

JUNE 2012 - SEPTEMBER 2013

SAN ANTONIO ECONOMIC DEVELOPMENT DEPARTMENT
SBEDA **ANNUAL REPORT**

SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY

Executive Summary

The City of San Antonio's Small Business Economic Development Advocacy (SBEDA) Program continues to be one of the leading municipal diversity programs in the United States. A dynamic program founded on the City's commitment to building the capacity of small, minority, and women-owned businesses by leveraging its spending power, the SBEDA Program is an example of both effective policy and administration and of the City's commitment to our small business community. Following updates to the

SBEDA Ordinance in 2010, the City re-instituted race conscious procurement tools in 2012. The data and analysis offered here highlight the City's accomplishments and illustrate areas for additional growth and improvement. The report indicates that the City's use of race-conscious tools has successfully increased the utilization of small, minority, and women-owned businesses on City contracts. However, the data also highlights opportunities for improvement in the use of specific, segmented groups on City contracts.

The City's Business Empowerment Plan, which consists of the Bonding Assistance and Mentor Protégé Programs, has seen marked growth and continues to provide exemplary capacity-building business education as well as mentorship opportunities. Since launching in the spring of 2012, the program has attracted over eighty (80) small businesses and successfully put together thirty (30) mentor protégé pairings.

With a healthy, growing economy and a strong commitment to building its business community, San Antonio continues to stand out as one of the best cities in America for small businesses. The City further demonstrated its commitment to improving both the City's entrepreneurial ecosystem and the coordination of its many excellent business resources, by laying the groundwork for the creation of Café Commerce SA.

"We are proud of the City's accomplishments in bettering our small business community, and look forward to building upon the success of the previous year."

— Rene Dominguez, Director
Economic Development Department
City of San Antonio

What is SBEDA?

The City of San Antonio is committed to the growth of small businesses. As such, the key objective of the SBEDA Program is to leverage the City's purchasing power to build the capacity of small, minority, and women-owned businesses (SMWBEs). Specifically, the SBEDA Program provides Affirmative Procurement Initiatives (APIs) that promote the use of SMWBEs through incentives such as preference points, subcontracting provisions, and other incentives. These incentives are applied on a contract-by-contract basis as determined by the Goal Setting Committee. Moreover, Annual Aspirational Goals serve as benchmarks to measure the overall effectiveness of the SBEDA Program.

Eligibility for the SBEDA Program is determined by registration in the City's Centralized Vendor Registry (CVR), certification as an SMWBE through the South Central Texas Regional Certification Agency (SCTRCA), and headquarter location or significant business presence in the San Antonio Metropolitan Statistical Area (SAMSA).

What is not included?

SBEDA does not apply to purchases made under the Disadvantaged Business Enterprise (DBE) Program or with Community Development Block Grant (CDBG) funds, since federal regulations governing minority and women-owned business participation already apply to those funds. The SBEDA Program also does not apply to sole-source and emergency purchases and to contracts under \$50,000.

TERMINOLOGY GUIDE:
AABE » African American Business Enterprise
ABE » Asian American Business Enterprise
HABE » Hispanic American Business Enterprise
MWBE » Minority and/or Women-Owned Business Enterprise
NABE » Native American Business Enterprise
SBE » Small Business Enterprise
SBE (not MWBE) » Small Business Enterprise (not MWBE)
SMWBE » Small, Minority, and/or Women-Owned Business Enterprise
WBE » Women Business Enterprise
ASPIRATIONAL GOAL » Utilization benchmark; based on the availability of firms
SEGMENTED ASPIRATIONAL GOALS » Benchmarks for specific ethnic and gender groups

NOTES ON DATA:
 Please note that the data included in this annual report represents payments on contracts awarded under the current SBEDA Ordinance (2010-06-17-0531). Payments not included in this data will be represented in the City's upcoming disparity study. The tables and charts to follow 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.
 The tables and charts to follow indicate distribution of dollars paid since the last annual report. Specifically, this data encompasses information from June 1, 2012 to September 30, 2013.

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Goal Setting Committees

SBAC

The SBEDA Program uses Goal Setting Committees to identify the contract-specific tools that would most effectively promote the use of small, minority and women-owned businesses on individual contracts. These decisions are based on industry categories, project scope and a review of small, minority, and women-owned businesses that are ready, willing and able to perform on a City contract.

Goal Setting Committees consist of City staff from the Finance Department, Transportation and Capital Improvements Department (TCI), Economic Development Department (EDD) and are chaired by an executive appointed by the City Manager. The committees also include a representative from the department issuing the contract, along with citizens appointed by City Council.



The citizens serving on the Goal Setting Committees are:

Mr. Roberto R. Rodriguez | CEO | Vita Navis Group

Ms. Valerie Gonzalez | President & CEO | Delicious Inc.

Mr. Manuel Villa | President & Founder | VIA Technology

Mr. Lester Bryant | President | LWB Enterprises

The Small Business Advocacy Committee (SBAC) consists of citizens appointed by the Mayor and City Council to advise on issues affecting small businesses in the San Antonio area. The committee assists in reviewing the continuing programs for prime contractors and subcontractors that promote small, minority and women-owned business participation. In addition, they make recommendations concerning modifications of programs and procedures established in the SBEDA Program. Regular meetings are held on the third Tuesday of every month at the offices of the Economic Development Department (EDD).

1 District One

Anne-Marie Grube | Co-Owner | Tortilleria La Tradicional, LLC

2 District Two

Michael R. Hall - Vice Chair | President | New Kids on the Block Learning Center

3 District Three

Jane Thomas - Chair | Owner | Apple Specialty Advertising

4 District Four

Clarissa Perez | Owner | Perez BDS

5 District Five

Vacant

6 District Six

Linda M. Jackson | District Office Assistant | Office of State Representative Ruth Jones McClendon

7 District Seven

Grace Rose Gonzales | President | GracePG Group

8 District Eight

Roland F. Gonzales | Associate | Cokinos, Bosien, Young

9 District Nine

Julissa Carielo | President | Tejas Premier Building Contractor, Inc.

10 District Ten

George Balliet | Owner | Zona Bar & Grill

M Mayoral

Christopher Herring | President/CEO | Alamo City Chamber of Commerce

Business Empowerment Plan

In partnership with Alamo Colleges, the City of San Antonio continues its commitment to build the capacity of the San Antonio small business community through the Business Empowerment Plan.

The Business Empowerment Plan consists of the Bonding Assistance and Mentor Protégé Programs. The Bonding Assistance Program helps participants understand and manage their business credit in order to increase their bonding capacity and likelihood of participating in City contracts. The Mentor Protégé Program provides guidelines and a formal process for the teaming of established and successful firm owners and managers with less established SBE firms to provide management guidance and training in areas such as office procedures, estimating and bidding, bookkeeping and accounting, management of funds, project management, supplier relationships, bonding and insurance, among others.

Both programs were designed in two phases. For both programs, Phase I consists of the completion of a course component referred to as the Small Business Bootcamp. This course component features classes that vary by industry and program selection. For the Mentor Protégé Program, Phase II consists of a Mentor Protégé relationship; for the Bonding Assistance Program, Phase II consists of further bonding consultation with ACCION Texas.

Including the initial pilot session held in the spring of 2012, both the Bonding Assistance and Mentor Protégé Programs have successfully completed six (6) full sessions and a seventh (7) session is scheduled to be launched in spring 2014. Participation in the programs has grown significantly over the past fiscal year. Specifically, participation in the program grew from forty-eight (48) to eighty (80) small businesses at the end of the fiscal year. Seventy one (71) small businesses are participating in the Mentor Protégé Program while nine (9) are enrolled in the Bonding Assistance Program.

Progress reports indicate that participants are building capacity through our program, specifically:

A majority of Bonding Assistance and Mentor Protégé participants cite a better understanding of tools for managing their business credit

Over 75% of participants in the Mentor Protégé Program have indicated an increase in their business revenue

Approximately half of the participants in the Mentor Protégé Program denoted they have experienced growth or expansion since joining the program



NetWORKS

The City of San Antonio hosted NetWORKS on October 24, 2012 at Geekdom inside the Weston Centre. The event gave local small, minority, and women-owned businesses specializing in information technology (IT) the opportunity to network with larger IT firms and learn about upcoming procurement opportunities with public agencies and private sector companies.

This event enabled local IT firms to meet one-on-one with representatives from Cisco, Hewlett Packard, Hitachi and IBM, allowing them to learn how to become licensed vendors, service providers, and authorized dealers.

NetWORKS also featured presentations from technology buyers including the City of San Antonio, San Antonio Water System, CPS Energy and VIA Metropolitan Transit Authority regarding upcoming contracting opportunities. In addition, participants learned about opportunities associated with Texas (DIR) Department of Information Resources contracts.

The 2012-2013 year has seen various milestones in the SBEDA Program.



Key Highlights

- Transition into a race-conscious program
- Record utilization of small minority and/or women-owned businesses on City contracts
- Increased transparency through online dashboard utilization reports
- Record Business Empowerment Plan participation levels
- Foster entrepreneurship through Café Commerce SA
- Undertake a follow-up disparity study for SBEDA
- Provided extensive community outreach to small business firms through 19 outreach events, 8 registration events and 72 community stakeholder meetings



First Time Contracts

During the time frame of this report, 10 SMWBEs received their first contract from the City of San Antonio.

MWBE

SBE

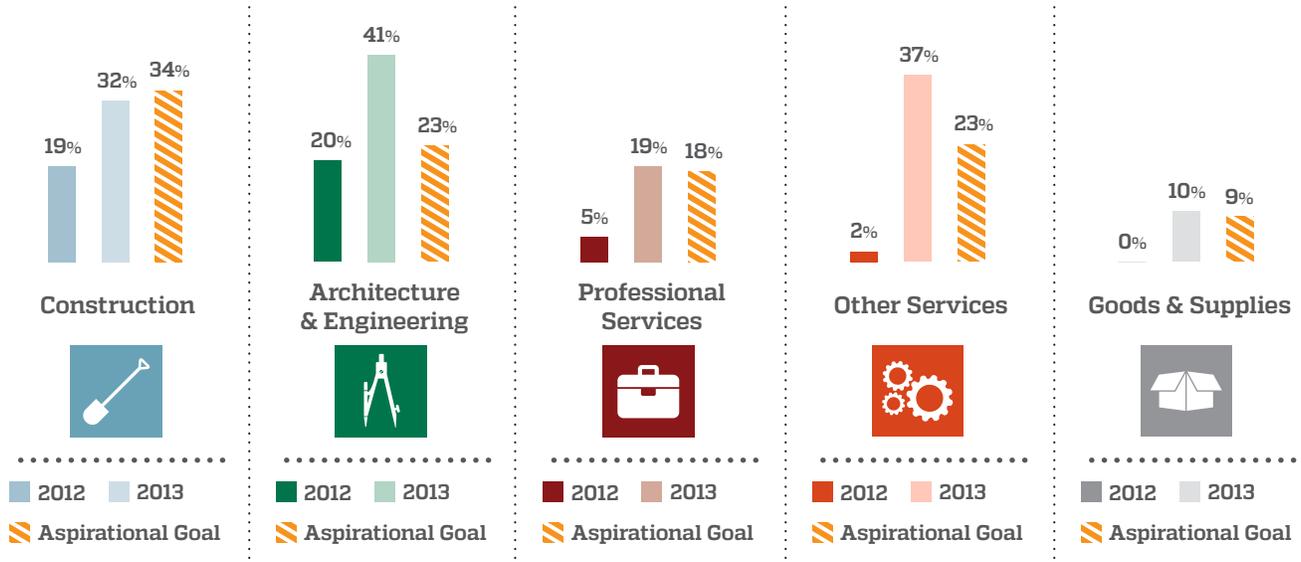
- Smith & Associates Consulting, LLC
- Unified Service Associates
- R-S-C-R
- Caption Source
- AGCM, Inc.
- TeHota Construction Management, LLC
- Digital Display Solutions, Inc.

- Project Control of Texas
- Cleary Zimmermann Engineers, LLC
- Killis Almond Architects, P.C.

Year-to-Year Comparison

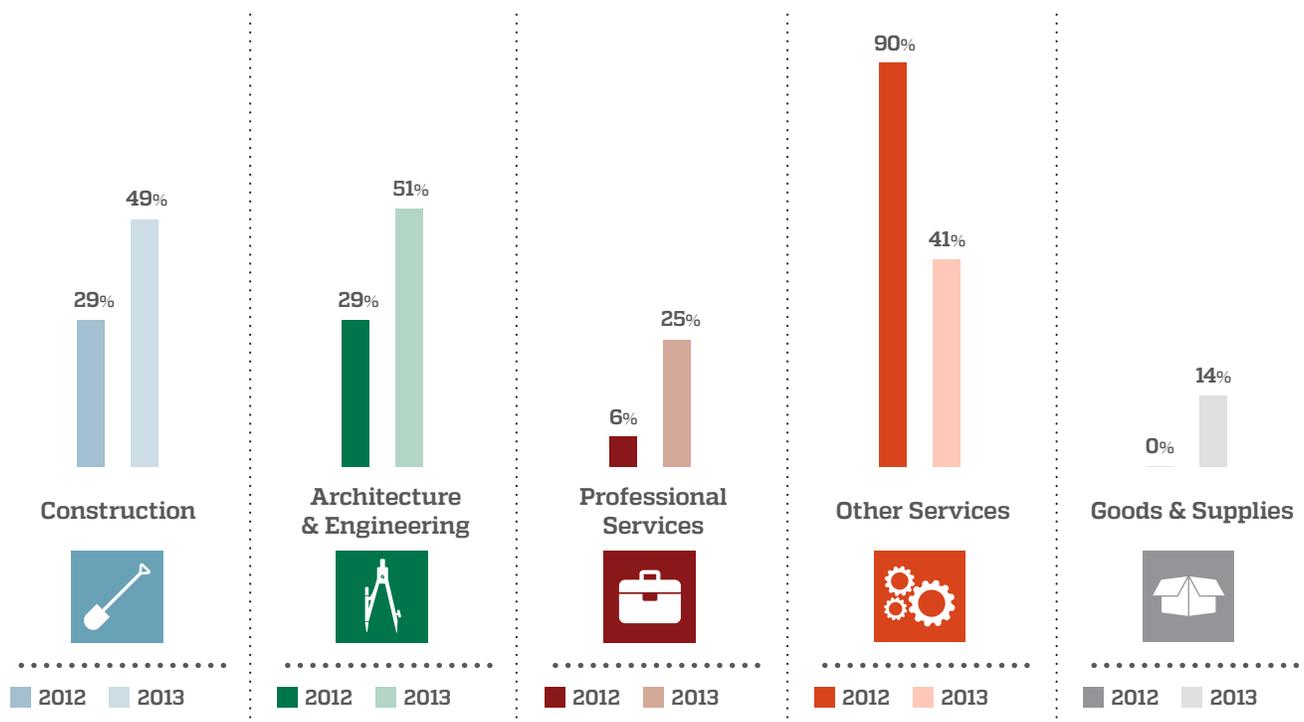
The chart below shows the significant progress in the utilization of minority and women-owned businesses since last year. Aspirational goals are also included for reference.

Minority/Women-owned Business Enterprise Utilization 2012 vs. 2013



When we incorporate small businesses into the figure, we can see certified utilization increases even more.

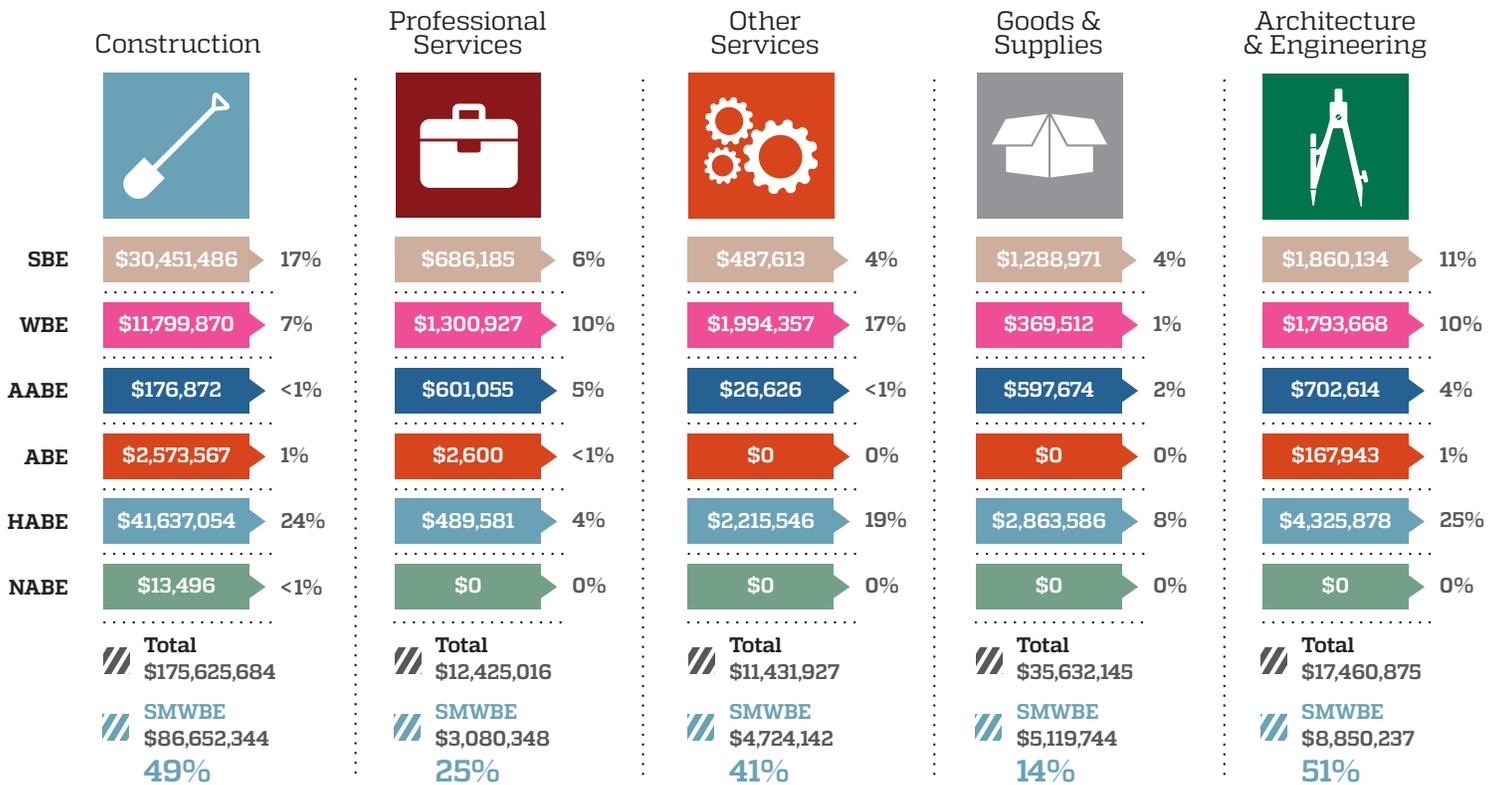
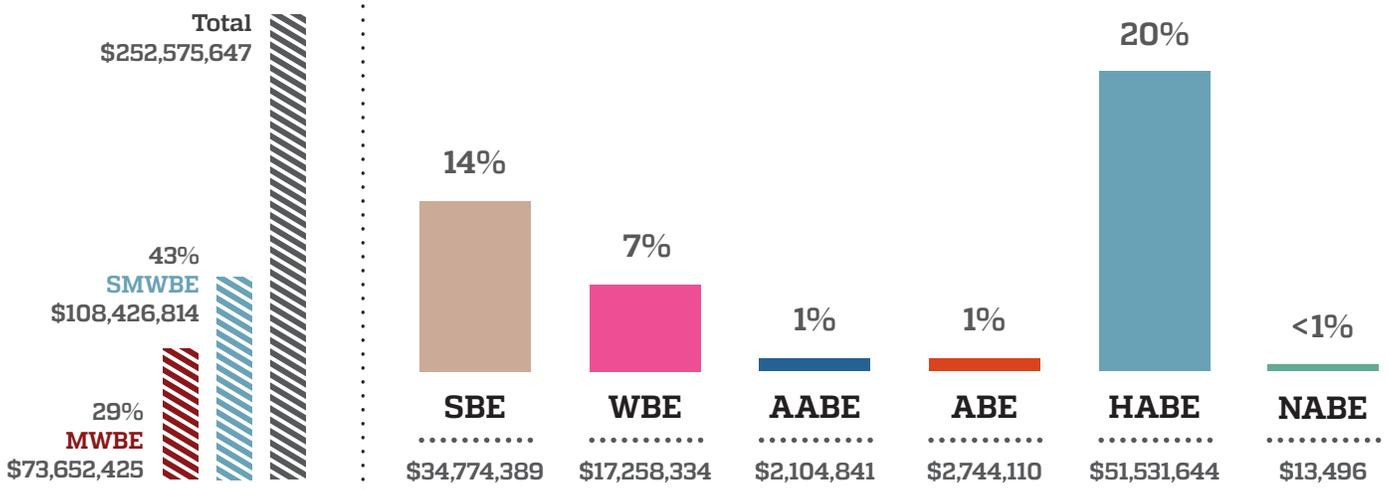
Small/Minority/Women-owned Business Enterprise Utilization 2012 vs. 2013



While last year's data shows a greater participation percentage, it mostly consists of utilization of one firm on one contract

Utilization Summary

The SBEDA Program allows the City to leverage its purchasing power to build the capacity of SMWBEs. The following tables and charts indicate the overall distribution to small, minority, and/or women-owned businesses.

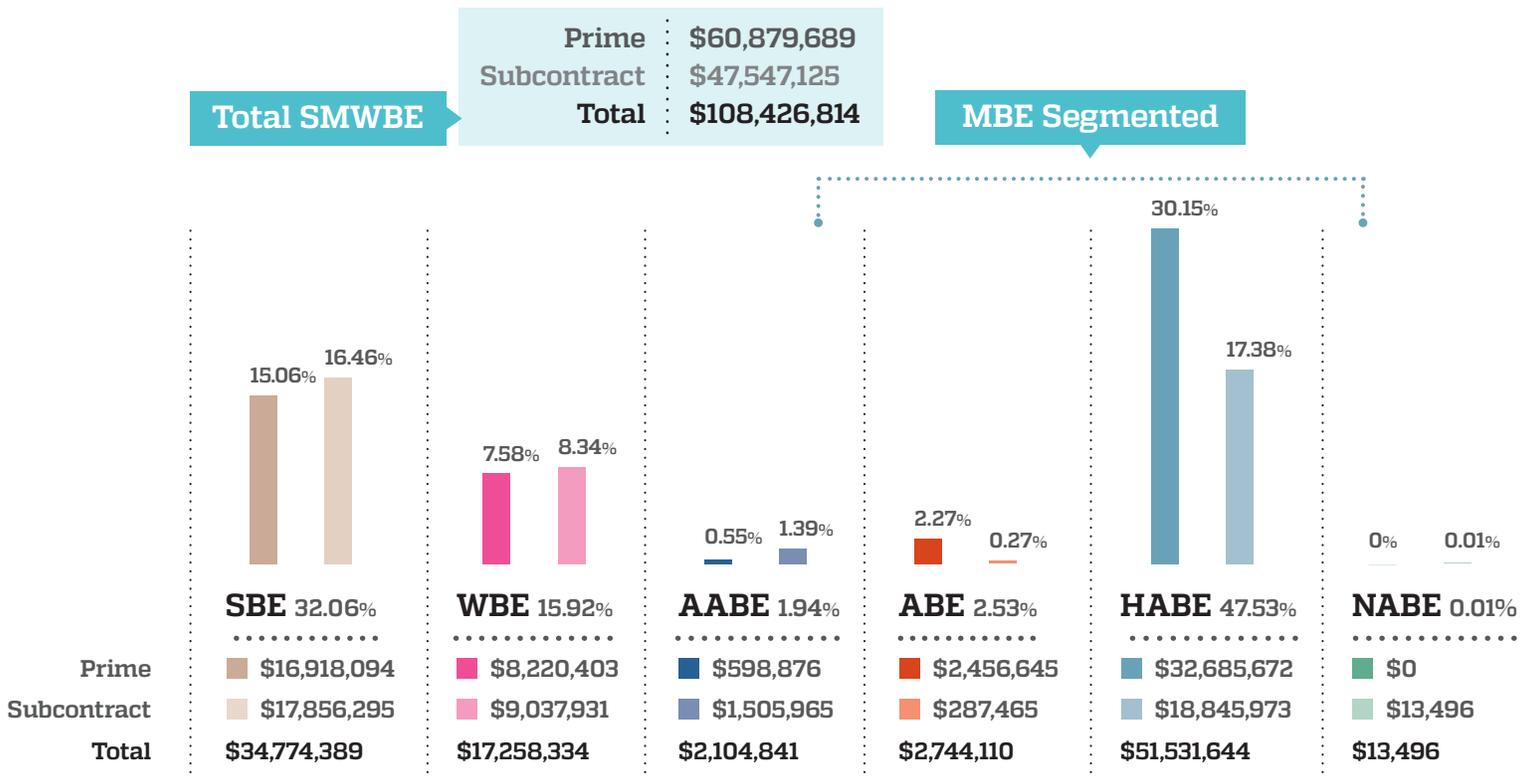


- 43% of all payments were made to small, minority, and/or women-owned businesses
- 29% of payments went to minority or women-owned businesses
- Construction payments accounted for the largest percentage of City dollars, approximately half of which went to SMWBEs
- Overall, African American, Asian American, and Native American businesses are still participating at very low levels

Utilization Summary

The charts displayed below show the distribution of payments to prime and subcontractors, overall and within particular certification categories.

Prime & Sub 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.

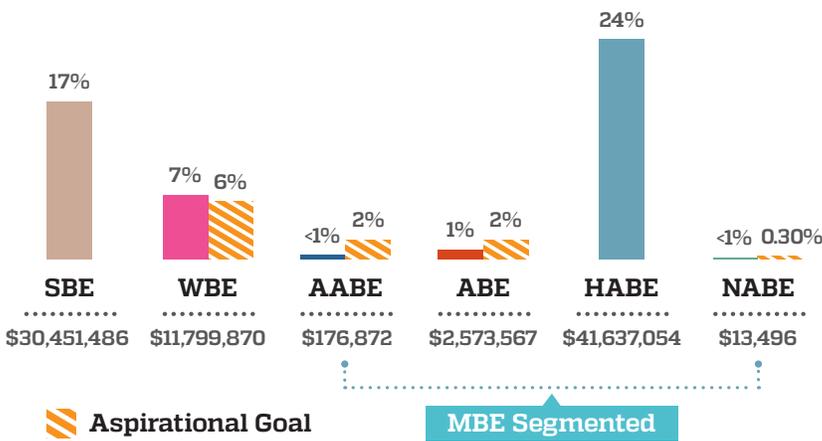
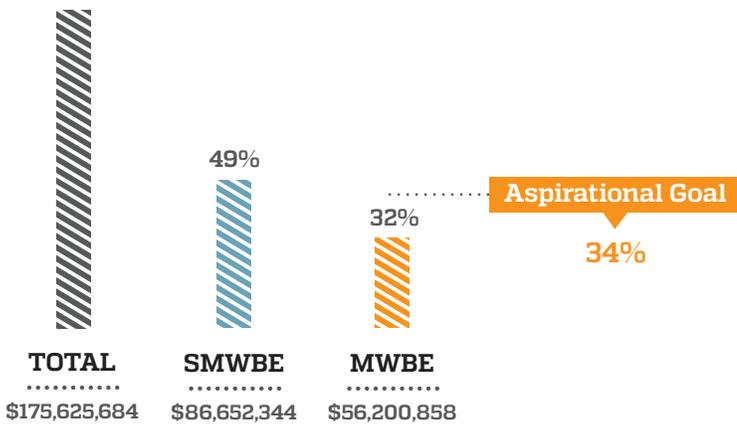
Industry	Construction	Professional Services	Other Services	Goods & Supplies	Architecture & Engineering	Total
Women Business Enterprises	4.67% \$11,799,870	0.52% \$1,300,927	0.79% \$1,994,357	0.15% \$369,512	0.71% \$1,793,668	6.83% \$17,258,334
Women-Owned Minority Business Enterprises	4.69% \$11,847,298	0.52% \$1,300,927	0.84% \$2,122,246	0.07% \$178,040	0.67% \$1,700,086	6.79% \$17,148,597



Construction

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

- 49% of SBEDA eligible payments in the Construction Industry went to SMWBE businesses
- SBEs obtained a significant amount of participation in the Construction Industry, second only to HABEs
- Minority and women-owned businesses received almost 32% of SBEDA eligible payments in the Construction Industry
- Utilization data suggests Asian American and African American business participation is still lagging as neither aspirational goal in this industry was met



Segmented aspirational goals are available in industries where only particular segments are significantly underutilized, as opposed to underutilization across all ethnic and gender categories. Per the SBEDA ordinance, segmented aspirational goals are available within the Construction Industry for: WBE, AABE, ABE, and NABE.



Tony Davila | President

Davila Construction, Inc. is a multi-generational family and locally-owned company that exemplifies the SBEDA Program's capacity for spurring business development.

The company, established by Albert Davila in 1956 as a plumbing company, grew into a general construction contractor when his son, Tony, took the helm in the 1980's. The multi-talented company has undertaken four City of San Antonio projects since 2011, including library elevator renovations, storm water improvements, and the recently completed Animal Care Services adoption facility.

Tony Davila, who is a fervent advocate of the SBEDA Program mission noted that his company always exceeds SBEDA goals and observed that the City has grown as a force for small minority women-owned business advocacy and development since the 1980's.

Davila Construction

Small Business Enterprise | Minority Business Enterprise | Hispanic American Business Enterprise

“There was nobody helping you out. There were no advocates for small businesses or minority-owned businesses,” Davila said, reflecting on the San Antonio business environment two decades ago. “Now I feel like young small businesses and minority-owned businesses have a better chance of making it than they did 20 to 30 years ago. There is a lot less chance of failure now.” The City established the SBEDA Ordinance in 1992 as a way to elevate underutilized businesses as a City priority. Since the firm converted into general construction, Davila Construction has become a well-established, prime-capable contractor certified as a small and minority-owned business. Davila in part credits the health of his business and similar firms to the SBEDA and associated programs, including the Bonding Assistance & Mentor Protégé Program (BAMPP).

“It makes more successful businesses and business owners than it would if the program wasn’t around,” he said.

Davila personally serves as a mentor in the BAMPP initiative, but has also mentored many other contracting entrepreneurs over the years in official and unofficial capacities. His commitment to guiding and counseling burgeoning companies earned his firm the Minority Construction Firm of the Year award at the MEDWeek conference, which is an aggregate of local, state and federal economic development agencies.

Davila said the effectiveness of BAMPP centers on its structure and various courses in small business practices, which are aimed at developing the business capacity of companies.

“They’re good tradesmen, but then when it comes to the office they’re not good businessmen. They haven’t developed themselves to that point yet,” Davila said, emphasizing the importance of helping other people establish well-rounded business acumen.

With regard to the City’s online systems, the San Antonio e-Procurement System and CCMS (City Contract Management System), Davila said they have significantly improved since the original adjustment from a paper to digital system. “Now the system is great because it allows us to be notified when the invoices are approved and paid. It also allows us to go in there and see our sub contractors to see if they’ve been up to date with their reports,” Davila said, adding that before his company would have to rely on verbal updates of their compliance.

Davila expressed appreciation for the City’s willingness to allow businesses like his to expand beyond their current contracting threshold. He said there used to be a block that kept firms at their level, leaving them unable to attain larger projects.

“I’m pleased to see the City reaching out and going the extra step to help out not just small companies, but middle-sized (minority-owned) companies like myself,” Davila said.

“I’m pleased to see the City reaching out and going the extra step to help out not just small companies, but middle-sized companies like myself.”

— Tony Davila

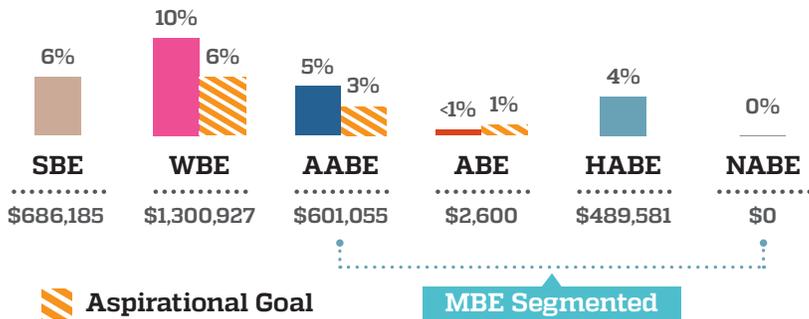
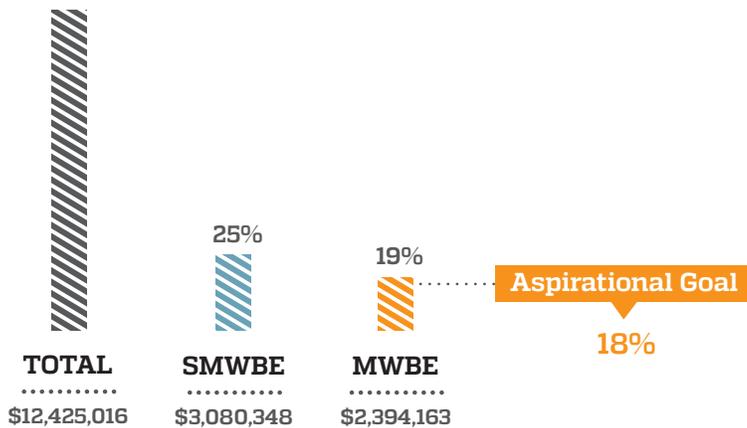
**DAVILA
CONSTRUCTION, INC**



Professional Services

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

- 25% of SBEDA eligible payments in the Professional Services Industry went to certified businesses
- Professional Services Industry aspirational goal was exceeded
- Highest percentage of African American Business Enterprise participation was in the Professional Services Industry
- Asian American Business Enterprises continue to be underutilized in the Professional Services Industry



Segmented aspirational goals are available in industries where only particular segments are significantly underutilized, as opposed to underutilization across all ethnic and gender categories. Per the SBEDA ordinance, segmented aspirational goals are available within the Professional Services Industry for: WBE, AABE, and ABE.



Theresa Britts | Managing Partner

Founded in 1992, Britts & Associates LLP is a locally owned and operated full service accounting firm, which provides a variety of audit, financial statement, and income tax services. Theresa "Teri" Britts started the company as a way of reaching her full business and accounting skills potential after having worked for several different financial firms.

Britts, who celebrated her 35th tax filing season in 2013, said her business is focused on assisting fellow small business owners with everything from audits for insurance to financial statements for bank loans.

"A lot of our business is taking care of the small business owner. Our job is to compliment that business owner with whatever their financial paperwork needs are," Britts said.

Britts & Associates

African American Business Enterprise | Disadvantaged Business Enterprise | Emerging Small Business Enterprise | Minority Business Enterprise | Small Business Enterprise | Women Business Enterprise

They don't just take care of businesses. Britts & Associates also performs auditing services for public sector entities. The company plays a key role in the annual City of San Antonio audit, of which they are accountable for almost 20% of the project as a subcontractor. They will take part in their seventh City audit soon.

"Our firm is a part of the team that takes care of the City of San Antonio audit. We're lucky to have a part of that project," Britts said, adding that her firm is too small to take the lead on such a large project, but they are comfortable with their portion.

Britts & Associates was recently awarded the Hemisfair Park Corporation audit as a prime contractor. "That's the type of project a firm of our size can take from beginning to end," Britts said, noting that her firm is very excited about being awarded that particular size and type of audit.

"The major projects are nice, but more important are those smaller jobs," she said. Britts explained that small projects allow her firm to work more directly with the organization and take better care of their auditing needs.

The firm is certified through the South Central Texas Regional Certification Agency—the entity that certifies businesses for procurement purposes of local governmental entities—as a small, minority, woman, and African-American business enterprise. It's also certified as a Historically Underutilized Business (HUB) and Disadvantaged Business Enterprise (DBE) by the State of Texas.

Britts said it's important to keep up with those certifications and deadlines. She also noted that proficiency in her particular field of work is necessary for acquiring government contracts.

"You still have to have the technical qualifications and financial strength to work with government," she said.

Britts said that her business has seen gradual and consistent growth over the past 21 years.

With regard to SBEDA, Britts said that she likes the idea of the program because it elevates the presence of small, minority and women-owned businesses.

"Any large entity, like the City of San Antonio, may not be aware of small businesses that can take care of their needs," Britts said. "That's the plus of having programs like SBEDA because purchasing agents may not otherwise be aware of these small business owners."

"The City does an excellent job of working toward getting diversity on their projects."

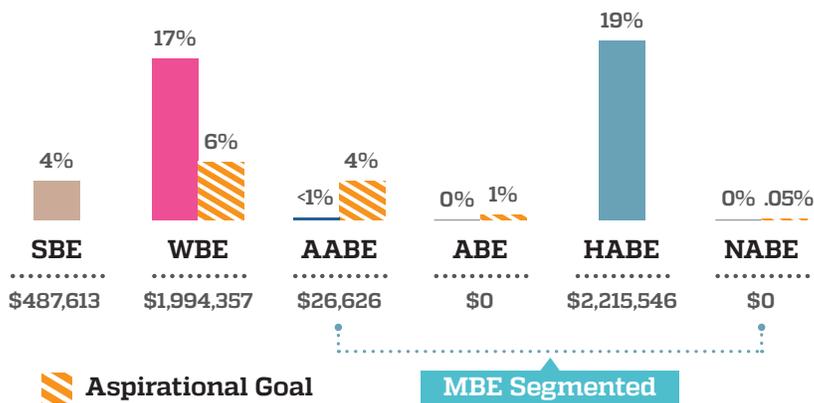
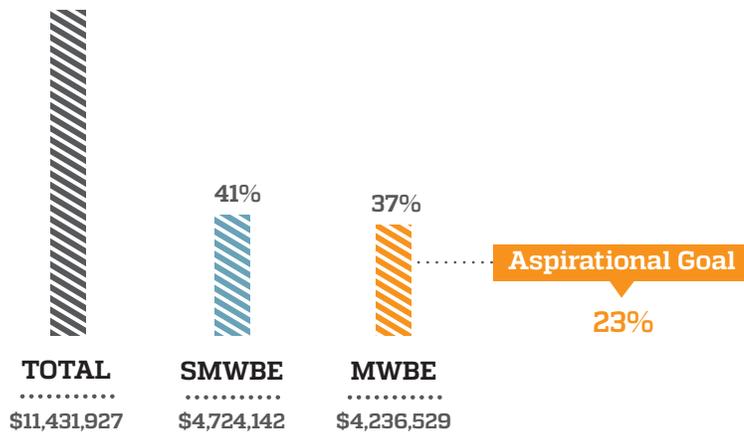
— Theresa Britts



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.

- 41% of SBEDA eligible payments in the Other Services Industry went to SMWBE businesses
- Women-owned businesses participated at a higher percentage in this industry than in other industries
- Minority and women-owned businesses received almost 37% of total City dollars for the industry
- Utilization data suggests African American, Asian American, and Native American Business Enterprises have been underutilized in the Other Services Industry



Segmented aspirational goals are available in industries where only particular segments are significantly underutilized, as opposed to underutilization across all ethnic and gender categories. Per the SBEDA ordinance, segmented aspirational goals are available within the Other Services Industry for: WBE, AABE, ABE, and NABE.



Melissa Castro Killen | President

Network Alliance, LLC is one of San Antonio's emerging IT firms and an active participant in the Bonding Assistance and Mentor Protégé Program (BAMPP). The company, which was founded in 1997, provides services ranging from computer hardware and software consulting to computer systems integration design and implementation.

"What's unique about Network Alliance is that we also provide the design services," company president and owner Melissa Castro Killen said, adding that the company has registered communication designers and registered Cisco engineers. "We can design the project, we can plan the project, and we can implement the project. We are in effect a turnkey organization."

Network Alliance

Disadvantaged Business Enterprise | Hispanic American Business Enterprise | Minority Business Enterprise | Small Business Enterprise | Women Business Enterprise

Network Alliance boasts several certifications, including small business, minority-owned, women-owned, and disadvantaged business enterprise. They became aware of the BAMPP initiative from an e-newsletter. Castro Killen said at the time she was taking classes at the UTSA Small Business Development Center and felt BAMPP would compliment it well. She described the application process as being simple and was admitted to the program within a couple of days.

"One of the most important aspects of the program was being able to apply what I learned in the classroom to real life," Castro Killen added.

Network Alliance was paired up with Presidio, which is a well-established IT services company. Castro Killen described the relationship with Presidio as not just a mentor and protégé, but also an expanding business partnership.

"We are truly team partners and a collaboration," she said. Their mentor allows them to assist in the bidding process, market research, quotes, budgeting, and even pitches to potential customers.

Aside from the business relationship, Castro Killen said her company benefits from Presidio's various areas of expertise and her mentor can count on Network Alliance for its areas of expertise.

"We can go to them and learn from them," she said. "Different things make it a mutually beneficial relationship."

Castro Killen said she would highly recommend the program to others, especially for new entrepreneurs. "The program provides valuable resources, education and training," she said, adding that another benefit is networking with other entrepreneurs in the classes and learning their best practices. Castro Killen said.

"(If) you use the tools the City has provided, you definitely can gain a great and tremendous resource from this program."

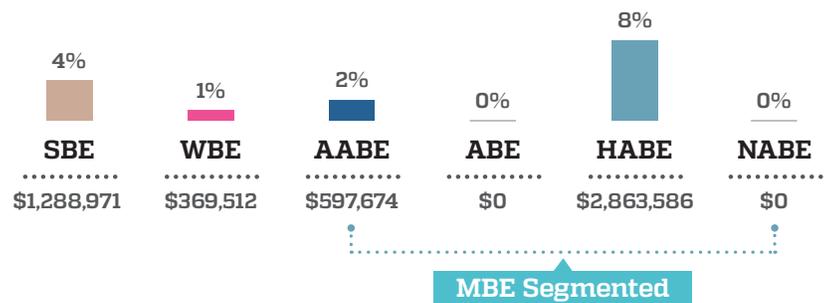
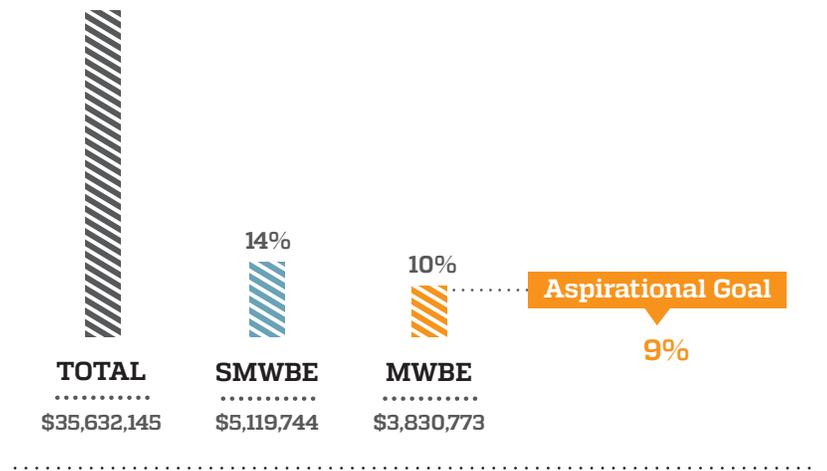
—Melissa Castro Killen



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.

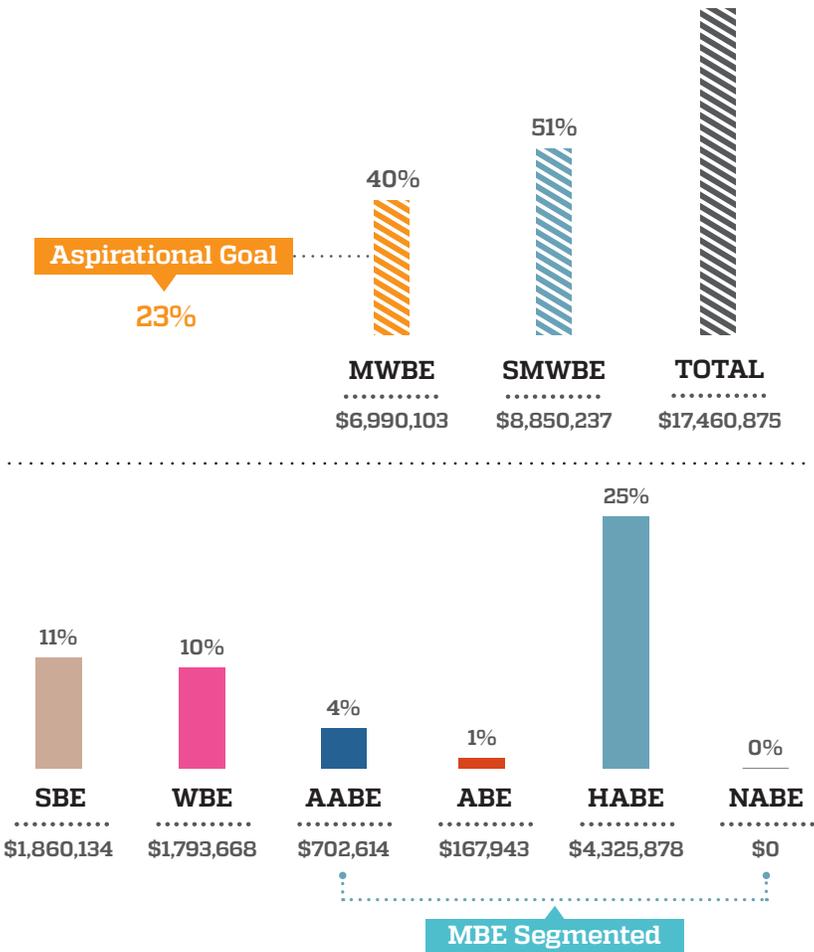
- Hispanic American Business Enterprises were the most highly used minority group within the Goods & Supplies Industry
- The aspirational goal for this industry was exceeded
- SBE spending accounted for approximately one third of SMWBE participation within this industry
- No segmented aspirational goals are available in this industry as data suggests all certification segments are underutilized



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.



- 51% of SBEDA eligible payments in the Architecture & Engineering Industry went to SMWBEs
- Minority and women-owned businesses received 40% of total City dollars for the industry
- Aspirational goal for Architecture & Engineering Industry was exceeded
- No segmented aspirational goals are available in this industry as data suggests all certification segments are underutilized

Café Commerce SA

In the continued effort to support small business and entrepreneurship, the City of San Antonio partnered with ACCION Texas for the City's new small business one-stop and entrepreneurship development center, Café Commerce SA.

This center was the brainchild of a task force of local entrepreneurs and small business resource providers convened by Mayor Julián Castro. This task force identified the need for better coordination and marketing of the numerous resources available to small business owners, along with promoting entrepreneurial thinking among San Antonio residents.

To assist business growth and development, Café Commerce SA will use US SourceLink, a web-based clearinghouse of business resources designed to better market and deliver services to San Antonio businesses. The center will also offer The Ice House Entrepreneurship Program, a cutting edge entrepreneurial education curriculum that emphasizes problem solving, critical thinking, opportunity identification, and fosters the development of the entrepreneurial mindset. The Ice House Entrepreneurship Program and US SourceLink are flagship programs of the Ewing Marion Kauffman Foundation, a worldwide leader in the field of entrepreneurship.



Disparity Study

According to the SBEDA Ordinance, the City is required to periodically perform a disparity study to track the effectiveness of the program. Additionally, the study will determine whether barriers still exist in the marketplace that may prevent small, minority and women-owned businesses from participating in City of San Antonio and private sector contracting.

The City concluded the last disparity study in 2010 which captured payment data from 2004-2007. Recommendations from the 2010 study provided great enhancements to our SBEDA Program. Specifically, we now have a contract-specific goal setting committee, a centralized vendor registry (SAePS), capacity-building programs (Business Empowerment Plan), and monitoring tools to track compliance of contracts (CCMS).

The solicitation for the new disparity study was released in October 2013 and work is expected to commence in Spring 2014.

Aspirational Goals FY 2014

Annual aspirational goals are not applied to individual solicitations, but are intended to serve as a benchmark against which to measure the overall effectiveness of the SBEDA Program. Aspirational goals are established on an annual basis by the Goal Setting Committee and are based upon the availability of minority and women-owned businesses included in the City's Centralized Vendor Registry (SAePS).



Construction

27%



Professional Services

18%



Other Services

20%



Goods & Supplies

9%



Architecture & Engineering

22%

Do Business with the City of San Antonio

Register online to become part of our Central Vendor Registry—SAePS!

Each year the City of San Antonio spends millions of dollars on construction, goods and supplies, professional and non-professional services.

BENEFITS

- Notice of upcoming contract opportunities
- Fast and easy electronic bidding
- Receive important City of San Antonio updates



For more information, contact the City of San Antonio Finance Department at 210.207.7260 or visit www.sanantonio.gov/purchasing/saeps.aspx

Get Your Business Certified

If you are ready to be certified, visit the South Central Texas Regional Certification Agency (SCTRCA).

Obtaining a Small, Minority, or Women-owned Business Enterprise certification can provide your company with valuable business opportunities.

BENEFITS

- Participate in targeted business assistance programs
- Increase your company's visibility
- Connect with other businesses



SCTRCA
3201 Cherry Ridge St
Building C-19
San Antonio, TX 78230

For more information and access to applications, contact the SCTRCA at 210.227.4722 or visit www.sctrca.org

Policy Considerations

Since the current SBEDA Ordinance went into effect in January 2011, community stakeholders and individual businesses have identified potential areas of improvement of our policy. They include:



Waiving SMWBEs subcontracting goals when SMWBEs bid as prime



Evaluation preference in construction solicitations when bidder joint ventures with an SMWBE



Revising dollar thresholds governing when particular tools (i.e. subcontracting goals and/or evaluation preference) can be applied to a particular solicitation



Extending CVR renewal term from one year to two years



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Monthly utilization data also available at:
www.sanantonio.gov/edd

