

THIS IS A PROPOSED DRAFT AND WILL BE REPLACED BY THE FINAL, SIGNED ORDINANCE OR RESOLUTION ADOPTED BY THE CITY COUNCIL.

ORDINANCE

APPROVING AN AGREEMENT WITH THE SAN ANTONIO ECONOMIC DEVELOPMENT FOUNDATION FOR A ONE-YEAR TERM, WITH TWO ONE-YEAR EXTENSION OPTIONS FOR A TOTAL CONTRACT AMOUNT OF UP TO \$1,905,000.00. FUNDING IN THE AMOUNT OF \$500,000.00 IS AVAILABLE FROM THE FY2021 ECONOMIC DEVELOPMENT INCENTIVE FUND AND \$135,000.00 IS AVAILABLE FROM THE FY2021 GENERAL FUND.

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WHEREAS, the City of San Antonio (City) has contracted with the San Antonio Economic Development Foundation (SAEDF) since 2010 to assist in carrying out the City’s goals in the areas of global target industry recruitment, industry retention and expansion, and entrepreneurial and workforce development; and

WHEREAS, in 2016, following expiration of a five-year contract, the City and SAEDF realigned the goals and metrics of the agreement to incorporate the Forefront San Antonio Action Plan (Forefront SA), which SAEDF implemented from 2017 through 2020; and

WHEREAS, following conclusion of the Forefront SA and 2020 Service Agreement, which resulted in the creation of 17,609 jobs (including 11,974 target industry jobs and 7,395 high-wage jobs) and a total capital investment of \$2.2 billion in the San Antonio area, City staff now recommends entering into a new agreement with SAEDF; and

WHEREAS, a new agreement will support a strategic framework of three pillars: growing jobs through activities such as targeted outreach in corporate recruitment, global development, cluster and military development, and business retention expansion; building people through career pathway and graduation retention programs; and improving place with a focus on regional centers plan, supporting the airport master plan and developing a regional brand; **NOW THEREFORE:**

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. The terms and conditions of a 2021 Service Agreement with the San Antonio Economic Development Foundation for a one-year term, with two one-year extension options, for a total contract amount of up to \$1,905,000.00, are hereby approved. A copy of the agreement, in substantial final form, is attached to this Ordinance as **Exhibit A**.

SECTION 2. The terms of conditions of the 2021 Operations Plan are hereby approved.

SECTION 3. The City Manager or his designee is hereby authorized to execute the Agreement which has been incorporated into this Ordinance for all purposes.

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SECTION 4. Funding in the amount of \$635,000.00 for this Ordinance is available as part of the Fiscal Year 2021 Adopted Budget approved by City Council per the table below.

Amount	Fund	Cost Center	General Ledger
\$80,000.00	11001000	1601010003	5203050
\$30,000.00	11001000	1607010001	5202025
\$25,000.00	11001000	1607010003	5201040
\$500,000.00	29059000	1604010001	5201040
Total Amount: \$635,000.00			

SECTION 5. Additional funding in the amount up to \$1,270,000.00 is contingent upon City Council approval of the Fiscal Year 2022 and subsequent budgets that fall within the contract terms of this ordinance, as well as City Council approval of subsequent Operation Plans pursuant to the terms of the Agreement.

SECTION 6. Payment is authorized to San Antonio Economic Development Foundation (SAEDF) and should be encumbered with a purchase order.

SECTION 7. The financial allocations in this Ordinance are subject to approval by the Deputy Chief Financial Officer, City of San Antonio. The Deputy Chief Financial Officer may, subject to concurrence by the City Manager or the City Manager’s designee, correct allocations to specific Cost Centers, WBS Elements, Internal Orders, General Ledger Accounts, and Fund Numbers as necessary to carry out the purpose of this Ordinance.

PASSED AND APPROVED this 1st day of April, 2021.

M A Y O R
Ron Nirenberg

ATTEST:

APPROVED AS TO FORM:

Tina J. Flores, City Clerk

Andrew Segovia, City Attorney

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EXHIBIT A