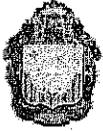


**Presentation On  
City of San Antonio  
Small Business Program**

Alternative Construction Delivery Method  
(PSP for Fire Services Logistics Facilities)



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**Small Business Objectives**

- A strategy to grow local small businesses in non-traditional business categories
- Provide a remedy to remove disparity and increase competition for City contracts
- Promote utilization of minority & women-owned businesses through city contracting
- Use of public contracting to expand private sector participation for local businesses
- Remove obstacles preventing small business from competing for City contracts
- Provide increased competition for City contracts

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**Key Business Enterprise  
Definitions**

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## Key Definitions

### Local Business Enterprise (LBE)

- Headquartered in San Antonio
- Local branch office must be within Bexar County (1-year with at least 10 employees)

### Minority Business Enterprise (MBE)

- Hispanic, African - American, Asian, Native-American and Handicapped
- Must have 51% ownership
- Must be local

### Woman Business Enterprise (WBE)

- Gender Based - regardless of Ethnic Status
- Must have 51% ownership
- Must be local

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## Key Definitions (cont.)

### African-American Business Enterprise (AABE)

- Owned by African-American group member
- Must have 51% ownership
- Must be local

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## Research for Certification

### Research for Subcontractors

- Search the South Central Texas Regional Certification Agency (SCTRCA) website at [www.sctrca.org](http://www.sctrca.org) and/or contact Small Business Office within CIMS

### Research local organizations (Chambers of Commerce)

- American Subcontractor Association - [www.asaonline.com](http://www.asaonline.com)
- Women In Construction - [www.nawicstx.org](http://www.nawicstx.org)
- Association General Contractors - [www.sanantonioagc.org](http://www.sanantonioagc.org)
- Hispanic Contractors de San Antonio - [www.hca-sa.org](http://www.hca-sa.org)
- Minority Association of Contractors and Businesses
  - <http://www.macc-sa.org>
- Work with CIMS Small Business Office to prioritize certification applications for your firm or subconsultants/subcontractors you want to use for project
- Proof of Certification of subcontractor must be attached to Respondent's Narrative Statement

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**SBEDA Utilization Goals for  
Alternative Construction Delivery Methods:**

MBE 31%  
WBE 10%  
AABE 2.2%

Up to 2 points may be earned for  
exceeding goals

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**SBEDA Preference Points**

- The SBEDA scoring includes 20% (20 points on a 100 point scale) for consideration of locality, small business experience, small business utilization and outreach in achieving SBEDA goals.
- In addition, evaluation criteria for a respondent's Emerging-Diversity initiative is also considered. Emerging-Diversity is a business teaming program to provide opportunities for local Minority, African American, and Women Business Enterprises. Respondents will be required to identify subcontract/teaming opportunities for local certified businesses for the pre-construction phase of this project
- The Respondent's demonstrated commitment to SBEDA must be provided in a *narrative statement* based on the evaluation criteria, *in lieu of a Good Faith Effort Plan.*

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**SBEDA Preference Points (cont.)**

**ECONOMIC IMPACT (Up to 5-Points)**

- Local resources, to include, local suppliers, equipment providers, subcontractors
- Firms' principal office and the home office location of key staff on this project
- Headquartered or has local branch office in San Antonio (must be in business minimum of 1 year & 10 employees for local branch office)
- Identify local (presently living in or relocating to San Antonio) versus non-local staffing of your team, and the percent of their work expected to be done locally

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### **SBEDA Preference Points (cont.)**

#### **SBEDA EXPERIENCE (Up to 5-Points)**

Up to five percentage (5%) points based on Respondent's previous experience in implementing a similar small business program in project(s) for the last 3-5 years (Public and/or Private) as follows:

- Respondent has implemented a small business type program and attained the contracting goals specified by the client
- Respondent has implemented a successful small business program in a private sector project
- Respondent has a policy supporting the use of small, minority and women-owned businesses in their own contracting program
- Respondent has demonstrated experience in using small businesses in all contracting opportunities
- Respondent's small business program has received recognition and/or award

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### **SBEDA Preference Points (cont.)**

#### **SBEDA UTILIZATION (Up to 5-Points)**

Up to five points (5%) will be awarded to Respondents that assemble a Pre-Construction Project Team with Minority, African-American and Women-Owned businesses that will provide a commercially useful function on this project. Respondent will be awarded 1 point for each of the following goals attained.

- Minority Business Enterprise (MBE) 31%
  - Women Business Enterprise (WBE) 10%
  - African-American Business Enterprise (AABE) 2.2%
- \*\*Up to 2 points may be earned for exceeding goals\*\***

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### **SBEDA Preference Points (cont.)**

#### **EMERGING-DIVERSITY BUSINESS PLAN (Up to 5-Points)**

Emerging-Diversity Business plan on eligible projects for Diversity Participation, including but not limited to:

- Plan to package work element into economically feasible units that facilitate diversity participation
- Bonding & Insurance Assistance
- Negotiating Joint Venture and/or Partnership
- Quick Pay Agreements
- Outreach Efforts

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## **Importance of SBEDA Narrative**

- Reflects efforts made by prime firms to outreach to local certified subcontractors by use of advertising mediums and agencies to incorporate local certified firms
- Firms can receive up to 20 points based on response of four components (Economic Impact, SBEDA Experience, SBEDA Utilization and Emerging – Diversity Business Plan)
- Council reviews SBEDA scores to ensure respondents did a "good faith effort" to utilize local certified small businesses in proposal packages

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