



Presentation On
City of San Antonio
Small Business Program

Small Business Program Objectives

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

Key Business Definitions/Criteria

Local Business Enterprise (LBE)

- Headquartered in San Antonio
- Non-HQ must be within Bexar County (1-year)
- Branch offices qualify – must be in business one year & a minimum of 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

Key Business Definitions/Criteria

African American Business Enterprise (AABE)

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

Small Business Enterprise (SBE)

- Tied to specific industry SBA size standard
- Architecture & Engineering (A&E): less than \$4,500,000 annual revenue
- Construction: less than \$31,000,000 annual revenue

Minority & Women Business Enterprise (M/WBE)

- Combined — minority and women
- Must have at least 51% ownership
- Established to promote M/WBE principal ownership

Small Business Program Compliance Goals

MBE	31%
WBE	10%
AABE	2.2%
SBE	50%

Small Business Economic Development Advocacy Program

Local Business Enterprise

- A maximum of ten percentage (10%) points for Local Business Enterprises
- Prime contractors having a local branch will receive 6 points (must be in business 1yr w/a minimum of 10 employees)
- Non-local prime contractors can receive points for subcontracting with local businesses. Proportional to the amount of work performed by those local subcontractors

Historically Underutilized Enterprise (HUE)

- A maximum of five points for companies classified as Historically Underutilized Enterprises (HUE's)
- Primes who subcontract with HUEs can receive points proportional to amount of work performed by those HUEs
- HUEs must be certified by the City's certifying agency or approved by the Director of Economic Development or designee

Small Business Economic Development Advocacy Program

Small Business Compliance Points

- A maximum of five points for Prime contractor compliance with the SBEDA Program
- One point for completed/signed Good Faith Effort Plan
- One point for meeting/exceeding the MBE goal
- One point for meeting/exceeding the WBE goal
- One point for meeting/exceeding the AABE goal
- One point for meeting/exceeding the SBE goal

South Central Texas Regional Certification

Research for Subcontractors

- Search the South Central Texas Regional Certification Agency (SCTRCA) website at www.sctrca.org to query by business name and/or business description
- Research local organizations (Chambers of Commerce)
 - American Subcontractor Association - www.asaonline.com
 - Women In Construction - www.nawicsatx.org
 - Association General Contractors - www.sanantonioagc.org
 - Hispanic Contractors de San Antonio - www.hca-sa.org
- Contact EDD/Small Business Office to prioritize certification applications on subcontractors you want to use for projects. *(Need a minimum two week lead time for processing)*

Good Faith Effort Plan

Why is it important to complete fully and accurately?

- The extent of good faith effort to utilize local certified SBE/MBE/WBE/AABE firms is used in evaluating proposal and preparation of GFEP memo
- Reflects efforts made to outreach to local certified subcontractors by use of advertising mediums and processes
- Council reviews GFEP memo to ensure respondents are utilizing local certified small businesses in proposal packages.

Assistance by Small Business Division

- Contact the Small Business Office for assistance with Good Faith Effort Plan
- Find local certified subcontractors
- Assistance with priority certification (*Need a minimum two week lead time for processing*)
- Answer related small business questions up to RFQ deadline

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