

**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
GEEKDOM, LC IN FOR THE MANAGEMENT AND OPERATIONS OF
LAUNCH SA, IN AN AMOUNT NOT TO EXCEED \$1,743,668 OVER
THREE YEARS, WITH TWO TWO-YEAR RENEWAL OPTIONS.
FUNDING IS AVAILABLE IN THE ECONOMIC DEVELOPMENT
INCENTIVE FUND FY 2024 PROPOSED BUDGET.**

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WHEREAS, in 2012, then Mayor Julian Castro convened a taskforce of business owners and business advocacy organizations to develop strategies to promote small and new business growth in San Antonio; and

WHEREAS, the taskforce recommended the establishment of an entity to provide entrepreneurship education and mentoring, as well as serve as a resource and referral “one-stop” for business information; and

WHEREAS, in 2014, the City of San Antonio entered into an agreement with Liftfund, Inc. for operations of Café Commerce, later rebranded as Launch SA, which was established within the Central Library; and

WHEREAS, since its inception, Launch SA has documented over 14,500 unique walk-ins, hosted 5,600 events, and assisted more than 37,000 clients who reported an average 64% increase in sales, secured \$4.5 million in investments, and generated over 1,000 jobs; and

WHEREAS, on March 22, 2023, in preparation for the expiration of Liftfund’s agreement, the City issued a Request for Proposal for management and operations of Launch SA, which emphasized alignment with the City’s 2022 Economic Development Strategic Framework and ARPA Small Business Implementation Plan; and

WHEREAS, on June 12, 2023, an evaluation committee comprised of representatives from the Economic Development Department, the City Manager’s Office, the Office of Innovation, the Small Business Advisory Commission, and a community member with small business lending and technical assistance delivery experience, met to review proposals and recommended contract award to Geekdom, LC; and

WHEREAS, City staff recommends an agreement with Geekdom, LC in an amount not to exceed \$1,743,668 over three years for the management and operations of Launch SA, with two, two-year renewal options contingent on city council approval. Geekdom will be responsible for contributing one hundred percent in matching funds. **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 Geekdom, LC in amount not to exceed \$1,743,668 over three years, with two, two-year renewal options, are hereby approved. A copy of the agreement is attached to this Ordinance 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 \$1,743,668.00 for this ordinance is contingent upon City Council approval of the Fiscal Year 2024 Budget.

SECTION 4: Payment is authorized to Geekdom, LC and should be encumbered with a purchase order.

SECTION 5: The department will record an in-kind transaction for Geekdom LC's matching funds in Fund 29059000, Cost Center 1604010001 and General Ledger 6602020.

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.

PASSED AND APPROVED this 14th day of September, 2023.

M A Y O R
Ron Nirenberg

ATTEST:

APPROVED AS TO FORM:

City Clerk

Andrew Segovia, City Attorney

EXHIBIT A

DRAFT