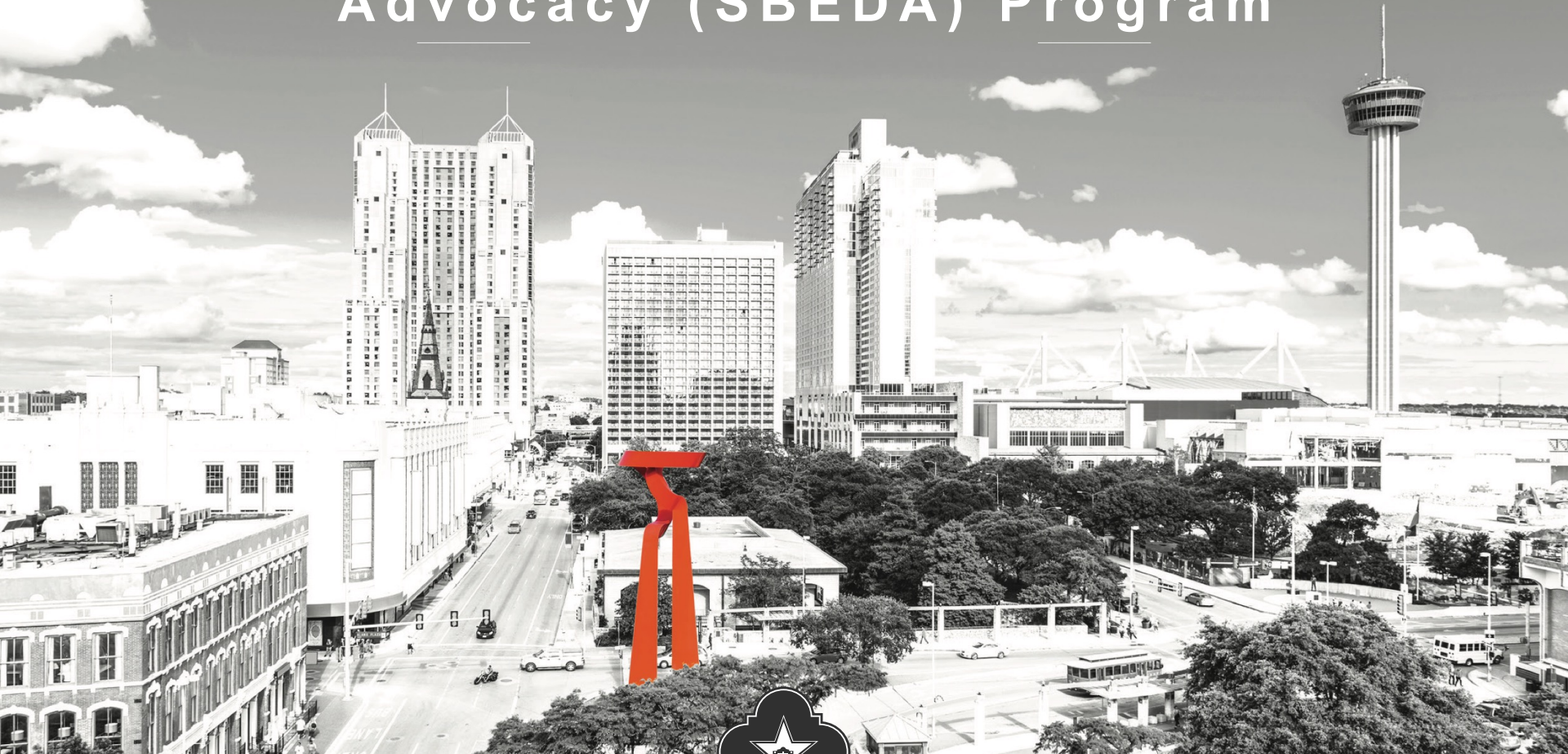


Significant Business Presence Small Business Economic Development Advocacy (SBEDA) Program



CITY OF SAN ANTONIO
**ECONOMIC DEVELOPMENT
DEPARTMENT**

PURPOSE OF SBEDA

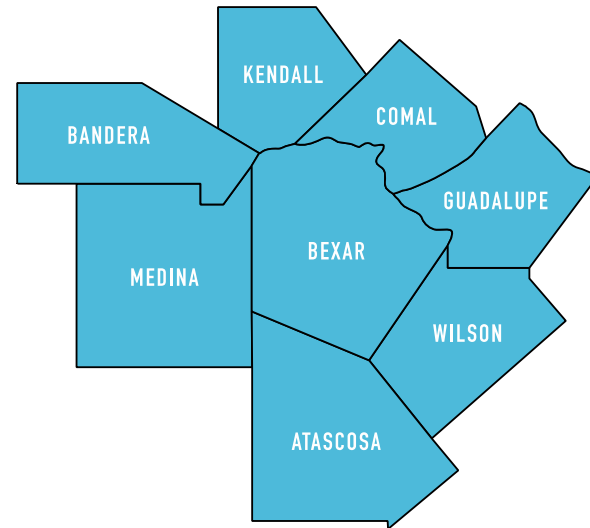
To promote the use of small,
minority
and women-owned businesses
on City contracts.

SBEDA ELIGIBILITY



**Certified by
SCTRCA**

AND



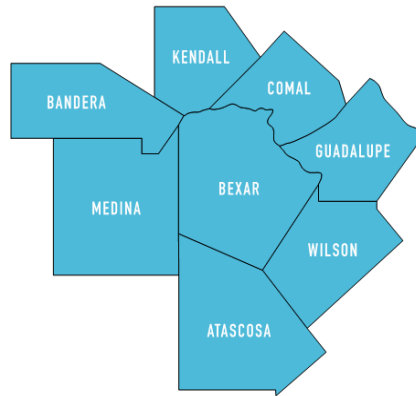
**Headquartered or
Significant Business Presence
in SAMSA**

SCTRCA CERTIFICATIONS



Certifications	Requirements
Small Business Enterprise (SBE)	Federal Small Business Administration (SBA) Size Standards
Minority (MBE, HABE, AABE, ABE, NABE) and Women (WBE)	51% Majority Ownership
Disadvantaged Business Enterprise (DBE) & Airport Concessionaire Disadvantage Business Enterprise (ACDBE)	Federal Standards

CURRENT REQUIREMENTS



OR

Headquartered in San Antonio Metropolitan Statistical Area
(SAMSA, including Bexar and seven surrounding counties)

Maintain branch location in SAMSA for at least one year; AND

20% of employees based in SAMSA branch (including full-time, part-time, or contract employees)

ORIGINAL GOAL OF SIGNIFICANT BUSINESS PRESENCE ELIGIBILITY

- **Modified from 2007 SBEDA Ordinance**
 - Local office for 1 year and 10 local employees
- **To attract local investment by
SMWBEs headquartered outside of
SAMSA**

POLICY CONSIDERATIONS

Remove Significant Business Presence as eligibility option

- If recommended:
 - Immediate policy change (October 2020)
OR
 - Consider with the next SBEDA Ordinance Amendment process in March 2022

POTENTIAL IMPACT OF CHANGE

FY2019	Total registered in CVR	SBEDA-eligible (HQ in SAMSA)	SBEDA-eligible (HQ not in SAMSA)
Registered Vendors	7,579	1,368	64
Payments	\$444 million	\$248.9 million	\$4.1 million

17 SBEDA eligible firms with HQ outside of SAMSA received \$4.1 million in payments (FY 2019)

STAFF RECOMMENDATIONS

- Public engagement to gather feedback on removal of Significant Business Presence as SBEDA Ordinance eligibility option
 - Focus Groups
 - Stakeholder Organizations
- Provide SBAC stakeholder feedback to determine next steps

Questions

