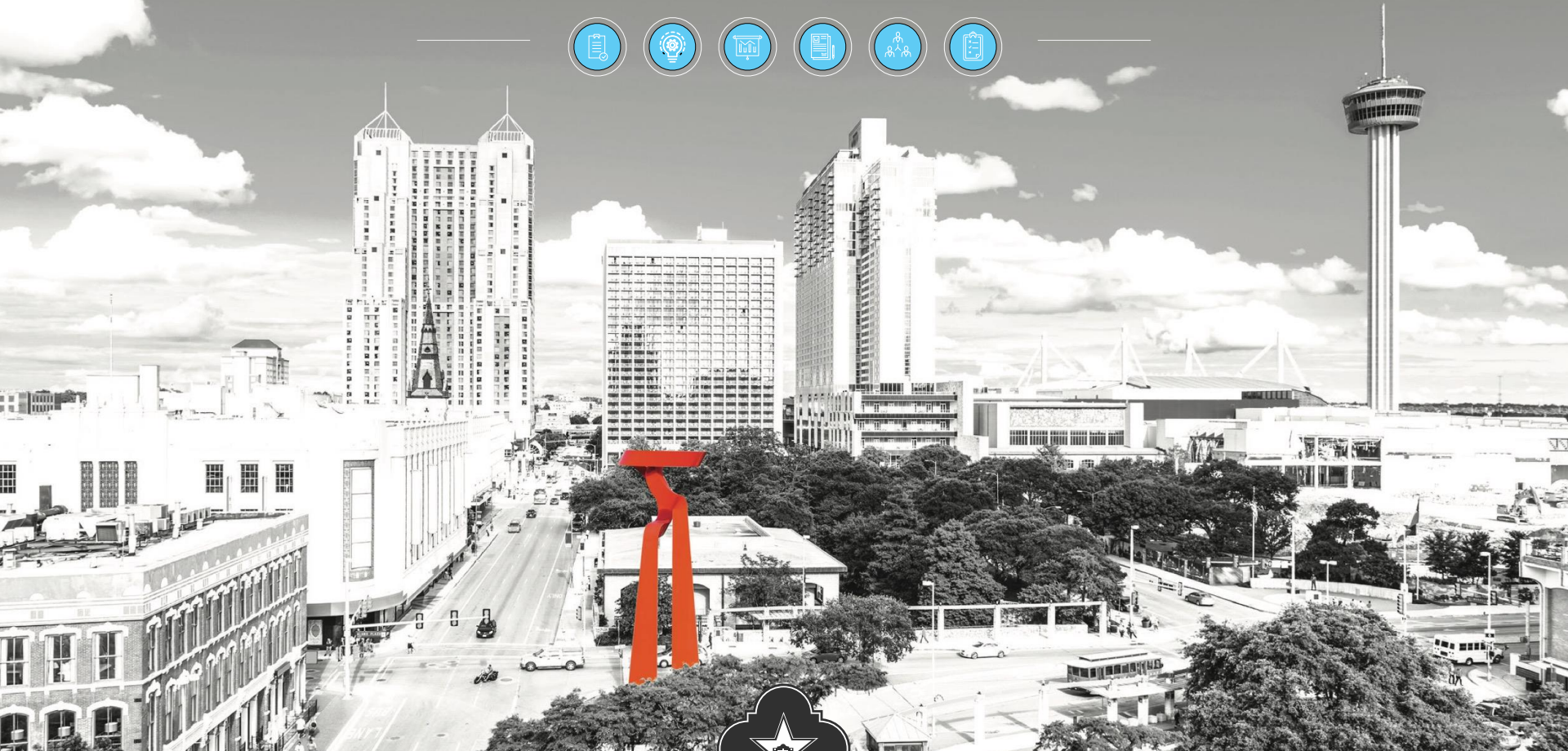


CITY OF SAN ANTONIO SMALL BUSINESS OFFICE



CITY OF SAN ANTONIO
**ECONOMIC DEVELOPMENT
DEPARTMENT**



PURPOSE OF SBEDA

**To promote the use of local small,
minority, and women-owned businesses
on City contracts.**



LEGAL STANDARDS

City of Richmond v. J.A. Croson Co. (1989):

U.S. Supreme Court provided the framework to implement and execute the program legally.

- Statistical evidence of disparities in the market area.
- Anecdotal evidence of barriers to full and fair inclusion.
- Remedies must be “narrowly tailored” to that evidence.





SBEDA AMENDMENTS

A 2010 Disparity Study showed 16% of City contract dollars were paid to M/WBEs

2010 SBEDA Amendments: Effective January 2011

- Major overhaul that established the following:
 - Central Vendor Registry
 - Goal Setting Committee
 - Robust Compliance Module

A 2015 Disparity Study showed 23% of City contract dollars were paid to M/WBEs

2016 SBEDA Amendments: Effective July 2016

- Established the following:
 - Expansion of SBEDA tools to additional industries
 - Specifically those targeting M/WBE prime contractors
 - S/M/WBE ability to self perform contracts



SMALL BUSINESS ADVOCACY COMMITTEE (SBAC)



- Consists of 11 members appointed to two-year terms by City Council.
- Meets 3rd Friday of the month.
- Serves as an advisory group to the Economic Development Director, the City Manager and City Council in reviewing the SBEDA program and its outcomes.
- If needed, make recommendations to the Economic Development Director, the City Manager, and City Council concerning modifications of the SBEDA program.



WHEN DOES SBEDA APPLY

- City solicitations over \$50,000
- Cooperative agreements
- Funding agreements
- Developer agreements



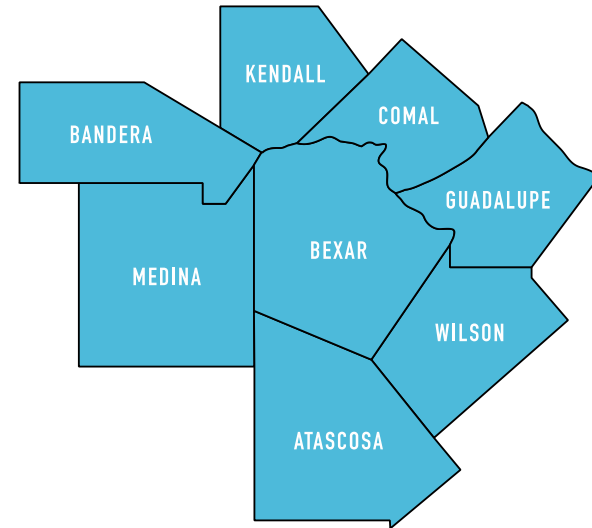


SBEDA ELIGIBILITY



**Certified by
SCTRCA as a SBE**

Note: Other certifications such as MBE, WBE or AABE may be needed to fulfill other SBEDA requirements or obtain certain SBEDA incentives.



**HQ or Significant
Business Presence in SAMSA**

Significant business presence requires a firm to have an office in the SAMSA for 1 year and 20% of the firm's employees must work out of that SAMSA office.



CENTRAL VENDOR REGISTRY

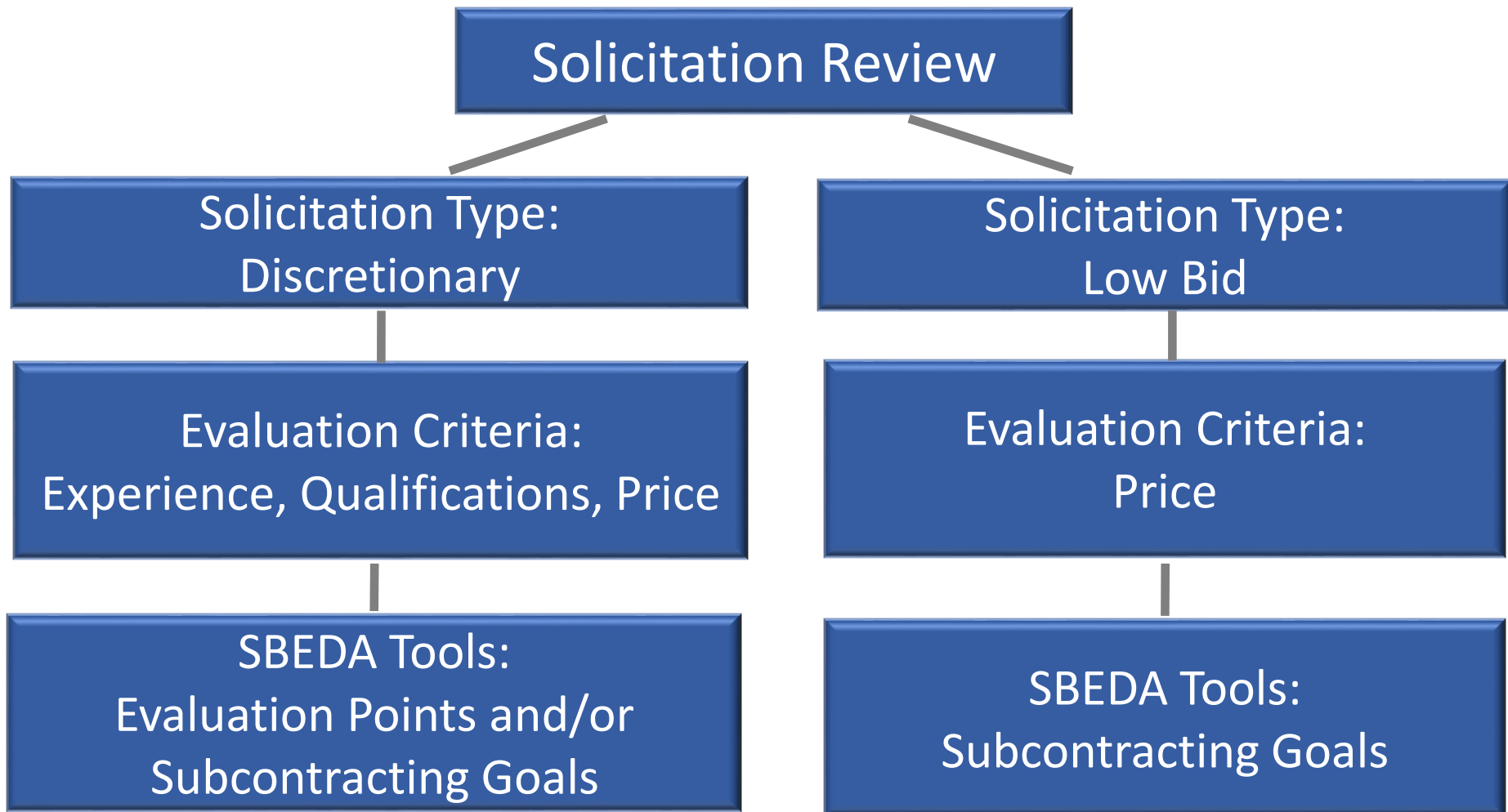
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- Serves as the City's Central Vendor Registry (CVR).
- Registered vendors can learn about bid opportunities and submit bids online.
- Determines vendor availability per a solicitation's scope of work and which firms are SBEDA eligible. This information is used to set specific SBEDA tools on solicitations.



PROGRAM APPLICABILITY





GOAL SETTING COMMITTEE

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Compliance Process

Payment Clears City Financial System



Payment Integrates into Compliance Module



Prime Contractor Notified of Payment and to Report Payments to Subcontractors



Subcontractor 1 Notified of Payment and Confirms or Disputes



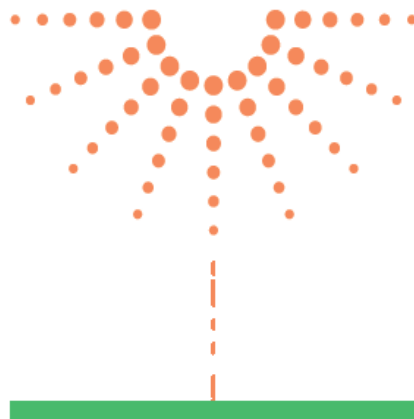
Subcontractor 2 Notified of Payment and Confirms or Disputes



Subcontractor 3 Notified of Payment and Confirms or Disputes



EDD Queries Compliance Module for Unreported Payments, Disputes, or Goals Not Met. Notifies City Department.



\$246 million was paid to 503 S/M/WBEs, representing 49% of the City's contractual spending on contracts in which the SBEDA program applied.



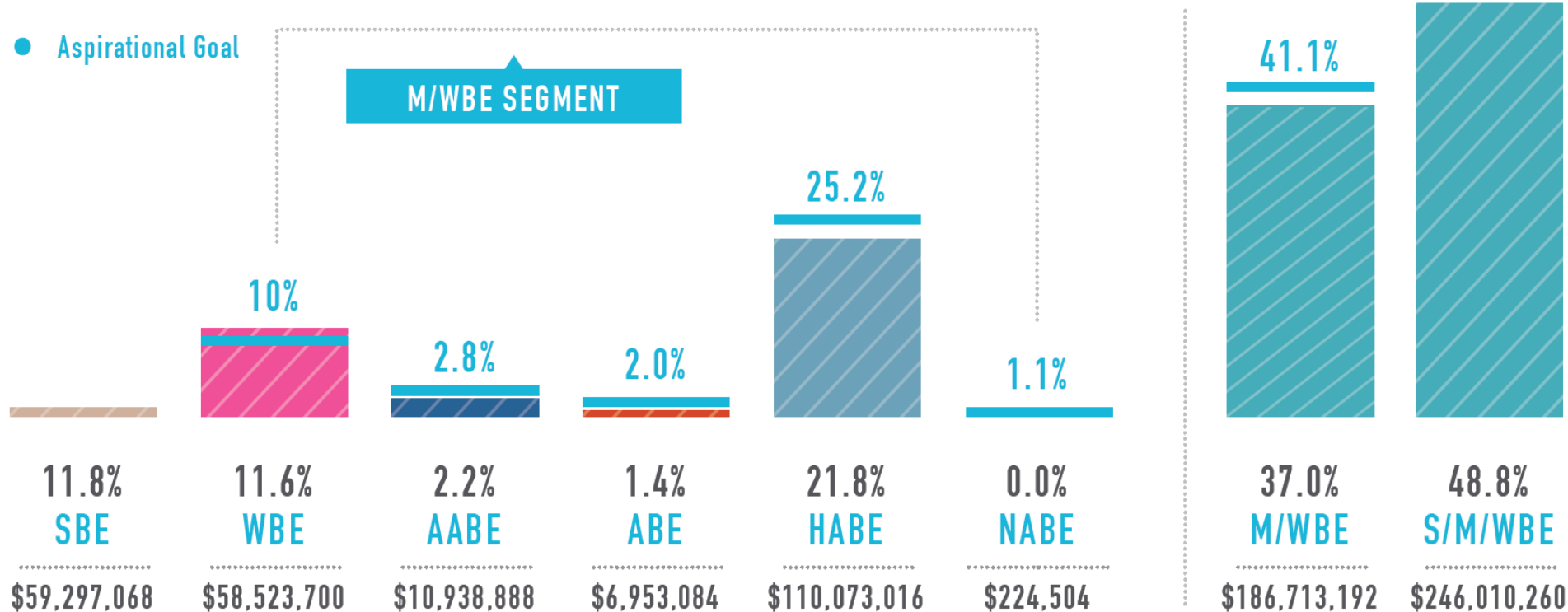


SBEDA FY 17 Annual Report

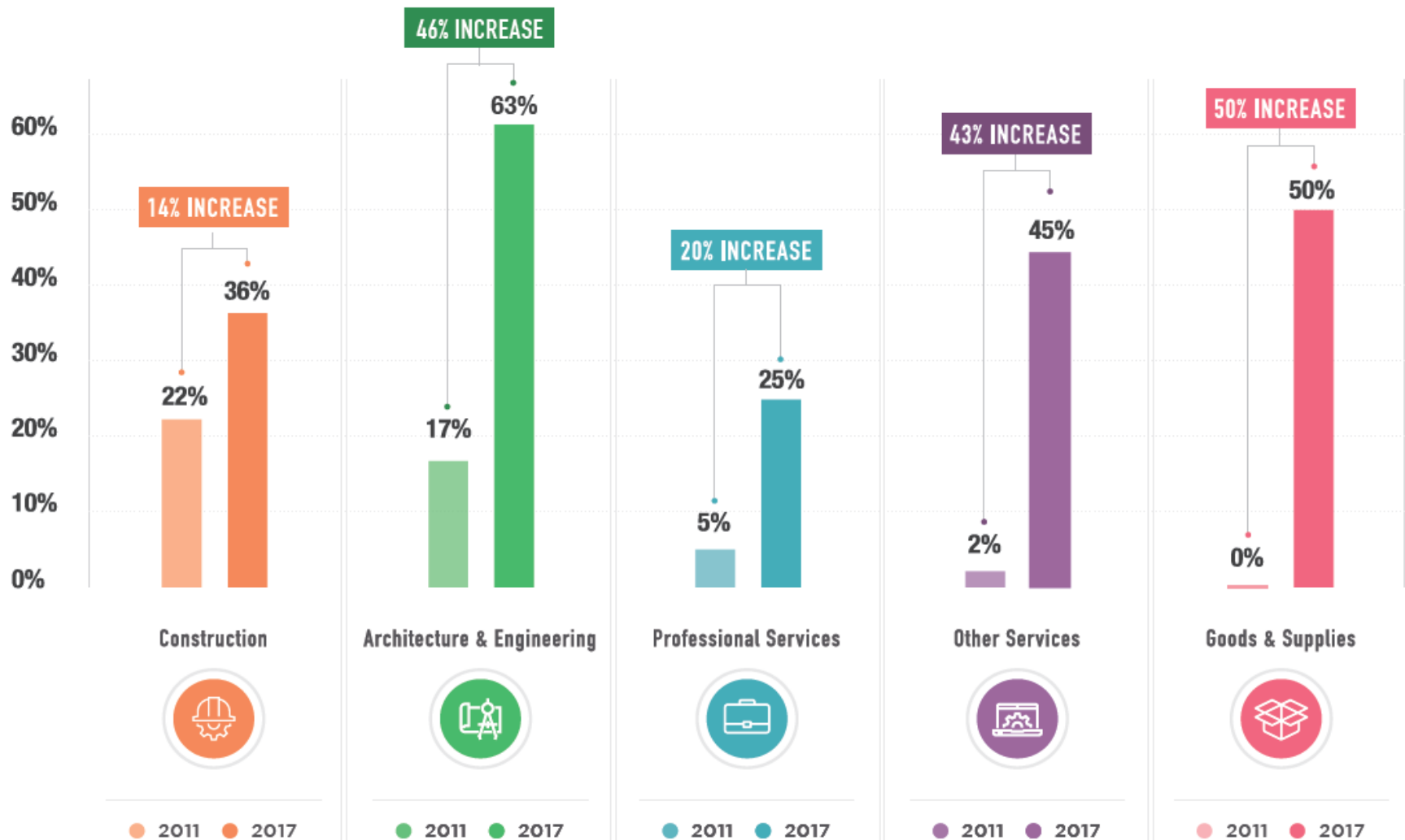
S/M/WBE UTILIZATION SUMMARY

TOTAL | \$504,179,886

● Aspirational Goal



M/WBE UTILIZATION ON CITY CONTRACTS



**Overall
Increase**

● 2011
● 2017



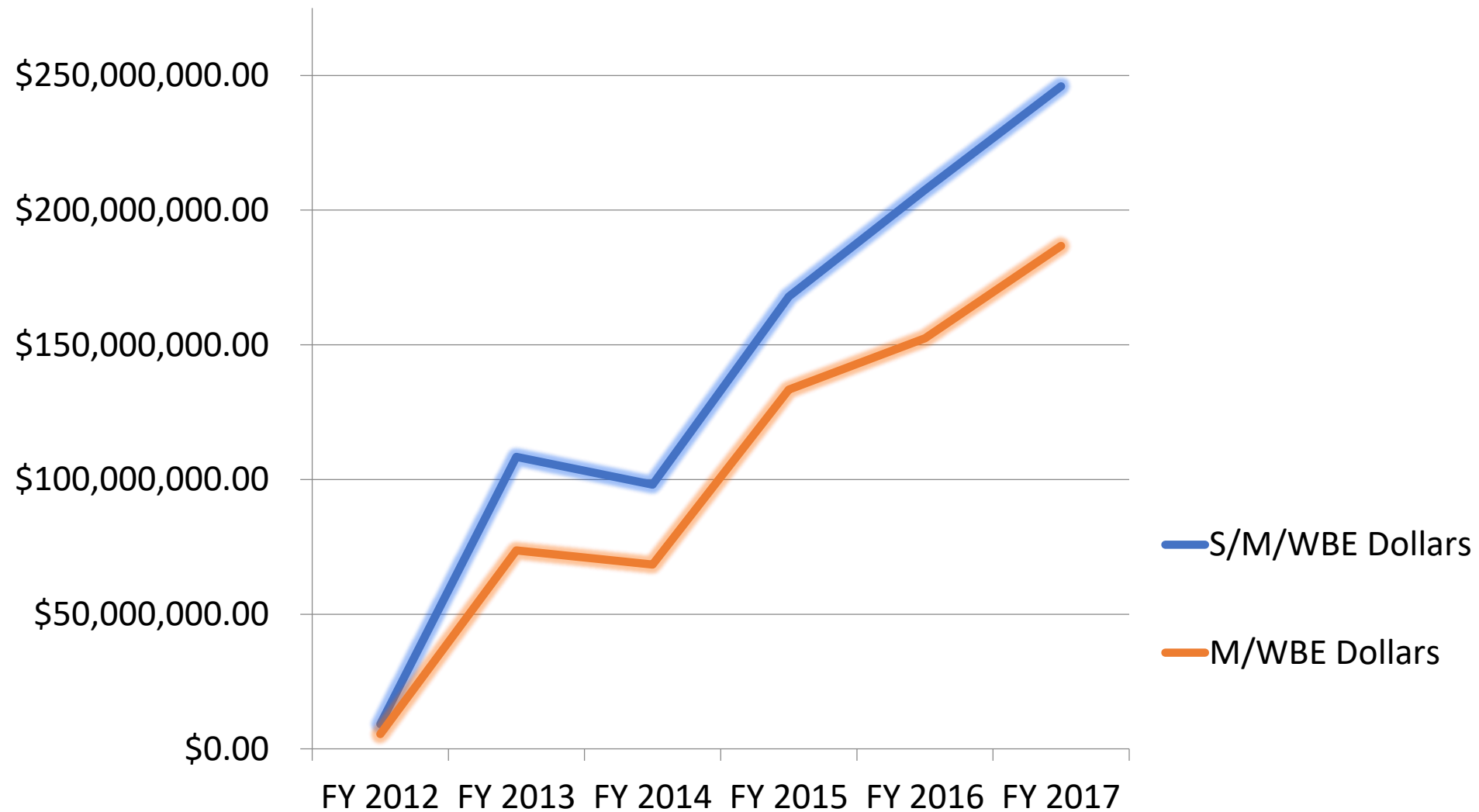
13%

37%

24% INCREASE



S/M/WBE Dollars Paid Trend





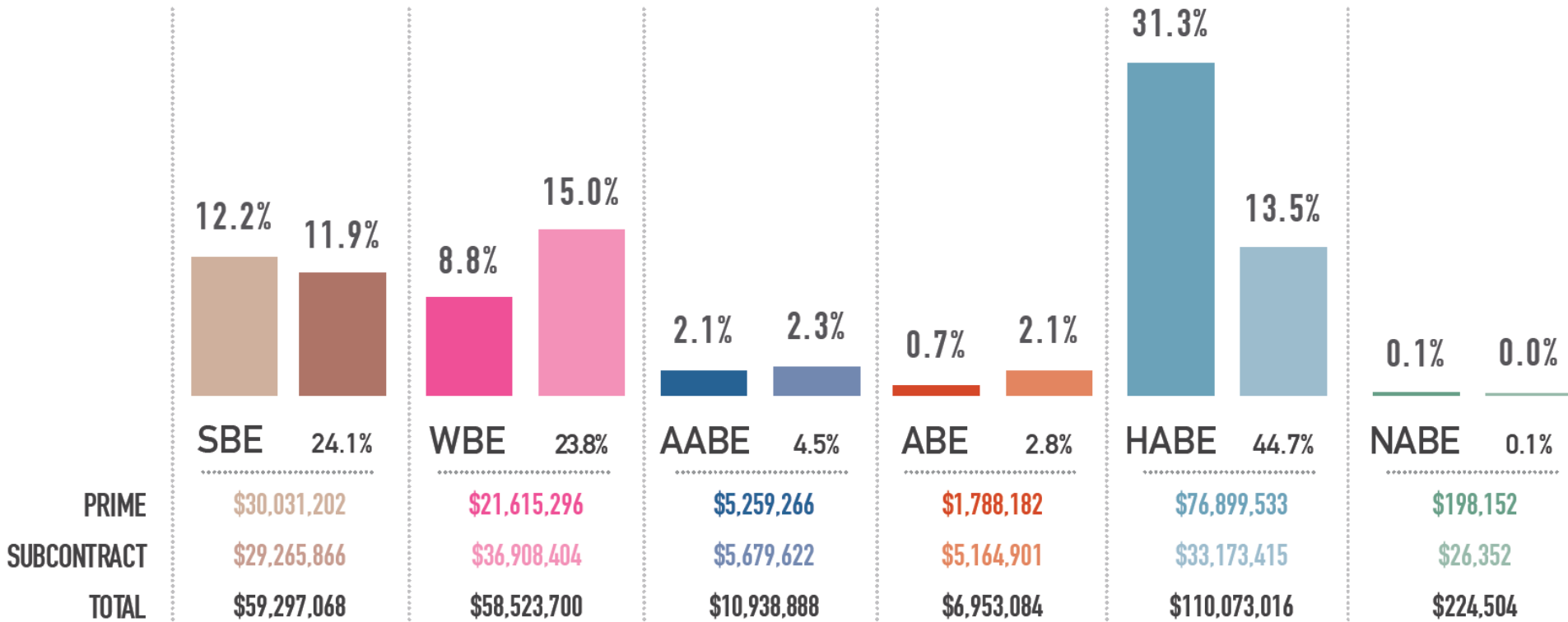
Prime & Sub Utilization

TOTAL S/M/WBE

TOTAL \$246,010,260

PRIME : \$135,791,632
SUBCONTRACT : \$110,218,628

MBE SEGMENTED





MENTOR PROTÉGÉ PROGRAM

- The City partnered with Alamo Colleges District to establish a Mentor Protégé Program.
- The Program starts with a series of classes to help S/M/WBEs write a business plan, understand financials, learn how to market, etc.
- S/M/WBEs are then partnered with mentors for a 2 year period to learn best business practices.



Highlights:

- Over 150 S/M/WBEs assisted
- 50 Graduates
- \$61 million increase, or 24%, in revenues by graduates
- 60 jobs created by graduates

Questions?

