

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

**ORDINANCE**

**APPROVING A PROFESSIONAL SERVICES AGREEMENT WITH XTRATEGY US, LLC IN AN AMOUNT NOT TO EXCEED \$50,000.00 PER YEAR FOR A ONE-YEAR TERM ENDING SEPTEMBER 30, 2025, WITH TWO, ONE-YEAR RENEWAL OPTIONS, IN CONNECTION WITH LATIN AMERICAN STRATEGIC BUSINESS COORDINATION SERVICES. FUNDING IN THE AMOUNT OF \$50,000.00 IS AVAILABLE FROM THE GENERAL FUND FY2024 ADOPTED BUDGET. FUNDING FOR FUTURE YEARS IS CONTINGENT UPON CITY COUNCIL APPROVAL OF THE FY2025 AND FY2026 ANNUAL BUDGETS.**

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**WHEREAS**, San Antonio is a Spanish speaking city and is home to people from throughout the Americas; and

**WHEREAS**, according to Census data, 64.2% of the population of San Antonio are Hispanic and close to 38% of San Antonians speak Spanish; and

**WHEREAS**, although San Antonio has enjoyed important relationships with Mexico and Spain for over 70 years, it has not developed significant cultural or economic relationships with Central or South America; and

**WHEREAS**, on January 28, 2021, Councilmember Manny Pelaez filed a City Council Consideration Request (CCR) to explore an expansion of the City of San Antonio's Sister City program into Central and South America; and

**WHEREAS**, as a result of the CCR, the Economic Development Department (EDD) created the Latin America Taskforce made of up community and business leaders with ties to Latin America, to identify and leverage San Antonio's global academic, cultural, military, and economic ties toward securing partnerships in Central and South America. The Taskforce identified increasing investment from Latin America in San Antonio as a priority to support overall efforts between San Antonio and Latin America; and

**WHEREAS**, for FY2024, EDD established a one-year pilot agreement with a consultant in Bogota, Colombia to position San Antonio as a leading candidate for investment; and

**WHEREAS**, on May 14, 2024, after completion of the pilot, the City issued a Request for Proposal seeking a consultant to further develop and execute a strategy to position San Antonio as a leading candidate for investment and generate leads with companies that have immediate, short-term, and mid-term investment plans; and

**WHEREAS**, following an evaluation committee review of four proposal submissions, staff now recommends an agreement with Xstrategy, US LLC in an amount not to exceed \$50,000.00 per year for a one-year term with two, one-year renewal options in connection with Latin American strategic business coordination services. **NOW THEREFORE:**

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

**SECTION 1.** The terms and conditions of a professional services agreement with Xstrategy US, LLC in an amount not to exceed \$50,000.00 per year for a one-year term, with two, one-year renewal options for a total amount up to \$150,000.00 including renewal terms, in connection with Latin American strategic business coordination services, are hereby approved. A copy of the agreement is attached to this Ordinance as **Exhibit A**.

**SECTION 2.** The City Manager or designee is hereby authorized to execute a professional services agreement with Xstrategy US, LLC.

**SECTION 3.** Funding in the amount of \$50,000.00 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 4.** 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 5.** Payment in the amount of \$150,000.00 is authorized to Xstrategy USA, LLC and should be encumbered with a purchase order.

**SECTION 6.** 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.

**SECTION 7.** This Ordinance is effective immediately upon the receipt of eight affirmative votes; otherwise, it is effective ten days after passage.

**PASSED AND APPROVED** this 7<sup>th</sup> day of October, 2024.

**M A Y O R**  
Ron Nirenberg

**ATTEST:**

**APPROVED AS TO FORM:**

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City Clerk

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Andrew Segovia, City Attorney

## **EXHIBIT A**

DRAFT