



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 32

Agenda Date: August 29, 2024

In Control: City Council A Session

DEPARTMENT: Economic Development Department

DEPARTMENT HEAD: Brenda Hicks-Sorensen

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Second Stage Program Grant Awards

SUMMARY:

An ordinance approving Chapter 380 Economic Development Incentive Fund (EDIF) award recommendations for the Second Stage Grant Program; and authorizing the execution of contracts. Funding in the amount of \$150,000.00 is available from Economic Development Incentive Fund FY 2024 Adopted Budget.

BACKGROUND INFORMATION:

In February 2023, Economic Development Department (EDD) staff briefed and gathered feedback from both the Small Business Advisory Commission (SBAC) and the Economic and Workforce Development Committee (EWDC) on three proposed Growth Stage Pilot Programs consisting of:

- The Second Stage Grant Program;
- The Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) Matching Grant Program; and
- The Phase 0 SBIR/STTR Grant Program

The Second Stage Grant Program was created to help address a gap within the San Antonio business ecosystem by supporting highly scalable, growth stage companies that do not typically

qualify for traditional City incentives. The program was also designed to support small businesses that have a high potential for growth due to their ability to export goods and services regionally, nationally, and internationally. Eligible companies recommended for award of the Second Stage Grant can receive up to \$50,000.00 in funding.

Eligible grant applicants must be a privately owned, export-oriented business with between 10 and 99 employees and generate between \$1M - \$50M in annual revenue. Furthermore, grantees must be headquartered within the San Antonio city limits and remain so for one year from award date. They must also demonstrate growth in employment and/or revenue during two of the last five years and pay all full-time positions at least \$17.50 per hour, while also offering worker's compensation and healthcare benefits.

Use of grant funds is restricted to costs that are directly related to the business expansion project outlined in the grant proposal by the applying business. These costs include, but are not limited to, hiring employee(s), training and workforce programs, business development, marketing, product development, property acquisition, site development, and facility construction/improvements. Grantees must commit to a three (3) year monitoring period to ensure compliance and provide data that illustrates the impact of the grant funds.

ISSUE:

The application portal for the Growth Stage Grant Programs opened on July 10, 2023, and closed on July 24, 2024. At the end of the program, a total of 15 completed applications were submitted. Four applications were deemed ineligible, two applications were denied, four applications are currently pending approval, two applications were approved for funding in March 2024 totaling \$100,000.00, and three grant applications below are recommended for approval, totaling \$150,000.00.

On May 28, 2024, EWDC approved EDD's recommendations for the three eligible Second Stage Grant Programs applicants, with award details outlined in the following table:

Company Name	Company Background	Project Summary	Company Headquarter Location by Council District	Award Amount
Atlas AC Repair, LLC	HVAC (heating, ventilation and air-conditioning) Contractor	Training program costs to cover a portion of the instructor's salary, curriculum development, purchasing of HVAC and testing equipment and	8	\$50,000

		supplies for the program		
Integrated Business Technologies, Inc.	Office Equipment Supplier	Workforce and training enhancement, technological upgrades and marketing enhancements	10	\$50,000
Modern Day Concrete Corporation	Flooring Contractor	Workforce development, marketing expansion, and vehicle and equipment upgrades	10	\$50,000

ALTERNATIVES:

City Council could choose not to support the recommended businesses for Second Stage Grants. However, this will prevent implementation of a specific tool designed to support small business in growth stages.

FISCAL IMPACT:

An ordinance approving Chapter 380 Economic Development Incentive Fund (EDIF) grant agreements with three Second Stage Grant Program applicants. Funding in the amount of \$150,000.00 is available from Economic Development Incentive Fund FY 2024 Adopted Budget.

RECOMMENDATION:

Staff recommends approval of the award recommendations for the three (3) Second Stage Grant Program applicants in the amount of \$150,000.00 from the Economic Development Incentive Fund; and authorization to execute the contracts.