

San Antonio proposed 2nd Stage Growth Companies Policy

- Partner with the Edward Lowe Foundation (Leader in 2nd stage program development)
- CEO Roundtables
- Economic Gardening - strategic development of local 2nd stage growth vs recruitment
- Mentor Protégé relationships specific to 2nd stage companies
- Increase local contracting procurement with local B2B, municipalities, agencies, and non-profits
- System for Integrated Growth¹

What is 2nd Stage Company?

Second-stage companies are defined as follows:

- Typically, being a for-profit and privately owned business
- Have \$1 million – \$50 million in revenue and 10 – 99 employees
- Intentions and deliberate investments to grow locally and regional area
- Moved beyond startup and have the aptitude and appetite to continue

Why are 2nd Stage Companies important to local economy?

Considered Work Horses of USA economy:

- From 2005 to 2015 2nd Stagers represented **17%** of ALL USA Businesses
- Yet from 2005 to 2015 2nd Stage Companies represented **37%** of Jobs and **36%** of Sales in the Nation²

Success Stories

- Louisiana Economic Development – companies graduated from CEO Roundtables, Economic Gardening, the System for Integrated Growth, or Leadership Retreats at the Edward Lowe Foundation
 - 425 Louisiana Growth Network Companies
 - + 15,500 FTE Jobs
 - + \$3.3 Billion in Annual Sales
 - For every \$1 invested in LGN companies return of investment \$8³
- Florida Economic Development – launches 2nd stage program in 2009⁴
 - In 2016 2nd stage companies represented **11.7%** of Florida Businesses
 - Yet created **34.3%** Jobs and, **34.7%** of Total Sales
 - 2nd Stage FL program's return on investment is >\$9 for \$1 invested
 - Created 10,942 jobs, GDP >\$941.6M, Economic Output \$1.9B, State & Local Taxes +\$81.1M

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¹ <https://www.growfl.com/business-growth-program/sig/>

² Youreconomy.org

³ www.opportunitylouisiana.com/growth-network

⁴ <https://www.growfl.com/>