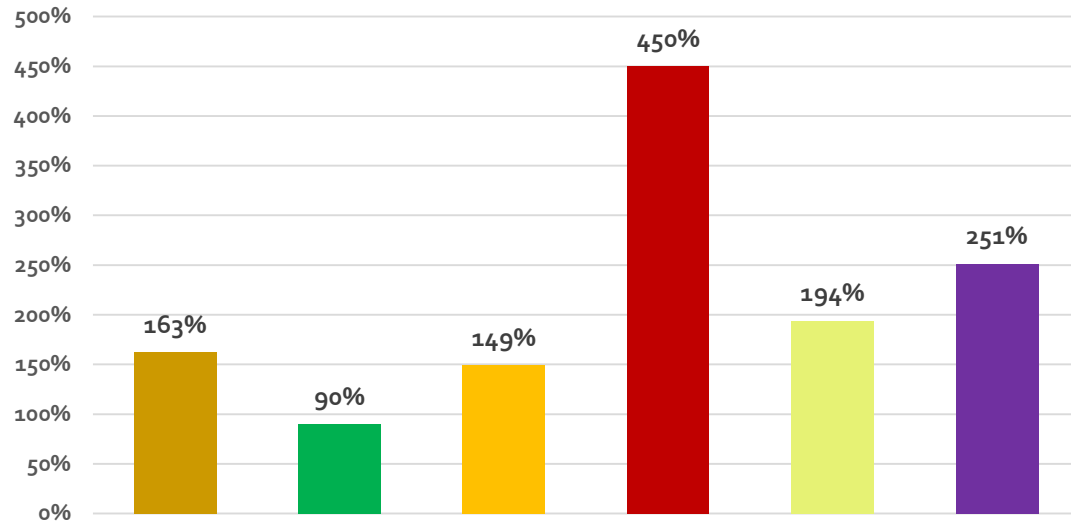


# Applying innovative approaches to bring your business idea to life

- Excellent and flexible mentoring [from idea to post incubation]
- Outstanding networks – creating critical connections [with other new business, mentors etc.]
- Focused educational opportunities



# Metrics FY6: to 3-31-17



- % Revenue from Hub Operations vs Expenses (annual)
- Total # of New Client Companies (annual)
- FT Employee Avg Compensation New Clients (annual)
- Workshops/Seminars/Events
- \*Entrepreneur/Innovator @ Workshops/Seminars/Events
- \*Entrepreneur/Innovator Trained

	Required	Actual
%Programs Revenue	12-16	26
#New Companies	10	9
\$New Employee Wage	33.5-38k	50.7k
#Workshops/Events	4	18
#Entre @ Workshops	400	776
#Entre Trained	70	176

Metrics approved by City Council August 23, 2016

# Current Hub Companies

Name	Area	Need
Akna Tabletop Gaming	3D Imprinted Electronics	Business planning; critical agreements
AppMego	Software App - connections	Product validation; customer discovery
Atlas Regeneration Tech	Clean Tech - Water sensor	Business model; market development
Fountainhead	VC/Advanced Manuf	Space; contacts
Gapplesoft	Digital services	Business planning/development; mentoring
Idle Fancy Films	Digital services	Business planning/development
Mentors Only	Software App - education	Business planning/development
Metropia	Software App - mobility	Key introductions
Michael Fonseca	Service – Equipment cleaning	Idea Validation; customer discovery
MM Ideas	Consumer products	Idea validation; customer discovery
NegaWatt Industries	Clean Tech - Energy management	Business planning/development; mentoring
nSim	eSports	Business model; market validation
Phidev	Digital services	Business planning/development
SetGo Train	Software App - connections	Business model; market validation
Tailgator	Consumer product	Idea validation; customer discovery
Vitanya	Wellness	Business planning/development

# Workshops/Events FY6

- Access to Capital
- Campus Link + HackaThon - El Paso
- USPTO Trademark & Patent Seminar – all day
- Urban Energy Forum – all day
- Entrepreneur + Innovator Open House
- Video Production for Startups
- Innovation New Year - Student Networking
- HQEP Meetup: 8 Ways to Fund your Business
- HQEP Meetup: 8 Keys to Digital Marketing
- One Million Cups

# 1 Million Cups – Kauffman

- Every Wednesdays 9am
- Inaugurated January 25, 2017
  - 28 events to date
  - 56 companies presented
    - 44 startups
    - 7 in ideation
    - 5 nonprofits
  - 950 participants



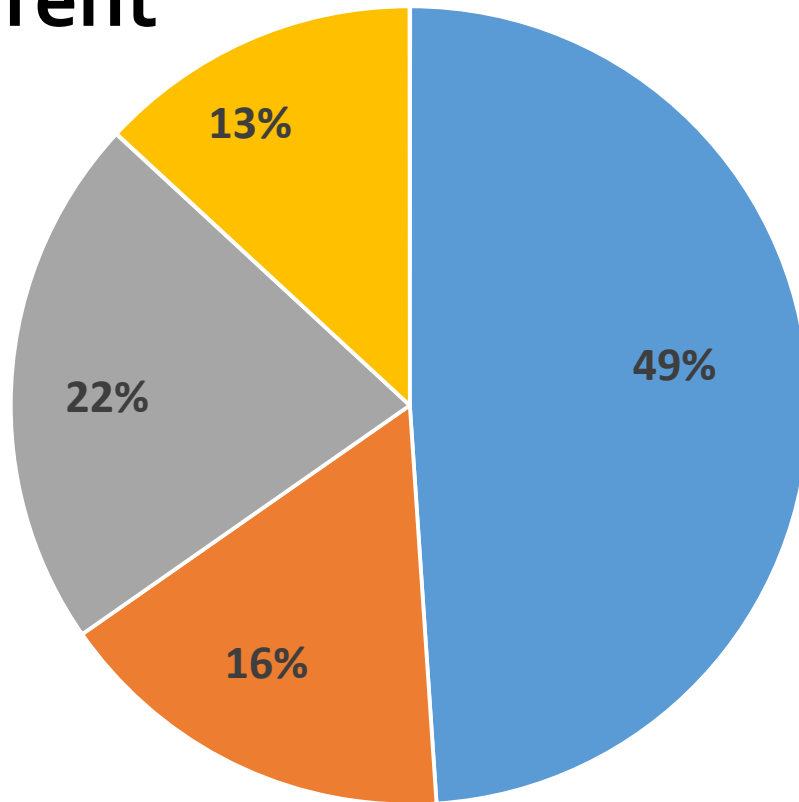


# Metrics To Date

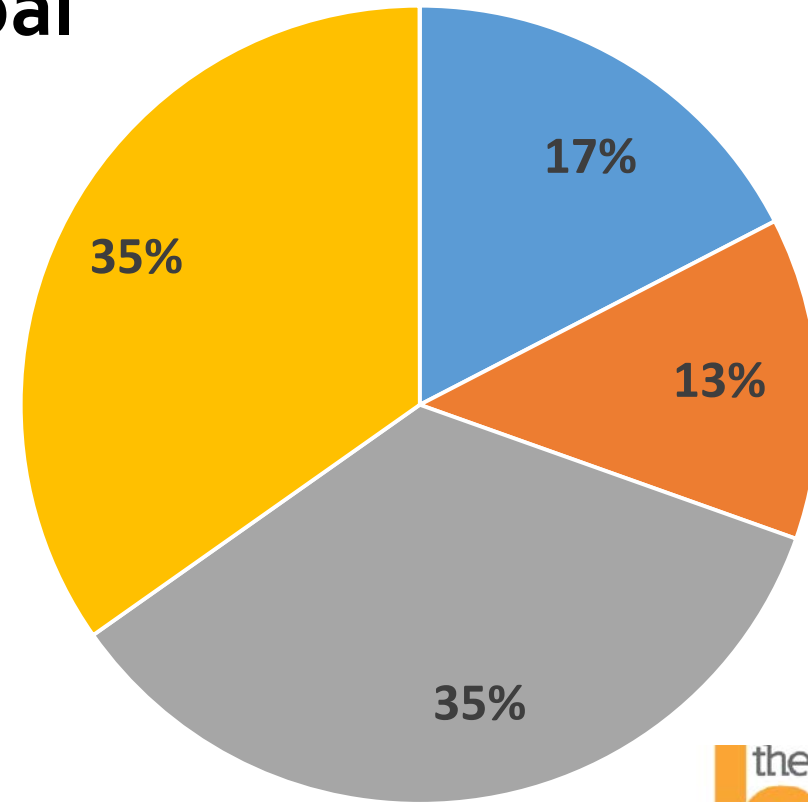
- Companies Incubated 61
- Companies Still In Business 45
- Trainings, Workshops, Seminars 117
- Pitch, Demo Days, Competitions 13
- Networking Events 16
- Participants 8,120
- Social Media Reach/Likes/Followers 22k+
- Newsletter Reach 1,900

# Funding

Current



Goal



■ City ■ State/Federal ■ Private/Corporation ■ Program Income

# Current Support



El Paso Inc.



WELLS  
FARGO



*Bowling Family Charitable Foundation*



**500 West Overland Suite 230  
El Paso, TX 79901**

**915-321-3125**

**Joe Wardy  
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[www.hubep.org](http://www.hubep.org)**

***Thank you!***

