

# Supplier Engagement

## Economic and Workforce Development Committee



Presented by Ana Bradshaw  
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May 27, 2025

# Current State



## Preference Programs

- SBEDA
- *Local Preference Program*
- *Veteran-Owned Small Business*

## Mentor Protégé Program

- Training
- Mentorship

## Capacity Building and Bonding Assistance

- Education
- Creditworthiness
- Financial assistance

## Other

- Events
- Annual Procurement Guide
- Certification Support



# Mentor Protégé Program

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- Launched in 2011 in partnership with Alamo Colleges
  - Funded through ILA – No General Fund Budget
- Two phase program with classroom and 1:1 mentorship
- Current challenges
  - Backlog of proteges waiting to be paired due to lack of mentors
  - Program not being actively managed
  - Dated program design

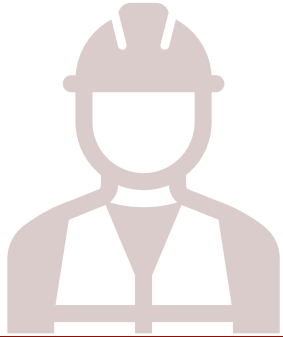


# Capacity Building & Bonding Assistance Program

- Launched in 2022 as a pilot in partnership with SAEDC and Alamo Surety Bond
  - 2-year agreement extended for 1 additional year
- Provides 1:1 support for contractors to address barriers to accessing bonding requirement to work with COSA – including funding to meet collateral requirements
- Program Budget
  - Program administration: \$50,000 annual
  - Collateral pool: \$500,000 one-time



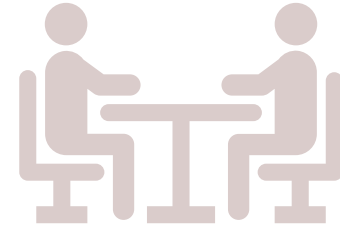
# Program Assessment



27 participants



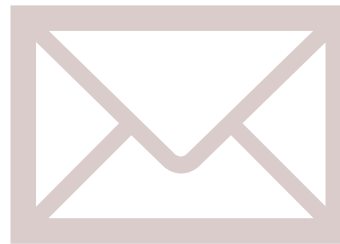
44 classes completed



116 hours of individual consultation



Increase in bonding capacity  
from \$1.9 M to \$14.75 M



6 COSA bids  
34 bids for other public agencies



5 out of 8 participation  
aspirational goals met



# Supplier Engagement Strategy

The Path Forward

# Strategy Components

*“Ensuring that procurement can **drive economic development** demands strong cross-agency **collaboration** as well as close **cooperation** with the broader small business ecosystem.”*

*Supply SA Procurement Playbook*

## Outreach and Engagement

- Targeted outreach
- Stakeholder engagement
- Internal Coordination

## Supplier Development

- *Identify needs and appropriate programming*

## Preference Programs

- SBEDA
- *Local Preference Program*
- *Veteran-Owned Small Business*

# Strategy Benefits



## Vendors

- ✓ Increased awareness of opportunities
- ✓ Access to information
- ✓ Connection to relevant resources
- ✓ Networking opportunities

## COSA

- ✓ Increased pool of vendors
- ✓ More qualified vendors
- ✓ Increased competition



# Outreach and Engagement



## Key Outcomes

- Certified firms
- Availability in CVR
- Responsiveness rates

## Goals

1. Conduct timely and relevant outreach to registered and non-registered vendors
2. Engage stakeholder groups for additional feedback
3. Engage internal COSA stakeholders to identify challenges and opportunities

# Supplier Development



## Key Outcomes

- Contract awards
- Bonding capacity
- Job retention and creation
- Revenue growth
- Vendor sentiment

## Goal:

1. Implement tailored programs to support development of S/M/WBE vendors
  - Identify needs based on actual experience – internal and external
  - Leverage existing support services and partnerships

“There is little focus on developing and scaling minority-owned firms, few programs are sector or industry specific...”

*Supply SA Procurement Playbook*

# Preference Programs



## Key Outcomes

- Contracts awarded
- \$ paid to S/M/W/BEs

## Goals

1. Address historically identified disparities (SBEDA)
2. Show preference to certain populations of businesses (VOSB and LPP)
  - Governed by local and state statutes



# Year 1 Implementation

# Year 1 Implementation



## Outreach and Engagement

- Current Program Review – Complete
- Targeted Outreach Pilot – Spring 2025
- Marketing Plan Development – Spring 2025

## Supplier Development

- Current Programs Review - Ongoing
- Needs Assessment – Ongoing
- Future Program Design – Spring/Summer 2025

## Preference Programs

- SBEDA Amendments Implementation - Ongoing
- Process Improvements – Ongoing
- System Implementation – Spring 2025

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