



Build to Scale (B2S)

FY2024 Build to Scale grant

U.S. Economic Development Administration

Item 74

Economic & International Development

October 22, 2024

Goal 1. Cultivate an Environment Conducive to Strong, Economic Development

Council Action

Discussion and Action on a Resolution providing \$1,000,000 be allocated to the U.S. Economic Development Administration (EDA) Fiscal Year 2024 Build to Scale (B2S) Program for the El Paso Technology Infrastructure Cooperative (Project) from the Impact Fund and authorizing the City of El Paso to support the Medical Center of the America's application through the City of El Paso's Business One-Stop Shop (BOSS).

B2S Overview

1. Up to \$5,000,000 in Federal funds per award
2. Aims to increase the capacity of entrepreneurs to demonstrate, deploy, and deliver new technologies by starting and growing new companies and creating and sustaining new, good jobs.
3. Applicants must provide at least a 50% match



Application Budget



Partner	Grant Request	City Match	Match	Total Project
BOSS	\$ 387,500	\$ 387,500	\$ -	\$ 775,000
MCA	\$ 910,000	\$ -	\$ 910,000	\$ 1,820,000
Pioneers 21	\$ 312,500	\$ 312,500	\$ -	\$ 625,000
Tech Frontier	\$ 300,000	\$ 300,000	\$ -	\$ 600,000
Total Project	\$ 1,910,000	\$ 1,000,000	\$ 910,000	\$ 3,820,000

Funding Source: Impact Fund

**MCA Foundation is contributing their own matching funds*

El Paso Technology Infrastructure Cooperative

1. Operational and programmatic activities to build public and private capacity for entrepreneurs and innovators to invent, improve, and bring to market new products and services in critical, emerging, and transformative sectors and industries;
2. Accelerate the growth of regional economies that are focused on industries of the future;
3. Empower communities to provide proof-of-concept and commercialization assistance to technology innovators and entrepreneurs; and
4. Equitably and inclusively increase access to capital for technology-enabled entrepreneurs.



Medical Center of the Americas Foundation



AMERICAN
FOUNDATION

Startup Incubation

- Dedicated Wet & Dry Labs
- Shared Equipment
- Environmental Health & Safety
- Meeting Space
- Product Development Lab

Acceleration Cohort

- Inspire – Ideation
- Health Innovator – Idea to Market
- Elevate Proof of Concept – Demo Day

Business One-Stop Shop

BOSS Programming

1. Self-Paced Incubation & Accelerator Program
2. Client Management System
3. Reporting & Performance Measurement

Foreign Direct Investment

1. Resource Navigation for Reshoring / Nearshoring
2. Legal & Accounting
3. Investor Training



BUSINESS
ONE STOP SHOP

BOSS Airport Campus (Summer 2025)





1. Biotech Venture Mentoring Service
“BVMS” Program Design and Structure
2. Intellectual Property (IP) Academy
Design and Structure
3. Angel Network Vision, Purpose, and
Operational Strategy

Tech Frontier



Training Modules:

1. Digital Transformation
2. Data Science
3. Software Development
4. Cybersecurity
5. Artificial Intelligence
6. Capstone Project

OUTCOMES

Short-Term Outcomes

Skills & Certifications

Participants gain essential skills and certifications relevant to healthcare technology

Participant Engagement

Increased participant engagement in collaborative projects and workshops, with a target of 85%

Medium-Term Outcomes

Career Advancement

70% of participants advance in their career through additional training or entrepreneurship initiatives

Industry Diversity

Improved diversity and inclusion in the healthcare technology workforce

Long-Term Outcomes

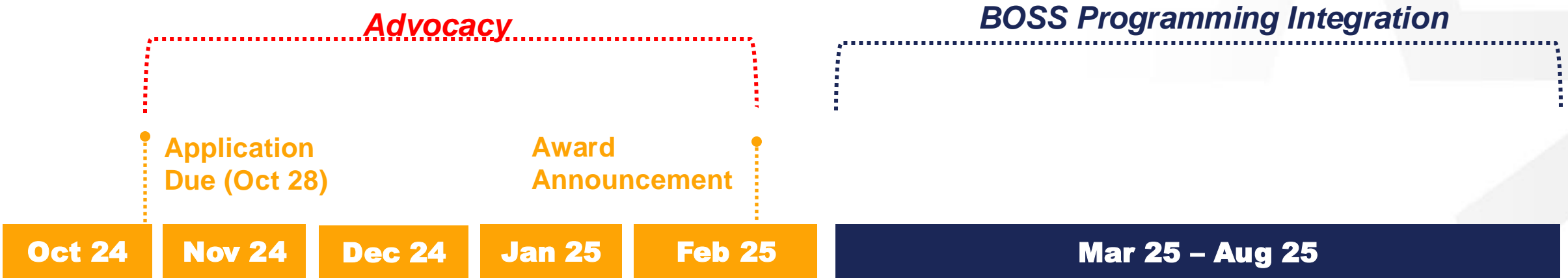
Enhanced Workforce

Enhanced regional workforce in healthcare IT, attracting more technology companies to the area

Healthcare Improvement

Sustainable impact on healthcare delivery and operational efficiencies through participant-created solutions

Grant Timeline



MISSION



Deliver exceptional services to support a high quality of life and place for our community.

VISION



Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government.



VALUES

Integrity, **R**espect, **E**xcellence,
Accountability, **P**eople