

## **Robert McKinley, M.P.A.**

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As Associate Vice President for Economic Development at the University of Texas at San Antonio, Robert McKinley directs the UTSA Institute for Economic Development (IED). Since 1979, the Institute has been dedicated to creating jobs, growing businesses and fostering economic and community development. The IED houses a variety of programs that provide professional business advising, technical training, research, market analysis and strategic planning services for entrepreneurs, business owners and community leaders.

Mr. McKinley leads a team of 170 professionals and support staff that serve the Texas-Mexico border area as well as regional, national and international initiatives. Working in collaboration with federal, state and local government agencies, business sector partners and clients the IED is a principal driver of UTSA's community engagement mission.

Since joining UTSA in 1990, Mr. McKinley has guided the efforts of economic development at UTSA, achieving constant growth and tangible results. In 2012, his staff served more than 37,000 businesses, creating over 4300 jobs and 496 new businesses. For the first time in the Institutes 34 year history, the IED has crossed the direct economic threshold of \$1.4 billion. Clients reported increased revenues from sales, contracts and exports totaling \$1.066 billion and placement of over \$330 million in growth capital.

Equally important, the Institutes' programs helped maintain another 5700 jobs and expanded more than 470 companies. (Annual report is available.) The Institute's programs also offer service-learning opportunities for UTSA students and regularly draw on faculty expertise for special projects.

Since the year 2000, Mr. McKinley has led efforts to promote the Small Business Network of the Americas, a new network of Small Business Development Centers based in universities in 15 Western Hemisphere nations to-date. Currently there are 116 Centers in Mexico, also 10 CDMYPE Centers in El Salvador, and 3 in Colombia, as well as the web-platform SBDCGLOBAL.COM to facilitate international trade between Latin American countries. He is past Chairman of the Board of America's Association of Small Business Development Centers (ASBDC). Previous professional positions include Director of the Control Data Business & Technology Center in San Antonio, Executive Director of the Hispanic Chamber of Commerce in Forth Worth, Texas, and volunteer in La Misión de Amistad to develop Ejidos Mayas in Municipio de Tizimín, Yucatán.

As a UTSA graduate of the master's program in public administration, Mr. McKinley received the Distinguished Service Award of the UTSA Alumni Association in 2007. He has a degree in Community Development from Pennsylvania State University. Among many civic roles, he was recently named to the bi-national Mexico – U.S. Entrepreneurship and Innovation Council established in May, 2013, by Presidents Obama and Pena- Nieto.