

SBEDA ANNUAL REPORT

SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY PROGRAM




FY • 2016



CITY OF SAN ANTONIO
**ECONOMIC DEVELOPMENT
DEPARTMENT**

EXECUTIVE SUMMARY



.....

In fiscal year 2016, the City of San Antonio continued its commitment to the development of local small, minority and women-owned businesses (S/M/WBE) through substantial investments of our purchasing dollars. Through the Small Business Economic Development Advocacy (SBEDA) Program, 45% of the dollars paid by the city during the fiscal year went to local S/M/WBEs. In addition to building the capacity of individual businesses, we know this type of investment fosters a robust local small business economy.

This fiscal year, City Council also adopted the 2015 disparity study in December 2015 which updated our availability and utilization data. Instead of annual snapshots, the 2015 disparity study analyzed data between 2011 and 2013 that included purchases that do not typically fall within the scope of the SBEDA Program (please see page 5*). The 2015 disparity study indicated the City paid more than \$343 million to S/M/WBEs during the three-year study period, more than double the amount reported in the previous disparity study in 2010.

As a percentage of overall contracting, utilization of S/M/WBEs increased nearly 50% from the previous disparity study, from 16% to 23%. However, the 2015 disparity study indicates availability of S/M/WBEs in San Antonio exceeds this utilization level, suggesting that disparity in City contracting still exists.

As a result of the 2015 disparity study and extensive stakeholder engagement, City Council adopted amendments to the SBEDA Program in May 2016 which expanded the application of successful tools, such as the Prime Contract Program in the Construction, Other Services, and Goods & Supplies Industries. In addition, S/M/WBEs awarded a City contract estimated under \$10 million at the prime contractor level will be able to self-perform subcontracting goals that may apply to the contract. These amendments will enhance the City's utilization of S/M/WBEs at both the prime contractor and subcontractor levels.

WHAT IS SBEDA?



The San Antonio City Council authorized the first Small Business Economic Development Advocacy (SBEDA) Ordinance in 1992, after a disparity study in 1989 indicated only 10% of the City's purchases came from S/M/WBEs. Over the years, City Council has approved revisions to the Ordinance, most recently in May of 2016. Currently, the SBEDA Ordinance requires individual review of City contracts to determine the most appropriate tool(s) to promote the participation of S/M/WBEs on City contracts. The contract-by-contract reviews are conducted by the Goal Setting Committee (GSC) and the tools which they apply range from evaluation preference points for S/M/WBE prime respondents, to subcontracting provisions for S/M/WBEs. In addition, the GSC establishes annual aspirational goals that serve as benchmarks to measure the effectiveness of the SBEDA Program.



ACRONYM GUIDE

AABE • African American Business Enterprise

ABE • Asian American Business Enterprise

HABE • Hispanic American Business Enterprise

NABE • Native American Business Enterprise

SBE • Small Business Enterprise

WBE • Women Business Enterprise

M/WBE • Minority and/or Women Business Enterprise

SBE (not M/WBE) • Small Business Enterprise (who is not also certified as M/WBE)

S/M/WBE • Small, Minority, and/or Women Business Enterprise

ASPIRATIONAL GOAL • Utilization benchmark based on the availability of firms

SEGMENTED ASPIRATIONAL GOALS • Utilization benchmarks for specific ethnic & gender groups based on the availability of firms



WHATS INSIDE

- What is SBEDA?
- Am I Eligible?
- SBAC
- Goal Setting Committee
- Utilization Summary
- Construction
- Professional Services
- Goods & Supplies
- Architecture & Engineering
- Other Services
- Year-to-Year Comparison
- Business Empowerment Plan
- Vendor Orientation
- Aspirational Goals
- Disparity Study
- SBEDA Ordinance Amendment
- COSA Buydown Program
- Small Business Liaison
- Launch SA

AM I ELIGIBLE?

01

Obtaining S/M/WBE certification can provide your company with valuable business opportunities.

Businesses must be certified through the South Central Texas Regional Certification Agency (SCTRCA) as a Small Business Enterprise (SBE) to receive any SBE SBEDA Program benefits.

Businesses must be certified through the SCTRCA as SBE and African American (AABE), Asian American (ABE), Hispanic American (HABE), Native American (NABE), or Women Business Enterprise (WBE) to receive any Minority and/or Women Business Enterprise (M/WBE) SBEDA Program benefits.

IF YOU ARE READY TO BE CERTIFIED

contact the SCTRCA at (210) 227-4722 or visit SCTRCA.org & begin the application process.



02

Businesses must be headquartered or demonstrate "significant business presence" within the San Antonio Metropolitan Statistical Area (SAMSA), which includes Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina and Wilson counties. Businesses demonstrate significant business presence by maintaining an office within the SAMSA for at least one year, from which 20% of its total employees are regularly based. Post office boxes, mail drops, telephone messaging centers or any combination of these will not satisfy the definition of significant business presence.

03

Each year the City of San Antonio spends millions of dollars on construction, goods and supplies, professional and non-professional services. Businesses ready, willing, and able to perform on City contracts must register online in the San Antonio Electronic Procurement System (SAePS), which serves as the City's Central Vendor Registry (CVR).

BENEFITS OF REGISTERING IN THE CVR



NOTICE OF UPCOMING CONTRACT OPPORTUNITIES



FAST & EASY ELECTRONIC BIDDING



RECEIVE IMPORTANT SOLICITATION UPDATES

IF YOU ARE READY TO BE REGISTERED

in SAePS and do business with the City, contact the City of San Antonio Finance Department at (210) 207-0118 or visit SanAntonio.Gov/Purchasing/SAePS.aspx.

SAePS
San Antonio eProcurement System

SBAC



The Small Business Advocacy Committee (SBAC) is an eleven member body representing individual City Council members and the Mayor. The committee advises the Mayor, City Council and the City Manager on business issues, goals and related policies concerning S/M/WBEs that are ready, willing, and able to do business with the City, under the policies set forth in the SBEDA Ordinance. In addition, they make recommendations concerning modifications of programs and procedures established in the SBEDA Ordinance.

Regular meetings are held every month at the offices of the Economic Development Department (EDD).

District One

Anne-Marie Grube • Northwestern Mutual

District Two

Michael R. Hall • SBAC Vice Chair
New Kids on the Block Learning Center

District Three

Jane Thomas • SBAC Chair
Apple Specialty Advertising

District Four

Clarissa Perez • San Antonio River Authority

District Five

Jesus Rodriguez • EGR Contracting, LLC

District Six

Chris Hanel • Tegna Broadcasting

District Seven

Melanie Tawil • SwipeTrack Solutions, LLC

District Eight

Roland F. Gonzales • Cokinos, Bosien, & Young

District Nine

Steven Gonzales • Vickrey & Associates

District Ten

Martin Gomez, Jr. • STI General Contractors

Mayoral

Christopher Herring • Texas Association
of African-American Chambers of Commerce

GOAL SETTING COMMITTEE

The SBEDA Program utilizes the Goal Setting Committee (GSC) to identify the SBEDA contract specific tools that would most effectively promote the use of S/M/WBEs on individual contracts. These decisions are based on industry categories, project scope, and a review of available S/M/WBEs that are ready, willing, and able to perform on a City contract.

The GSC consists of City staff from the Finance Department, Transportation and Capital Improvements Department, Economic Development Department and is chaired by an executive appointed by the City Manager. The committee also includes a representative from the department issuing the contract, along with citizens appointed by the City Council.

FIRST TIME CONTRACTS

During FY 2016 nine S/M/WBEs received their first contract from the City of San Antonio.

MWBE

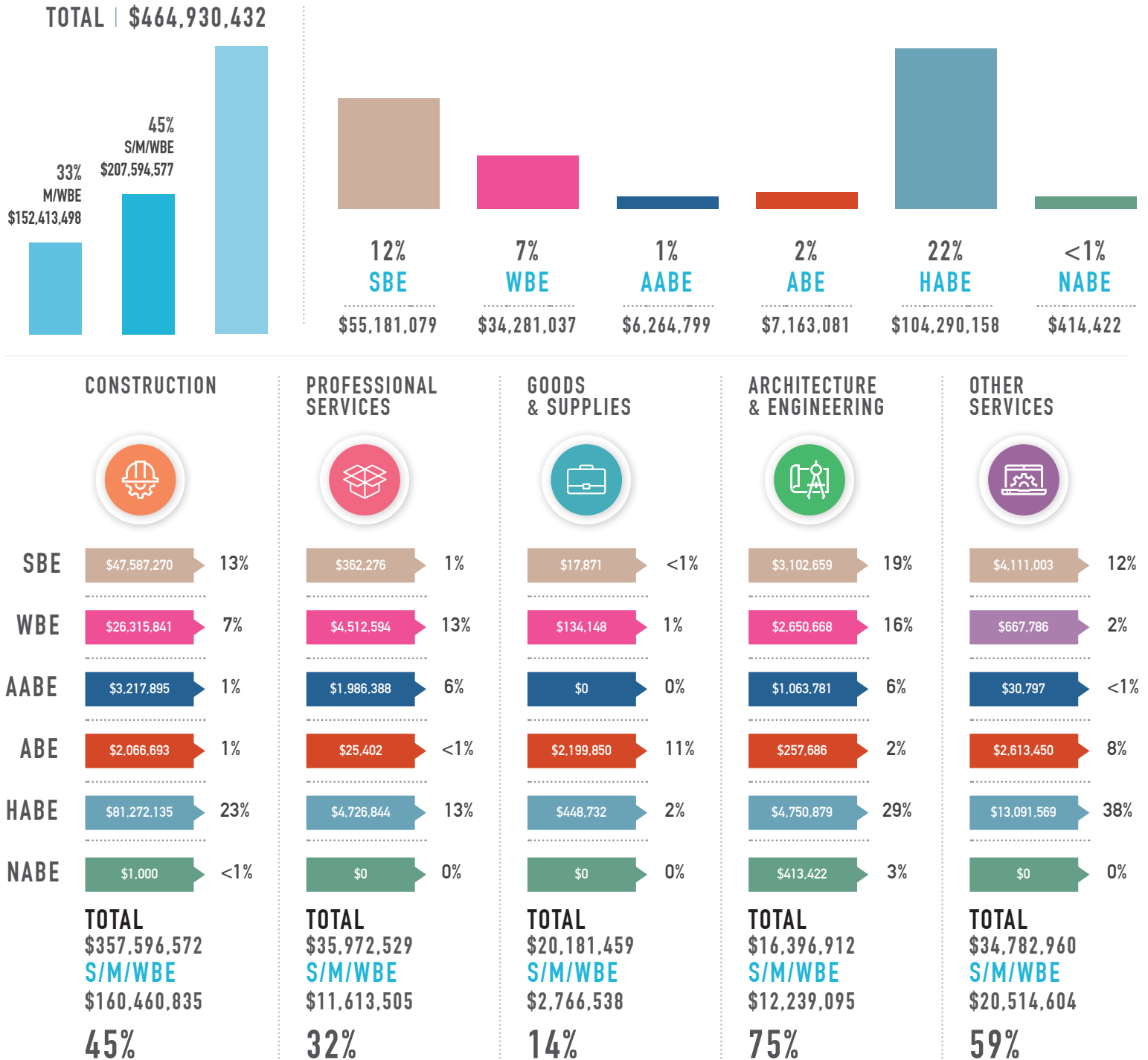
- Drash Consultants, LLC - SBE, WBE, ESBE
- EZ Mechanical, Inc. - SBE, MBE, HBE
- Lopez Salas Architects, Inc. - SBE, MBE, DBE, ESBE, HBE
- Stability Staffing and Consulting, LLC - SBE, MBE, WBE, DBE, ESBE, HBE

SBE

- Geodetix, Inc. - SBE, ESBE
- Kaepfel Consulting LLC - SBE, VBE
- Meridia Appraisal Group, LLC - SBE
- Pesado Construction Group, LLC - SBE
- Pozzi Enterprises, Inc. - SBE, ESBE

UTILIZATION SUMMARY

The SBEDA Program allows the City to leverage its purchasing power to build the capacity of S/M/WBEs. The following tables and charts indicate the overall distribution of payments to S/M/WBEs.

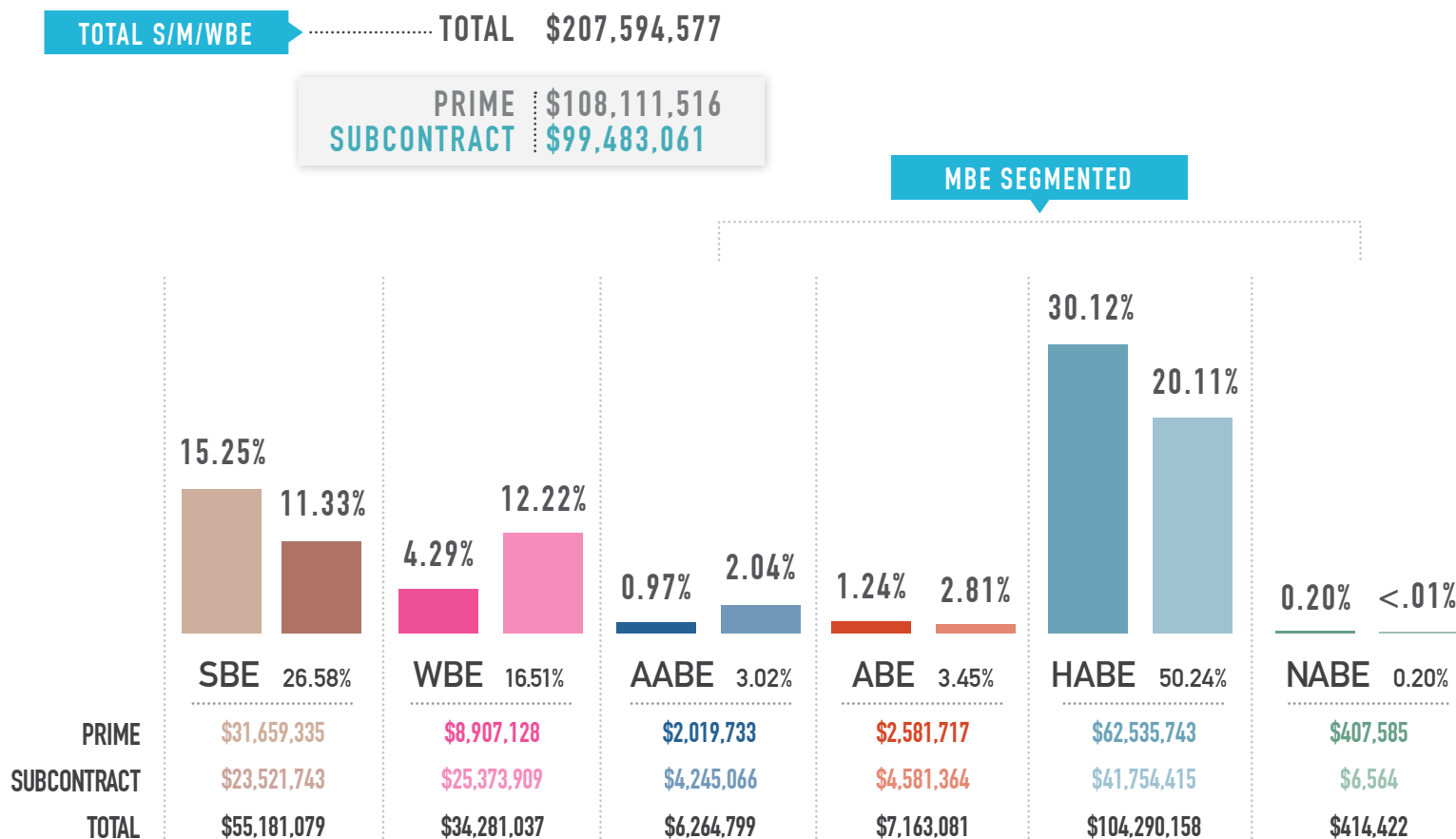


* Please note that the data in this annual report represents actual payments on contracts awarded under the City's SBEDA Ordinances 2010-06-17-0531 and 2016-05-19-0367. Payments not included in this data from sole-source purchases and emergency purchases will be represented in the City's disparity study estimated to be released in 2023. Also not included are payments from contracts and agreements with a value under \$50,000, as well as purchases that are made under the Disadvantaged Business Enterprise Program (DBE), as federal regulations governing minority and women-owned businesses participation have already been applied to those funds. The tables and charts indicate the distribution of dollars paid since the last annual report. The data presented in these reports was generated from the City's Contract Management System (CCMS) on the date referenced and is subject to change as payments to prime and subcontractors are processed and finalized. Specifically, this data encompasses information from October 1, 2015 to September 30, 2016.

UTILIZATION SUMMARY

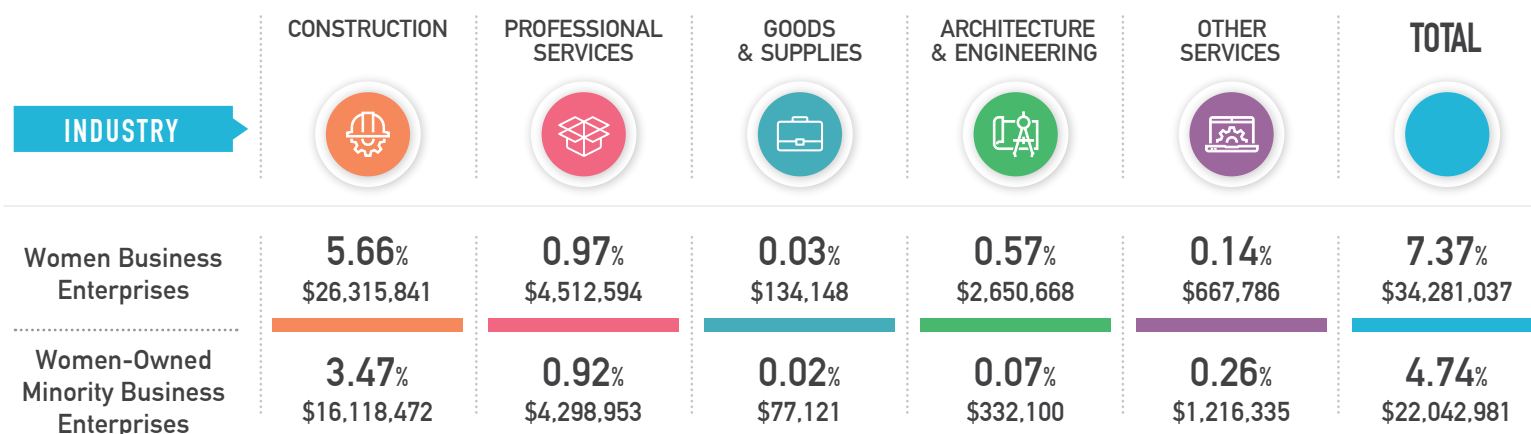
The chart displayed below shows the distribution of payments to S/M/WBE prime and subcontractors, overall and within particular certification categories.

PRIME CONTRACTOR & SUBCONTRACTOR DATA



WOMEN BUSINESS UTILIZATION

Businesses owned by women that are also members of an ethnic group are classified within the appropriate minority certification. However, the chart below summarizes the City's utilization of women-owned businesses both minority and non-minority.

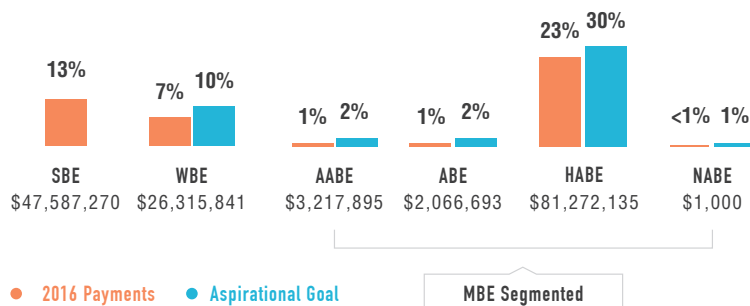
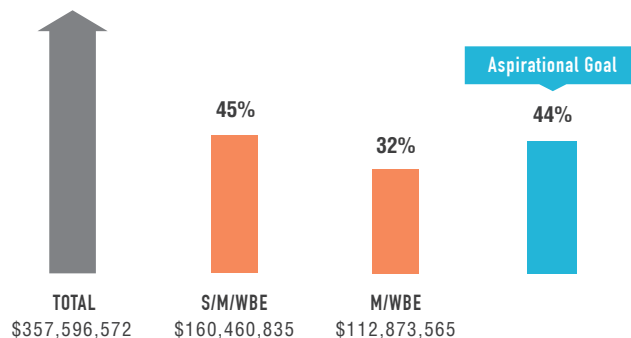




CONSTRUCTION

Each year, the City of San Antonio undertakes numerous construction projects throughout the City. These projects present valuable opportunities for local S/M/WBEs. Below is an overview of spending within the Construction Industry.

- 45% of SBEDA eligible payments in the Construction Industry went to S/M/WBEs
- Of the 45% payments to S/M/WBEs, 32% was paid to M/WBEs in the Construction Industry
- HABEs were the most utilized ethnic group in the Construction Industry



TEJAS PREMIER BUILDING CONTRACTOR, INC.

Tejas Premier Building Contractor, Inc. is proud to be the fastest growing minority, woman-owned construction company in San Antonio. The brainchild of visionary Julissa Carielo, TEJAS PREMIERE has been providing quality service to San Antonio and the surrounding counties for more than 10 years as a full-service building contractor specializing in design-build, new construction, and renovation of commercial, industrial, and medical facilities for public and private sector clients. The company has tailored its services specifically to meet the needs of the mid-size construction market, and manages projects from \$100,000 to \$30,000,000.

The company credits the City of San Antonio's Small Business Office as being a key resource for information and opportunities on how to do business with the City of San Antonio. "The Upcoming Solicitations Newsletter is convenient and has assisted our office with planning for future bidding opportunities," said owner Julissa Carielo. "The SBEDA Ordinance encourages the utilization of small, minority and woman owned firms. I am happy to be a product of that process!"

TEJAS PREMIER feels the SBEDA program is a true testament to the Small Business Office's commitment to the small business community in San Antonio. The mandatory inclusion of small business in City contracts ensures that there will be opportunities for small businesses to compete. "The program has opened doors for our company that might not have otherwise been open," said Carielo.

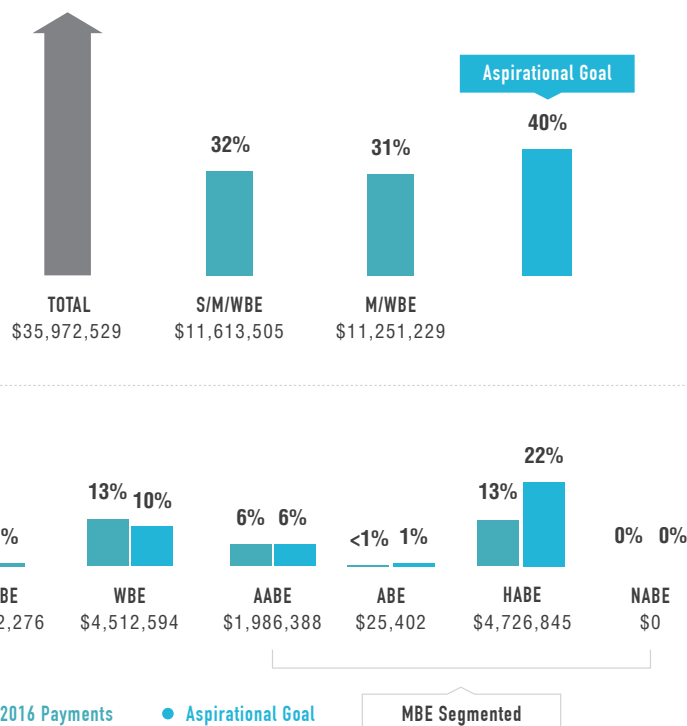
Ms. Carielo, in partnership with the San Antonio Hispanic Chamber of Commerce, created the Maestro Entrepreneur Center, a private, non-profit business center for the accelerated development of existing small, minority, woman and veteran owned businesses in the San Antonio Metro Area. Located in District 5, the center aims to revolutionize the way the next generation of entrepreneurs grow and reach success.



PROFESSIONAL SERVICES

The City of San Antonio contracts for numerous professional services. These contracts may include varied services, including consulting, financial services, marketing and advertising. Below is an overview of spending within the Professional Services Industry.

- 32% of SBEDA eligible payments in the Professional Services Industry went to S/M/WBEs
- Of the 32% payments to S/M/WBEs, 31% was paid to M/WBEs in the Professional Services Industry
- WBEs & HABEs were the most utilized group in the Professional Services Industry



CHELSEA'S CATERING & BAR SERVICE LLC (CCBS)

Chelsea's Catering & Bar Service is the premier beverage provider for the Henry B. Gonzalez Convention Center and the Lila Cockrell Theatre for the City of San Antonio's Convention and Sports Entertainment Facilities Department. The firm has been in business for more than seven years and is owned by U. S. Army veteran, Tony C. Gradney.

CCBS employs 25 full-time employees and at peak demand has more than 100 on-call part-time personnel. CCBS provides beverage, concessions and certified TABC bartenders on request. Clients include the Alamodome, Carver Cultural Center, Briscoe Western Art Museum and other event venues within the City of San Antonio.

"As a proud vendor under the city's outstanding SBEDA program, we can honestly say that the program has and continues to be a major reason for our success," said Gradney. "The program is well run and fully committed to seeing small firms succeed in the City. Having certification and success on City contracts gives us credibility not only on City RFP's, but more importantly, with the private sector."

By utilizing tools provided by the City, the company has expanded by launching a full-service soul food restaurant in historic St. Paul Square called Tony G's Soul Food.

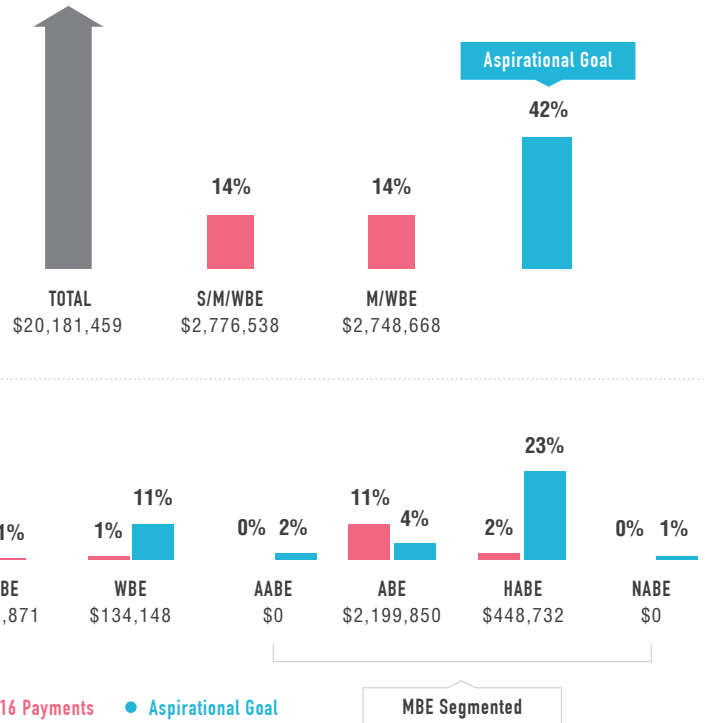
"Our business model is setting the example for how a small, minority business firm can prosper and have a positive economic impact on the lives of those we employ," said Gradney. "We have been able to give opportunities to people in the community and believe in giving back to the community."



GOODS & SUPPLIES

The City of San Antonio purchases a variety of goods and supplies year round. These purchases range from common office supplies to specialized equipment. Below is an overview of spending within the Goods and Supplies Industry.

- 14% of SBEDA eligible payments in the Goods & Supplies Industry went to S/M/WBEs of which nearly all were M/WBE
- ABEs were the most utilized ethnic group in the Goods & Supplies Industry



ZAMORANO ENTERPRISES, INC.

In 1978, Pedro Zamorano Jr. started **Zamorano Enterprises, Inc.** in his backyard garage on the Southside of San Antonio. With lots of elbow grease and a little bit of luck, the 39-year-old manufacturing and metal fabrication plant has expanded significantly over the years. Zamorano Enterprises Inc. is a family-owned and operated company in every sense of the word. "Each and every employee has been with us for more than 21 years," said Zamorano. "This shows a tremendous amount of loyalty."

As a team, they work together to manufacture park amenities for the City of San Antonio's Parks and Recreation Department, including benches, waste baskets, and many other metal products.

"Without a doubt, the SBEDA program has played a major role in our success," said Zamorano. "As a small business we have had opportunities to expand our business in new and exciting ways and we take great pride in being part of the City's mission to beautify our parks."



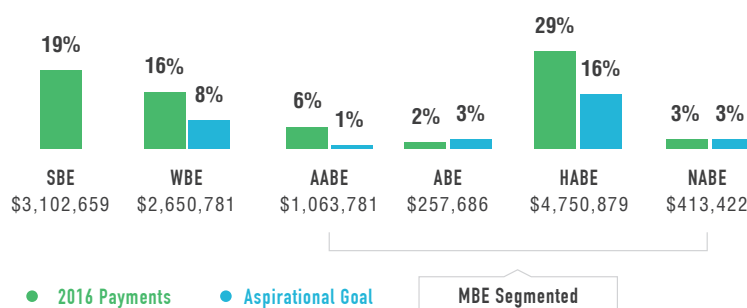
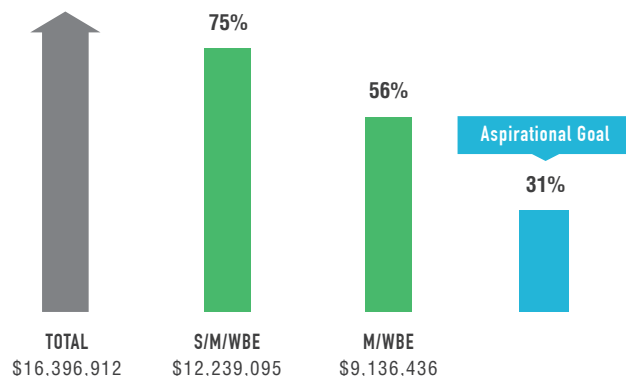
ARCHITECTURE & ENGINEERING

Each year, the City of San Antonio undertakes numerous construction projects throughout the City. These projects present valuable opportunities for design professionals. Below is an overview of spending within the Architecture and Engineering Industry.

- 75% of SBEDA eligible payments in the Architecture & Engineering Industry went to S/M/WBEs

- Of the 75% payments to S/M/WBEs, 56% was paid to M/WBEs in the Architecture & Engineering Industry

- SBEs and WBEs participated at a higher percentage in this industry than in the other four industries



FOSTER CM GROUP, INC.

Founded in 1992 by Paul W. Foster CCM, **Foster CM Group, Inc.** has been providing Program/Construction Management services to Aviation, Education (K-12 and Higher Education), Government (City, State and Federal), Healthcare, Sports/Recreation, Transportation and Water/Wastewater clients for 25 years. Their award-winning experience in Program/Construction Management derives from their involvement in all disciplines of the Construction Management industry. They have successfully represented clients on projects ranging from \$500,000 to more than \$2 billion. Foster CM Group employs 40+ highly-qualified staff that has collectively been involved in completing more than \$5 billion in projects throughout Texas and other parts of the United States.

The very first project Foster CM Group completed was as a sub-contractor on the Program/Construction Management team for the construction of the Alamodome. Foster CM Group served as project coordinator and provided on-site field inspectors on the \$175 million facility. When completed, the Alamodome was described as perhaps one of the most versatile multi-purpose facilities in the country.

Their second project allowed the company to work on the Henry B. Gonzalez Convention Center Expansion Program providing project management, document controls and cost controls management services.

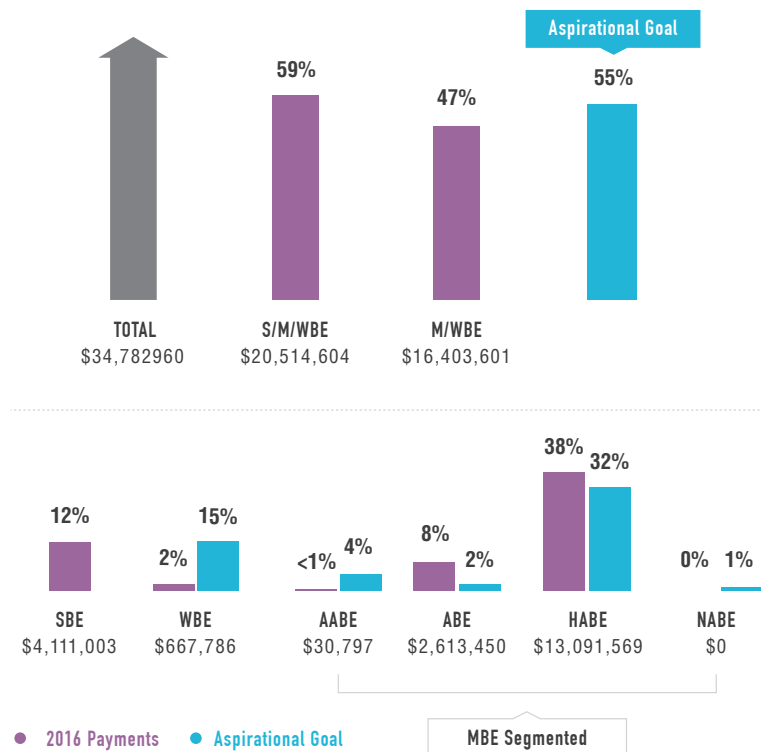
“Without the SBEDA program, we couldn’t have been as successful as we are in San Antonio and with the City,” said Foster. “The City of San Antonio’s SBEDA program has served as a catalyst in the 25 year growth of Foster CM Group.”



OTHER SERVICES

Examples of services in this category include janitorial, landscape, pest control, photocopying, information technology and HVAC maintenance. Below is an overview of spending within the Other Services Industry.

- 59% of SBEDA eligible payments in the Other Services Industry went to S/M/WBEs
- Of the 59% payments to S/M/WBEs, 47% was paid to M/WBEs in the Other Services Industry
- HABEs participated at a higher percentage in this industry than the other four industries



3RD GENERATION SERVICES

3rd Generation Services (3GS) is the leader in janitorial services, specializing in commercial properties that include office buildings, industrial sites, banks, and medical offices. They are a third generation, small, minority-owned business operating in South Central Texas with over 50 years of experience. 3GS is locally owned and operated. They cover major markets including San Antonio, Austin, Laredo, and the Rio Grande Valley and provide full maintenance janitorial services such as floor care, carpet care, stone restoration, special event staffing, window cleaning, and high dusting. Currently, they employ over 200 staff members and have partnered with other subcontractors to perform services throughout South Texas.

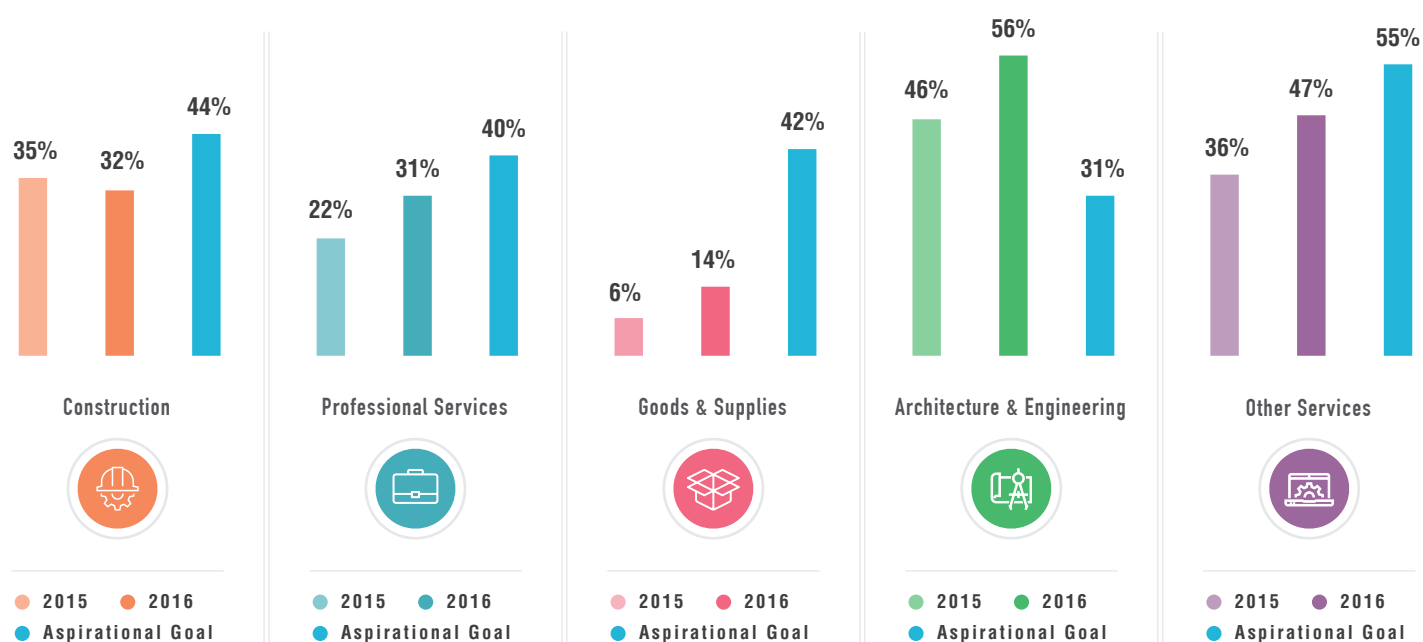
"The SBEDA Program has helped us grow with several city accounts including Parks and Recreation, Detention Center, and various facilities (SAPD, SAFD, Human Services, recycling centers, and Arts/Cultural)," said Mike Delgado, Co-Owner and Director of Sales and Marketing. "We subcontract to other SBEDA certified firms for all City accounts, which helps us grow and learn our industry together."

3GS recently added a department that specializes in ceiling tile restoration and cleaning, Ceiling Pro of San Antonio. "We have comprehensive cleaning programs, quality control management, 24-hour customer care, and a dedicated operations team," said Delgado. "Our personal involvement and achievements makes us the cleaning company of the future."

YEAR-TO-YEAR COMPARISON

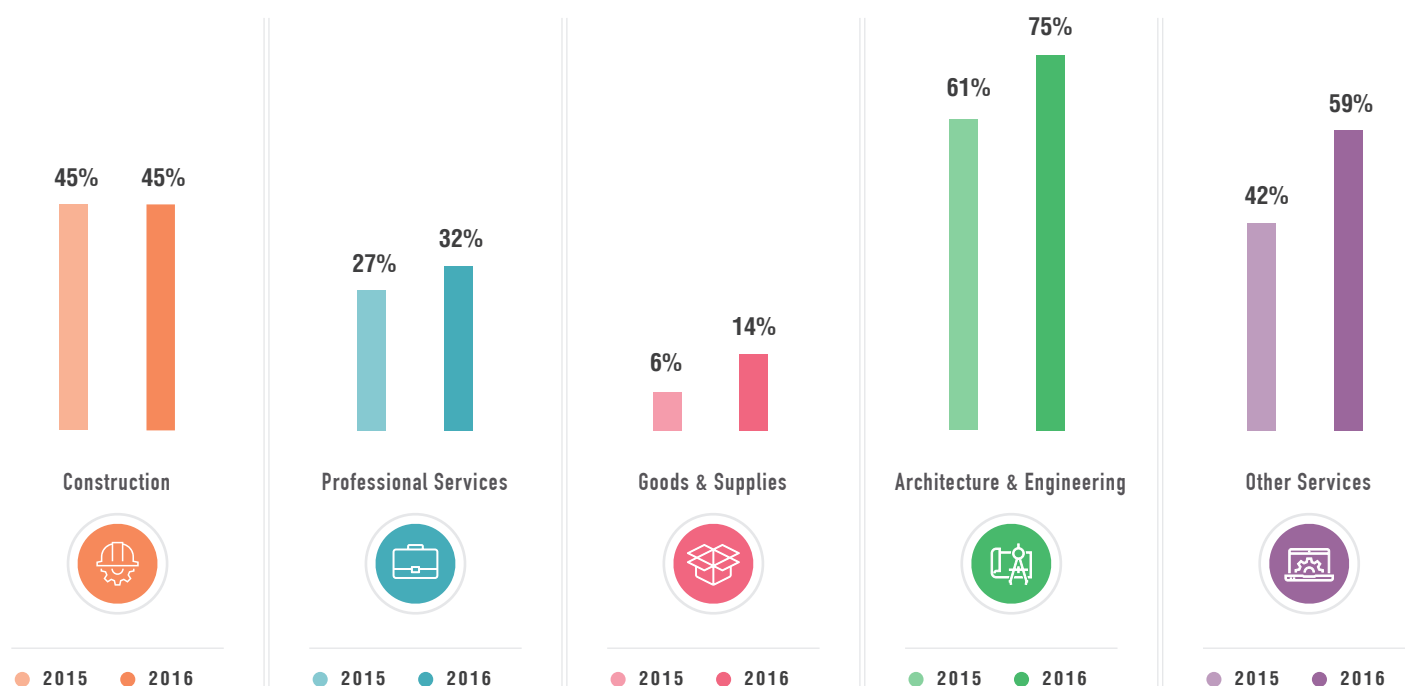
The chart below compares the utilization of S/M/WBEs from FY 2015 vs. FY 2016. Aspirational goals are also included for reference.

Minority/Women-Owned Business Enterprise Utilization: 2015 vs. 2016



Small/Minority/Women-Owned Business Enterprise Utilization: 2015 vs. 2016

The following charts incorporate small businesses into these figures.



BUSINESS EMPOWERMENT PLAN



The City of San Antonio continues its efforts to build the capacity of the local S/M/WBEs community through the Bonding Assistance and Mentor Protégé Programs, collectively referred to as the Business Empowerment Plan. Administered in partnership with Alamo Colleges, both programs begin with a series of courses that participants complete called the Small Business Boot Camp. Depending on the program, the courses include How to Write a Business Plan, Managing Your Financials, Access to Credit, and Marketing. Once completed, the participants are either paired with a mentor or become eligible for a letter of credit to enhance their bonding capacity. This second phase of the program continues for two years. Currently, 51 companies are participating in the Mentor Protégé Program and 2 companies are participating in the Bonding Assistance Program.

Since its inception in the spring of 2012, both the Bonding Assistance and Mentor Protégé Programs have assisted more than 150 S/M/WBEs. In addition, over 45 small businesses have graduated from the programs. Graduates of the programs have collectively reported annual revenues of \$61 million, which represents a 24% increase from their reported revenues when entering the Programs. Additionally, four Mentor Protégé Program graduates have successfully competed for prime contracts and subcontracts with the City.

VENDOR ORIENTATION



The Small Business Office hosts Vendor Orientations, to help vendors registered in the Central Vendor Registry (CVR) learn valuable information to maximize their bidding opportunities on City contracts. Representatives from a variety of City departments, including Aviation, Economic Development, Finance, and Transportation and Capital Improvements, cover topics such as proposal development, managing your San Antonio Electronic Procurement System Profile (SAePS), and SBEDA Program requirements. In FY 2016, more than 300 vendors attended these sessions and had the opportunity to meet with City department representatives to receive one-on-one assistance as they navigated through the City's procurement process.

2016 BUSINESS EMPOWERMENT PLAN GRADUATES



ASPIRATIONAL GOALS FY 2017

Annual aspirational goals serve as a benchmark against which to measure the overall effectiveness of the SBEDA program, but are not applied to individual solicitations. Aspirational goals are established on an annual basis by the Goal Setting Committee and are based upon the availability of S/M/WBEs by industry in accordance with the 2015 disparity study findings, along with relative S/M/WBEs registered in the City's Centralized Vendor Registry, and utilization of S/M/WBEs.

Construction



44%

Professional Services



40%

Goods & Supplies



42%

Architecture & Engineering



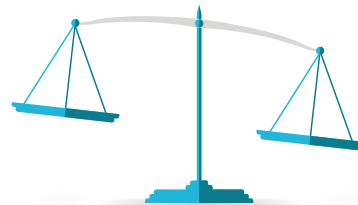
31%

Other Services



55%

2015 DISPARITY STUDY



In 2014, the City Council authorized a contract with National Economic Research Associates (NERA) to complete a new disparity study, the conclusions of which serve as evidence for the continuation or modification of the SBEDA Ordinance. Development of this study required substantial review of both quantitative and qualitative data from the City of San Antonio, as well as the private sector. As a result, NERA reviewed and analyzed various datasets, business listings, City contract spending reports, and conducted numerous interviews and focus groups. NERA completed the disparity study and it was released to the public in October 2015. City staff held individual meetings with numerous stakeholder groups, including professional and trade organizations, and chambers of commerce, to review the disparity study findings. In addition, a public hearing was held in November 2015 to gather public comment. City Council adopted the disparity study in December 2015.

The results of the disparity study indicate that City paid more than \$343 million to S/M/WBEs between 2011 and 2013, more than double the amount reported in the previous disparity study in 2010. As a percentage of overall contracting, utilization of S/M/WBEs increased nearly 50% from the 2010 study, 16% to 23%. However, the disparity study indicates availability of S/M/WBEs in San Antonio exceeds this utilization level, suggesting that disparity in City contracting still exists.

Ultimately the Disparity Study recommended that the implementation of the SBEDA Ordinance continue with potential amendments explored to strengthen the program.

SBEDA ORDINANCE AMENDMENT

Post adoption of the 2015 disparity study, City staff conducted significant outreach with over 20 community stakeholders to review amendments to the SBEDA Program. City staff, outside legal counsel, the Small Business Advocacy Committee (SBAC), and community stakeholders assisted in the development of amendments to the SBEDA Ordinance. In addition, a public hearing was held in March 2016 to gather public comment. The potential amendments were posted on the City's website and sent via electronic newsletter to all vendors registered in the CVR to allow for public comment and input.

To address the results found in the 2015 disparity study and after careful consideration of all comments received, City Council approved the continuation of the SBEDA Ordinance with the addition and/or expansion of the following amendments:

TOOLS TO ASSIST S/M/WBE PRIME CONTRACTORS

(utilized on best value solicitation types):

- **The Prime Contractor Program**, which allows up to 20 evaluation points to be awarded to S/M/WBE prime respondents, is being expanded to the Construction, Other Services, and Goods and Supplies Industries;
- **The Emerging Prime Contractor Program**, which allows up to 20 evaluation points to be awarded to Emerging S/M/WBE prime respondents (those firms that are ¼ the size of an SBE per the Small Business Administration size standard), is being expanded to Architecture and Engineering, Professional Services, Other Services, and Goods and Supplies Industries;
- **The Joint Venture Program**, which provides up to 20 evaluation points to a joint venture respondent per their S/M/WBE percent makeup on a contract, is being expanded in the Construction and Architecture and Engineering Industries; and
- **The Mentor Protégé Program**, which allows S/M/WBEs to participate in the Small Business Boot Camp with Alamo Colleges, pairs S/M/WBE firms with a mentor to learn best industry practices, is being expanded to the Architecture and Engineering Industry.

TOOLS TO INCENTIVIZE LARGE FIRMS TO BUILD THE CAPACITY OF AN S/M/WBE

(utilized on best value and low bid solicitation types):

- **Joint Venture Incentives**, which provides contract incentives, such as additional contract option years, to prime respondents if they joint venture with an S/M/WBE who is performing no less than 40% of the contract, is being expanded from SBEs only to S/M/WBEs in the Other Services Industry; and
- **The Distributorship Development Program**, which provides contract incentives, such as additional contract option years, to prime respondents who are SBEDA eligible M/WBE authorized dealers under the manufacturer/provider, is being added as a new tool in the Goods & Supplies Industry.

ADMINISTRATIVE CHANGES TO BUILD THE CAPACITY OF AN S/M/WBE AS A PRIME CONTRACTOR

(utilized on best value and low bid solicitation types):

- **S/M/WBEs awarded a City contract** under \$10 million at the prime contractor level will be able to self-perform any S/M/WBE subcontracting goals that may apply to the contract, which will allow the S/M/WBE prime contractor to perform a greater percent of the contract and further build their capacity; and
- **The Bonding Assistance Program**, which allows S/M/WBEs to participate in the Small Business Boot Camp with Alamo Colleges and receive a letter of credit from LiftFund, is being expanded to the Professional Services Industry.

TOOLS TO ASSIST S/M/WBE SUBCONTRACTORS

(utilized on best value and low bid solicitation types):

- **The Subcontracting Program**, which can require up to 40% of a contract be subcontracted to S/M/WBEs, is being expanded to the Architecture and Engineering and Goods and Supplies Industries; and
- **The Segmented Subcontracting Program**, which sets subcontracting goals for certain ethnicities such as AABEs or ABEs, is being expanded to the Architecture and Engineering and Goods and Supplies Industries. Additionally, the tool is being amended so it will be applied to those ethnicities that are experiencing the greatest disparity per a given fiscal year and industry based on the most recent S/M/WBE utilization data.



In May 2016, the SBAC voted in support of the amendments to the SBEDA Ordinance. In May 2016 City Council adopted the amendments to the SBEDA Ordinance. The amendments took effect July 2016 and adds to the current tools the SBEDA Ordinance utilizes on City solicitations, which will enhance the City's utilization of S/M/WBEs.

COSA BUYDOWN SUCCESS STORY



In FY 2016, LiftFund and the City of San Antonio announced a partnership to provide interest free small business loans to qualified business owners in San Antonio. The program assisted a total of 35 qualifying businesses. This partnership resulted in the retention and creation of over 140 full-time permanent jobs in San Antonio. Of the 35 businesses, 69% were existing businesses and 31% were startups. Of the 35 business owners that were assisted, 68% were minority-owned and 40% were women-owned businesses. Chris Wood, owner of E's Bees Creation, a small business that focuses on local raw honey products, is one of those individuals who took advantage of this great partnership and opportunity.

Chris is a Marine Corps veteran who dreamed of running a small business that would provide for his family. He opened a small business six years ago, and developed a strong clientele, but could not keep up with demand. In January 2016, Chris came to LiftFund, and received a \$10,000 loan at 0% interest, which helped him to expand his business and take it to the next level. Due to the growth and demand of his products, Chris now has a store front where customers can find honey, lip balms, scrubs, lotions and other items.

"LiftFund, through the partnership with the City, helped me grow my business to allow my daughter to pay for her college in the future," said Chris. "Within a week, I actually had my loan. My LiftFund loan gave me the ability to grow when I was ready to grow."



SMALL BUSINESS LIAISON



The Small Business Liaison is the first stop for business assistance and serves as an ongoing resource for businesses that are growing. The Small Business Liaison meets with vendors individually to discuss permitting, licensing and regulatory issues, and provides initial counseling on the following issues: sources of capital, forms of business organization, government contracting and other vital topics. To receive a customized Small Business Resource Guide call directly at (210) 207-3903 or request a

SMALL BUSINESS RESOURCE GUIDE ONLINE AT:

<http://www.sanantonio.gov/SBO/SmallBusinessStartupGuide.aspx>



LAUNCH SA, FORMERLY CAFÉ COMMERCE, is the first stop where entrepreneurs, startups, and small business owners (new or established) can get personal support, information, resources, market data and guidance to start and maintain their business. Through a partnership with LiftFund, Launch SA offers tailored programs, workshops, networking opportunities and valuable resources created especially for the San Antonio entrepreneurial community.

In addition to general consulting and referrals to resource partners, Launch SA has developed programming to help entrepreneurs launch their ideas or help small business owners overcome challenges and build their capacity, which are as follows:



Venture Challenge SA - challenges entrepreneurs to create and achieve personalized business milestones in hopes they will be awarded a \$20,000 prize and to further develop the entrepreneur's team, product, and company. During the last venture challenge, over 80 entrepreneurs participated and were provided support from Café Commerce resource providers.



1 Million Cups and Pitch Tab - programs that allow local entrepreneurs an opportunity to present their business ideas to an audience of fellow entrepreneurs, advisors, and mentors via live presentation with audience feedback and questions. Over 2000 attendees attend 1 Million Cups and Pitch Tab each year to help guide our local entrepreneurs.



Break Fast and Launch - a culinary business accelerator in San Antonio that works one-on-one with entrepreneurs and startups in the culinary industry to provide accounting, marketing, and real estate and business plan creation. 31 companies have launched since the program began a few years ago.



EchoStarter - designed for middle school age children to learn social entrepreneurship principles and how solving world problems can also create business opportunity. Additionally, the program will showcase the interconnectivity of entrepreneurship in our everyday lives and inspire the next generation think entrepreneurially to solve social problems.

Launch SA is achieving its mission to help entrepreneurs and small business owners as shown through these outcomes from January 1, 2016 to December 31, 2016.

Launch SA Reported Results



30,831 - Attendees, Unique Walk-Ins & Website Visitors



4,945 - Referrals



88 - Resource Partners



1,388 - Business Consulting Hrs.



32 - Businesses Created



258 - Jobs Created

Contact Launch SA:

- San Antonio Central Branch Library
600 Soledad St.
San Antonio, TX 78205
- 210-598-6623

E info@launchSA.com

Small Business Economic Development Advocacy Program



100 W. Houston Street • Frost Bank Tower, Ste. 1900 • San Antonio, TX 78205 • 210.207.8080

sbedainfo@sanantonio.gov • sanantonio.gov/sbo



CITY OF SAN ANTONIO
**ECONOMIC DEVELOPMENT
DEPARTMENT**