



City of San Antonio

Agenda Memorandum

File Number:13-739

Agenda Item Number: 24.

Agenda Date: 11/7/2013

In Control: City Council A Session

DEPARTMENT: Economic Development

DEPARTMENT HEAD: Rene Dominguez

COUNCIL DISTRICT(S) IMPACTED: City-wide

SUBJECT: Contract Award-Café Commerce

SUMMARY:

This Ordinance authorizes the execution of an agreement with ACCION-Texas in an amount not to exceed \$1,000,000 for a five year period for the operation and management of Café Commerce located at the Central Library. This funding will provide support for the development, implementation and management of Café Commerce, to include both a virtual and physical location where entrepreneurs can gather, collaborate, and learn more about entrepreneurship and small business resources.

BACKGROUND

In 2012, Mayor Julián Castro convened a taskforce of business owners and business advocacy organizations for the purpose of brainstorming methods and strategies for promoting small and new business growth in San Antonio. Business participants represented a wide array of industries, including retail, food and dining, engineering, technology, public relations, trade services, and private investors. Business advocacy organizations included various chambers of commerce, the University of Texas at San Antonio (UTSA), ACCION-Texas, the Westside Development Corporation (WDC), and San Antonio for Growth on the Eastside (SAGE).

The taskforce identified the need to establish a culture of entrepreneurship throughout the community (for both adults and youth, but specifically engaging a young population) and increase coaching, mentoring and apprenticeship opportunities for future and existing small business owners. The taskforce also highlighted the value of existing business development resources in San Antonio and identified the need to increase marketing of these resources.

The taskforce recommended the establishment of an entity, referred to as “Café Commerce,” to provide entrepreneurship education and mentoring, as well as to serve as a resource and referral clearinghouse or a one-stop for business information. Thus, the City sought out to identify a Respondent to develop, implement and manage Café Commerce.

ISSUE

The City issued a Request for Proposals (RFP) for “Café Commerce” (RFP 6100002875) on May 17, 2013, with a submission deadline of July 1, 2013. The City received two proposal responses for consideration. The evaluation committee conducted interviews on July 30, 2013 and finalized scoring on August 7, 2013.

The selection team consisted of two citizen members and representatives from the Mayor’s Office, Economic Development Department, Library Department, and the Finance Department, Purchasing Division who assisted by ensuring compliance with City procurement policies and procedures. The proposals were evaluated based on the firm’s background, qualifications, experience and proposed plan.

The evaluation of each proposal response was based on a total of 100 points; 30 points allotted for experience, background, qualifications; 50 points allotted for proposed plan; 10 points for the Small Business Economic Development Advocacy (SBEDA) Program with 5 preference points for the Small Business Enterprise (SBE) Prime Contract Program and 5 preference points for the Minority and/or Women Business Enterprise (M/WBE) Prime Contract Program; and 10 points under the Local Preference Program. ACCION Texas did not receive any preference points.

After committee review and discussion, the individual technical scores were finalized and the aggregate scores were then presented to the committee. ACCION Texas, received the highest ranking and was recommended for award by the evaluation committee. ACCION-Texas is dedicated to the development of small business entrepreneurs and has a 19-year history of building the capacity of these businesses. Their expertise in working with local, state, and federal partner entities will prove to be crucial in furthering the development of small businesses in the San Antonio Metropolitan area. They will focus on ensuring that the entrepreneurial mindset is established within all levels of our community from youth to well-established businesses.

ACCION Texas will also be dedicated to demonstrating the vision for the evolution of Café Commerce and will manage the Central Library physical location, the U.S. SourceLink system and the Ice House Entrepreneurship Program. U.S. SourceLink and the Ice House Entrepreneurship Program were developed with support from the Kauffman Foundation in Kansas City, Missouri, and satisfy key objectives of centralizing business resource information and fostering the entrepreneurial mindset.

ALTERNATIVES

Should this agreement not be approved by City Council, the Economic Development Department would assign or hire additional staff to manage the daily operations of the Café Commerce or issue a new RFP to select a new Respondent to oversee management and operations of Café Commerce.

FISCAL IMPACT

Funding in the amount of \$1,000,000 was included in the FY 2013 General Fund Budget in support of the agreement resulting from this RFP.

RECOMMENDATIONS

Staff recommends approval of this ordinance authorizing execution of an agreement with ACCION-Texas in an amount not to exceed \$1,000,000 for the operation and management of Café Commerce for a time period of October 2013 to September 2018, with three five-year renewal options.