

START UP

**FULL
STACK**

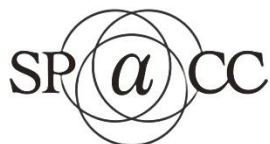


SAINT

PAUL

SCALE UP

**ACCELERATING
THE GROWTH OF
INNOVATION
JOBS IN
SAINT PAUL**



SAINT PAUL AREA
CHAMBER OF COMMERCE


A STRONG INNOVATION SECTOR

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graph TD; A[A STRONG INNOVATION SECTOR] --> B[CAPITAL]; A --> C[BUSINESS DISTRICTS]; A --> D[INDUSTRIES];
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CAPITAL

**BUSINESS
DISTRICTS**

INDUSTRIES



SAINT PAUL INNOVATION CABINET

A taskforce of public and private-sector individuals who, through their work, came up with an action strategy to accelerate the growth of innovation jobs in Saint Paul.

IF YOU DON'T HAVE ENOUGH TIME, STOP WATCHING TV.
IF YOU ARE LOOKING FOR THE LOVE OF YOUR LIFE, STOP
THEY WILL BE WAITING FOR YOU WHEN YOU
START DOING THINGS YOU LOVE.
STOP OVER ANALYZING. ALL DREAMS ARE BEAUTIFUL,
WHEN YOU SEE, APPRECIATE
LIFE IS SIMPLE. EVERY LAST BITE.
OPEN YOUR MIND, ARMS, AND HEART TO NEW THINGS
AND PEOPLE. WE ARE UNITED IN OUR DIFFERENCES.
ASK THE NEXT PERSON YOU SEE WHAT THEIR PASSION IS,
AND SHARE YOUR INSPIRING DREAM WITH THEM.
TRAVEL OFTEN. GETTING LOST WILL
HELP YOU FIND YOURSELF.
SOME OPPORTUNITIES ONLY COME ONCE, SEIZE THEM.
LIFE IS ABOUT THE PEOPLE YOU MEET, AND
THE THINGS YOU CREATE WITH THEM.
SO GO OUT AND START CREATING.
LIFE IS LIVE YOUR DREAM
AND SHARE
SHORT. YOUR PASSION.

CABINET MEMBERS

Chris Coleman

Mayor of Saint Paul

Chris Tolbert

Councilmember, Saint Paul City Council

Jonathan Anderstrom

President, Creed Interactive

Don Ball

Co-Founder of CoCo

Tanya Bell

Broker, Grand Real Estate Advisors

Ryan Broshar

Managing Director, Techstars Retail

Scott Burns

CEO/Founder, GovDelivery

Rassoul Dastmozd

President and CEO, Saint Paul College

Peter Frosch

VP of Strategic Partnerships, GREATER MSP

Shawntera Hardy

Commissioner, MN DEED

Sharon Kennedy Vickers

Co-founder, Blacks in Technology; CIO, City of Saint Paul

Matt Kramer / B. Kyle

President, Saint Paul Area Chamber of Commerce

Jenna Pederson

Co-founder, Hack the Gap; Founder, 612 Software Foundry

Andy Reeher

President and CEO, Reeher

Peter Smith

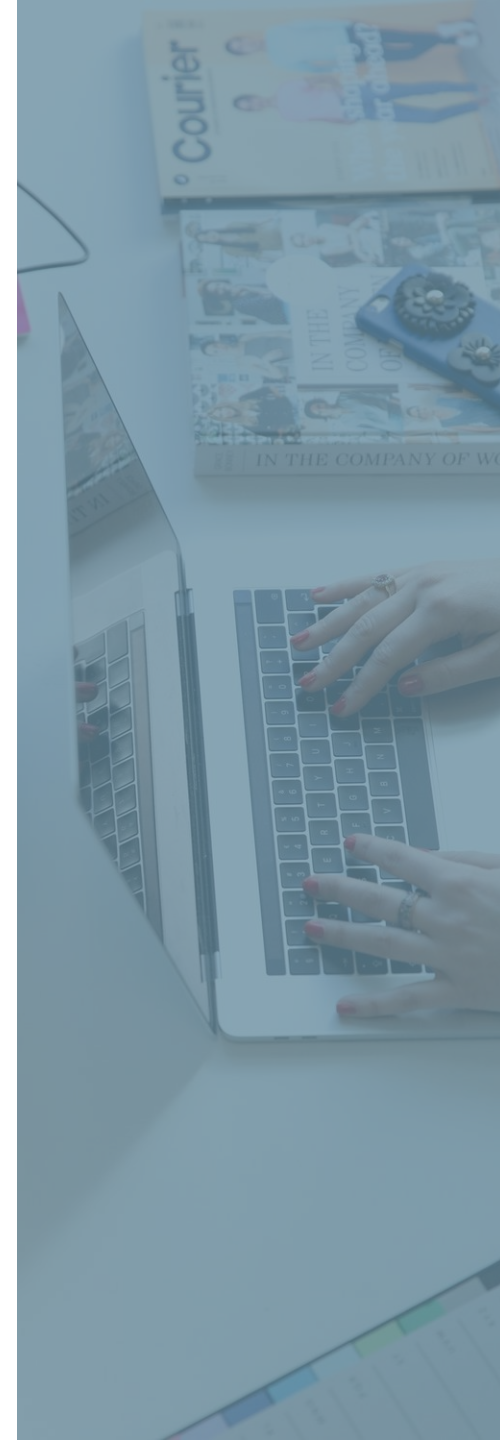
President/CEO, BWBR

Ken Tamura

Director of Talent Acquisition, Ecolab

Herb Tousely, IV

Principal and Chief Development Manager, Exeter Group



OBSTACLES

Despite Saint Paul's many assets, there are obstacles that we must overcome in order to leverage our innovative talent and opportunities:

- Labor
- Business
- Epicenter



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SCALE UP



COMMITTEE MEMBERS

Melvin Carter

Mayor of Saint Paul

Chris Tolbert

Councilmember, Saint Paul City Council

Jonathan Anderstrom

President, Creed Interactive

Don Ball

Chief Social Officer of Fueled Collective

Norbert Biderman

President and Founder, Growth Enterprises, LLC

Ryan Broshar

Managing Director, Techstars Retail

Dakota Crow

VP of Innovation Design, U.S. Bank

Rassoul Dastmozd

President and CEO, Saint Paul College

Peter Frosch

VP of Strategic Partnerships, GREATER MSP

Ernest Grumbles

Managing Partner, Grumbles Law; Co-Founder MOJO MN

Doug Hennes

VP of Gov. Relations & Special Projects, University of St. Thomas

Sharon Kennedy Vickers

Co-founder, Blacks in Technology; CIO, City of Saint Paul

Ernest Grumbles

Managing Partner, Grumbles Law

Brad Kult

Director of Technology Services, HGA Architects & Engineers

Ron Lancaster

Senior VP and Chief Technology Officer, Pearson VUE

Chip Laingen

Executive Director, Defense Alliance; VP, Logistic Specialties, Inc.

Trish Lessard

CEO, Media Junction

Dan Linstroth

Founder, Kindly Coffee; Make It MSP Tech Consultant

Tony Lusiba

CEO, UpvantTM

Jeremy Maniak

President, Minnetronix

Gregg Mast

President and CEO, Earthtech Energy; Executive Director, Clean Energy Economy Minnesota

Scott Moore

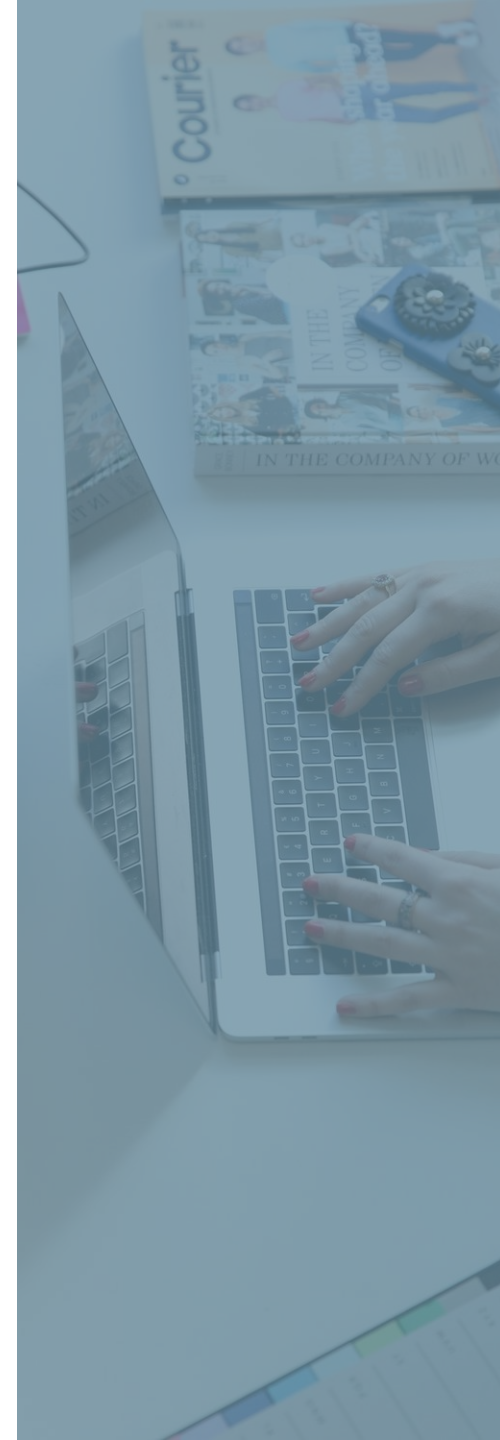
COO, Augeo Marketing

Russ Nelson

Retired President, NTH Inc.

Lynne Osterman

Executive Director, University Enterprise Laboratories





COMMITTEE MEMBERS

Chip Pearson

Founder and Chairman of the
Board, Jamf; Founder,
Bootstrappers.MN

Tamara Prato

Executive Director, James J. Hill
Center

John Stavig

Program Director, Gary S. Holmes
Center for Entrepreneurship

Ken Tamura

Director of Talent Acquisition,
Sales and Service, Ecolab

Jamie Tincher

Deputy Mayor of Saint Paul

Herb Tousley, IV

Principal and Chief Development
Manager, Exeter Group, LLC

Michael Webster

Second Vice President & Head of
Digital, Securian Financial Group

Jai Winston

Saint Paul Program Director,
Knight Foundation

City and Chamber Assisting the Committee :

Dr. Bruce Corrie

Director of Planning and
Economic Development,
City of Saint Paul

Channon Lemon

Vice President of
Economic Development,
Saint Paul Area Chamber
of Commerce

Marcq Sung

Economic Development
Project Manager, City of
Saint Paul

A photograph of two men in business attire engaged in a conversation. The man on the left is wearing a light-colored blazer and glasses, while the man on the right is wearing a dark blazer over a patterned shirt and has a name tag. They are both smiling and holding small objects, possibly glasses or pens. The background is slightly blurred, showing other people and what appears to be a conference or networking event setting.

STRATEGIES

**TELLING THE
STORY**

**DEVELOPING
PEOPLE**

**DEVELOPING
INNOVATIVE
PLACES**

TELLING THE STORY

POTENTIAL PARTNERS

- City of Saint Paul
- Saint Paul Area Chamber of Commerce
- GREATER MSP
- Port Authority
- Visit Saint Paul
- Communications subgroups with representatives from private industries



DEVELOPING PEOPLE

POTENTIAL PARTNERS

- City of Saint Paul
- Saint Paul Area Chamber of Commerce
- Visit Saint Paul
- Local colleges and universities
- Center Cities Competitiveness Initiatives partners
- MSP TechHire
- Tech organizations
- Business organizations representing diverse populations in the city



DEVELOPING INNOVATIVE SPACES

POTENTIAL PARTNERS

- City of Saint Paul
- Saint Paul Area Chamber of Commerce
- GREATER MSP
- Ramsey County
- Major local companies, including potential funders of real estate development projects



GOALS

50

Ensure that 50 innovation-focused events will be held annually in Saint Paul.

2020

Show significantly increased awareness of Saint Paul innovation every year through 2020

2,000

Add 2,000 tech-related jobs by the year 2020.

200,000

Increase innovation-related commercial space in the city of Saint Paul by 200,000 square feet.

"It's not just about people in government or just people in the private sector.

It's a combination of these things and really putting an emphasis on supporting this next generation of startups and making sure that they know that Saint Paul is a place where they can have the support that they're looking for to help grow their business."

- **RYAN BROSHAR,**
TECHSTARS RETAIL



2018 BUDGET

\$300,000

\$125,000

Promotions and
marketing

\$175,000

MSP TechHire

ACTIVITIES

2018

- Steering Committee Launch event
- EDAM Conference Full Stack
- MSP Tech Hire
- TechStars Farm to Fork
- Fintech @ Sunrise Bank
- What is IoT – SPACC Event @ CZP
- Start-up Grind Saint Paul
- IoT Fuse Conference Full Stack
- Cyber Security Range @ MetroState
- MinneDemo @ Ordway – July 12
- Launch North
- Boot Strappers / Beta.MN
- Techquity
- Camp Wakanda
- Technology in Government Conference
- Blacks in Tech National Conference
- Graveti – Annual Summit
- TechStars Farm to Fork Demo Day
- And More...



QUESTIONS?



stpaul.gov/FullStack



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[Saintpaulchamber](https://twitter.com/Saintpaulchamber)



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[@SPACC](https://www.facebook.com/SPACC)

[#STPinnovates](https://twitter.com/STPinnovates)