

**THIS IS A DRAFT AND WILL BE REPLACED BY THE FINAL, SIGNED ORDINANCE  
OR RESOLUTION ADOPTED BY CITY COUNCIL.**

**ORDINANCE**

**APPROVING A SERVICES AGREEMENT, OPERATIONS PLAN AND FOREIGN DIRECT INVESTMENT ACTION PLAN WITH GREATER:SATX FOR A ONE-YEAR TERM, WITH TWO, ONE-YEAR EXTENSION OPTIONS FOR AN ANNUAL AMOUNT OF UP TO \$829,250.00. FUNDING FOR THE FIRST YEAR IS AVAILABLE FROM THE FY2024 GENERAL FUND. FUNDING FOR EXTENSION PERIODS ARE SUBJECT TO APPROPRIATION OF FUNDS THROUGH THE ANNUAL BUDGET PROCESS AND CITY COUNCIL APPROVAL OF SUBSEQUENT OPERATION PLANS.**

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**WHEREAS**, since 2010, the City of San Antonio (City) has partnered with greater:SATX (gSATX) to assist in carrying out the City's goals in the areas of global target industry recruitment, industry retention and expansion, and entrepreneurial and workforce development; and

**WHEREAS**, in 2020, gSATX developed a regional economic development strategy in coordination with an economic development consulting firm that structured recommendations around three pillars: Jobs, People, and Place; and

**WHEREAS**, with the conclusion of the 2021 Services Agreement, City Staff now recommends entering into a new Services Agreement with gSATX, with continued performance-based funding for recruitment, retention, and marketing services, as well as funding for foreign direct investment attraction services; and

**WHEREAS**, a new agreement will allow for continued support of the City's Strategic Framework, accepted by City Council in 2022, and further execution of the gSATX strategy's three pillars to grow jobs, build people, and improve place. **NOW THEREFORE:**

**BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:**

**SECTION 1.** The terms and conditions of a Services Agreement, 2024 Operations Plan, and Foreign Direct Investment Action Plan with the San Antonio Economic Development Foundation for a one-year term, with two, one-year extension options, for an annual amount of up to \$829,250.00, are hereby approved. A copy of the agreement is attached hereto as **Exhibit A**.

**SECTION 2.** The City Manager or his designee is hereby authorized to execute the Agreement which has been incorporated into this Ordinance for all purposes.

**SECTION 3.** Funding in the amount of \$500,000.00 for this ordinance is available in Fund 11001000, Cost Center 1602040001 and General Ledger 5201040 as part of the Fiscal Year 2024 Adopted Budget approved by City Council.

**SECTION 4.** Funding in the amount of \$249,250.00 for this ordinance is available in Fund 11001000, Cost Center 1607010002 and General Ledger 5201040 as part of the Fiscal Year 2024 Adopted Budget approved by City Council.

**SECTION 5.** Funding in the amount of \$80,000.00 for this ordinance is available in Fund 11001000, Cost Center 1601010003 and General Ledger 5203050 as part of the Fiscal Year 2024 Adopted Budget approved by City Council.

**SECTION 6.** Additional funding is contingent upon City Council approval of the Fiscal Year 2025 and subsequent budgets that fall within the contract terms of this ordinance.

**SECTION 7.** Payment in the amount of \$829,250.00 is authorized to greater:SATX (gSATX) and should be encumbered with a purchase order.

**SECTION 8.** The financial allocations in this Ordinance are subject to approval by the Deputy Chief Financial Officer, City of San Antonio. The Deputy Chief Financial Officer may, subject to concurrence by the City Manager or the City Manager’s designee, correct allocations to specific Cost Centers, WBS Elements, Internal Orders, General Ledger Accounts, and Fund Numbers as necessary to carry out the purpose of this Ordinance.

**PASSED AND APPROVED** this 29<sup>th</sup> day of February, 2024.

**M A Y O R**  
Ron Nirenberg

**ATTEST:**

**APPROVED AS TO FORM:**

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Debbie Racca-Sittre, ity Clerk

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Andrew Segovia, City Attorney

## **EXHIBIT A**

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