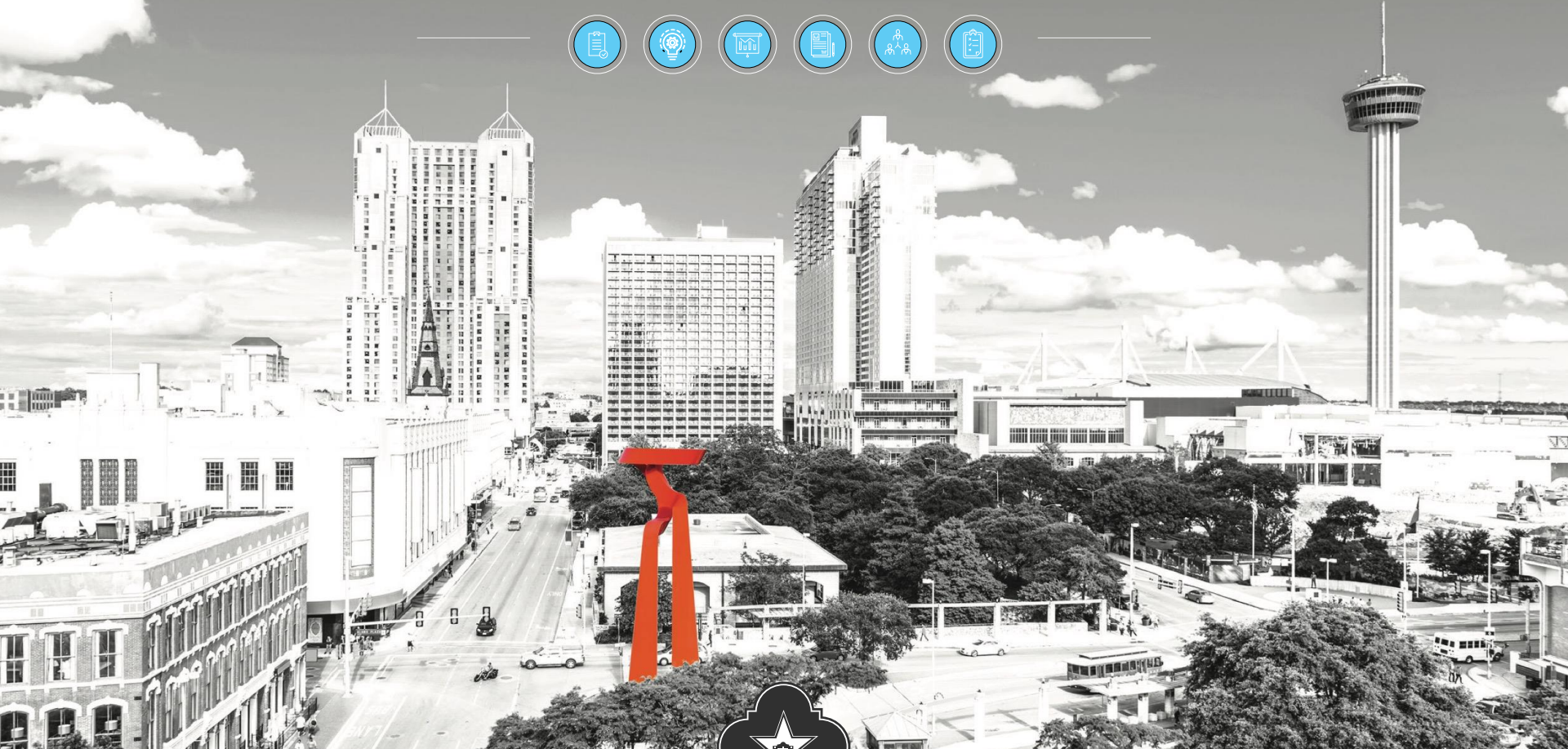


# SBEDA PROGRAM 2022 Disparity Study Solicitation

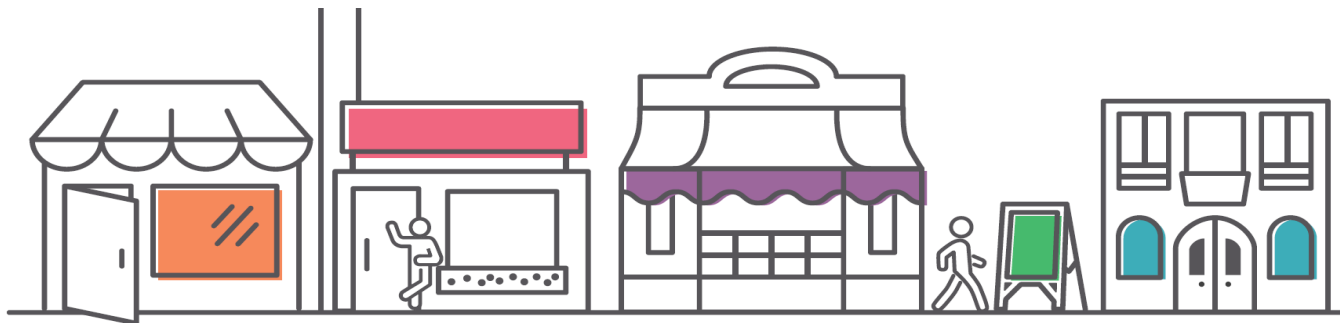


CITY OF SAN ANTONIO  
**ECONOMIC DEVELOPMENT  
DEPARTMENT**



# PURPOSE OF SBEDA

**Promote the use of local small,  
minority, and women-owned businesses  
on City contracts to cure documented  
racial and gender disparities**





# APPLICATION OF SBEDA

- City solicitations over \$50,000
- Funding/Developer agreements over \$50,000

## Industry Breakdown



### CONSTRUCTION

EXAMPLES INCLUDE: Roads | Bridges | Fire and Police Stations | Libraries



### ARCHITECTURE & ENGINEERING

EXAMPLES INCLUDE: Designing Parks | Buildings | Drainage | Infrastructure



### PROFESSIONAL SERVICES

EXAMPLES INCLUDE: Finance | Consulting | Marketing | Advertising | Medical Services



### OTHER SERVICES

EXAMPLES INCLUDE: Janitorial | Landscaping | Mechanical | Electrical | Plumbing

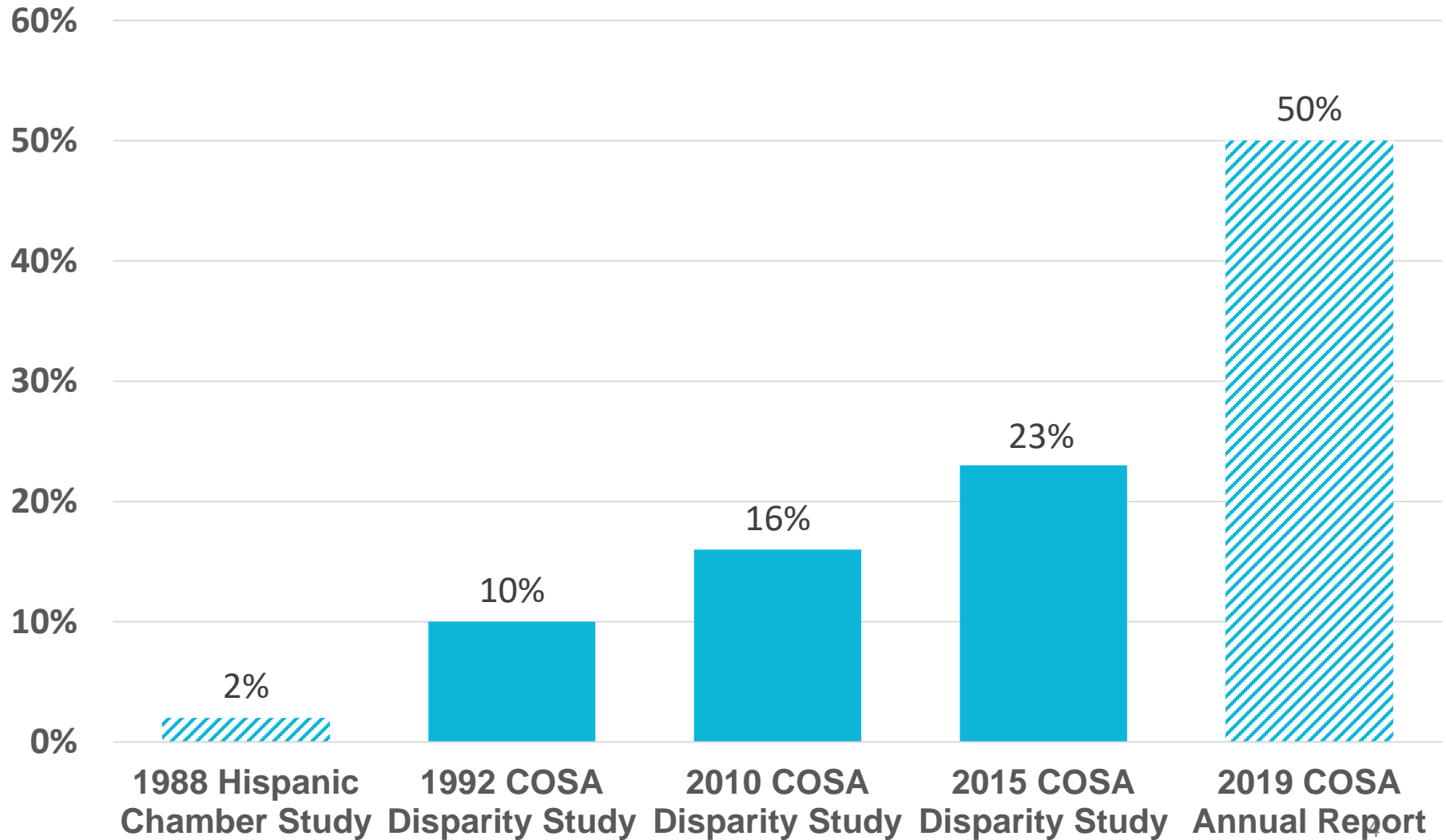


### GOODS & SUPPLIES

EXAMPLES INCLUDE: IT Software and Hardware | Uniforms | Office Furniture | Various Products



# HISTORY OF SBEDA





# AMENDMENTS TO SBEDA

Since 2010, the SBEDA program has undergone significant amendments to increase the utilization of local small, minority, and women-owned businesses on City contracts

2010 Amendments	2016 Amendments
Evaluation Points Based on Prime Certification	Expanded the Use of Evaluation Points Based on Prime Certification
Contract Specific Subcontracting Goals	Expanded the Use of Contract Specific Subcontracting Goals
Central Vendor Registry	Self-Performance of Contract Specific Subcontracting Goals
Goal Setting Committee	
Compliance Module	



# CURRENT SBEDA APIs

**SBEDA Ordinance**  
**Affirmative Procurement Initiatives**  
*(Listed by Industry Applicability)*

Affirmative Procurement Initiatives (Tools)	Construction		A&E		Professional Services		Other Services		Goods & Supplies	
	Race Neutral (SBE)	Race Conscious (M/WBE)	Race Neutral (SBE)	Race Conscious (M/WBE)	Race Neutral (SBE)	Race Conscious (M/WBE)	Race Neutral (SBE)	Race Conscious (M/WBE)	Race Neutral (SBE)	Race Conscious (M/WBE)
Prime Contract Program	✓		✓	✓	✓	✓	✓		✓	
Emerging Prime Contractor Program	✓	✓	✓		✓		✓		✓	
Joint Venture Program					✓	✓				
Mentor-Protégé Program*	✓	✓			✓	✓	✓	✓	✓	✓
HUBZone Program	✓									
Subcontracting Program	✓	✓	✓		✓	✓	✓	✓		
Subcontracting - Segmented Program		✓				✓		✓		
Joint Venture Incentives							✓		✓	✓
Distributorship Development Program										
Bonding Assistance Program*	✓	✓					✓	✓	✓	✓

✓ = 2010 Amendment

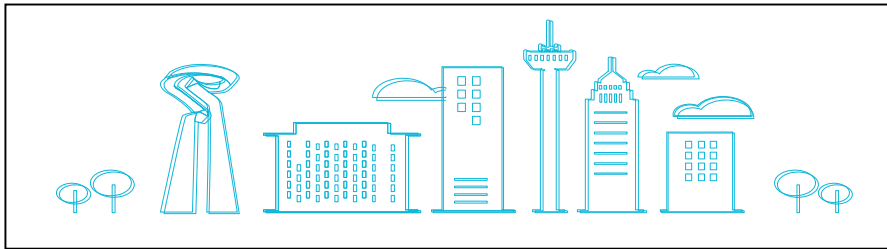
 = 2016 Amendment



# PURPOSE OF A DISPARITY STUDY

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## COMPILE AND EVALUATE EVIDENCE



- M/WBE contracting programs must meet “strict constitutional scrutiny” (***Richmond v Croson*, Supreme Court 1989**)
  - Statistical evidence of disparities in the market area
  - Anecdotal evidence of barriers to full and fair inclusion
  - Remedies must be “narrowly tailored” to that evidence
- Industry standard is to conduct a disparity study every five to seven years to reevaluate the factors listed above



# 2015 DISPARITY STUDY

## KEY POINT – A LOOK BACK

.....

	2010 Disparity Study	2015 Disparity Study
Percent Paid to M/WBEs	16%	23%
Dollars Paid to M/WBEs	\$156 Million	\$343 Million

- Minority and women-owned businesses make up nearly 43% of all available firms
- Disparities continue in the broader San Antonio marketplace
- Anecdotal evidence supports quantitative contracting disparity findings
- Recommended program continuation, with potential amendments





# RFP SCOPE OVERVIEW

- Evaluate City of San Antonio contracting data from years 2014 to 2020
- Evaluate other various public and private sector data
- Research if disparities exist in the following business ownership ethnic and gender categories:

<b>All Minority and Women Categories Combined</b>	<b>African American</b>	<b>Asian American</b>
<b>Hispanic American</b>	<b>Native American</b>	<b>Women</b>

- Research will be broken down in the following business industry categories:

<b>All Industries Categories Combined</b>	<b>Construction</b>	<b>Architecture &amp; Engineering</b>
<b>Professional Services</b>	<b>Other Services</b>	<b>Goods &amp; Supplies</b>



# RFP DELIVERABLES

- 1) Define the **relevant marketplace** within which to conduct the study
- 2) Calculate **custom availability** of minority and women-owned businesses that are ready, willing and able to do business with the City of San Antonio
- 3) Analyze minority and women-owned business **utilization** on City contracts
- 4) Determine any causation between **disparities** and **discrimination**
- 5) Determine if **barriers** exist through public and private practices
- 6) Analyze the effectiveness of current **race- and gender-neutral remedies**
- 7) Recommend the **suspension, continuation, or expansion** the SBEDA program



# PROCUREMENT PROCESS

## Outreach

<b>NIGP Codes Identified</b>	<b>91812</b> Analytical predictive studies <b>91837</b> Economy consulting <b>91846</b> Feasibility consulting <b>91879</b> Minority, women and small business consulting <b>96129</b> Economic impact studies <b>19190</b> Public opinion surveys
<b>Number of Vendors to be Notified</b>	TBD
<b>Advertising</b>	TBD

### Solicitation Type

➤ RFP

### Estimated Value

➤ \$800,000

### Proposed Term

➤ 2 years

### Contract Status

➤ SBEDA Ordinance  
sunsets in  
December 2023



# PROCUREMENT PROCESS

## Evaluation Criteria

Experience, Background, Qualifications:	25 points
Proposed Plan:	30 points
Pricing:	20 points
SBEDA Program:	10 points
Local Preference Program:	10 points
Veteran Owned Small Business Preference Program	5 points

## Additional Requirements

SBEDA Subcontracting Requirements:	20% MWBE
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## Goal Setting Committee Members

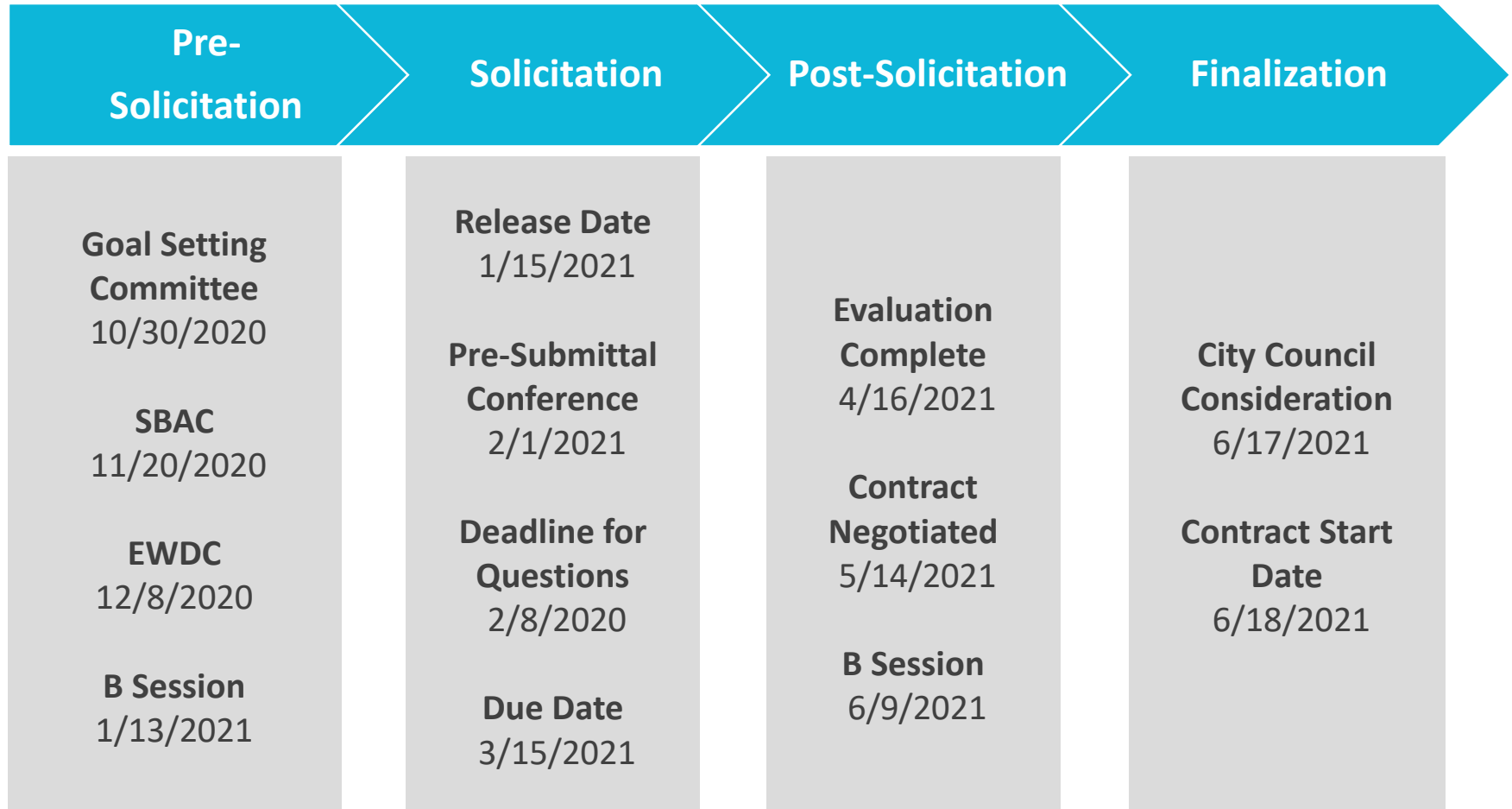
Alex Lopez, Director, EDD  
Norbert Dziuk, Assistant Director, Finance  
Nikki Ramos, Assistant Director, Parks and Recreation

## Evaluation Committee Members

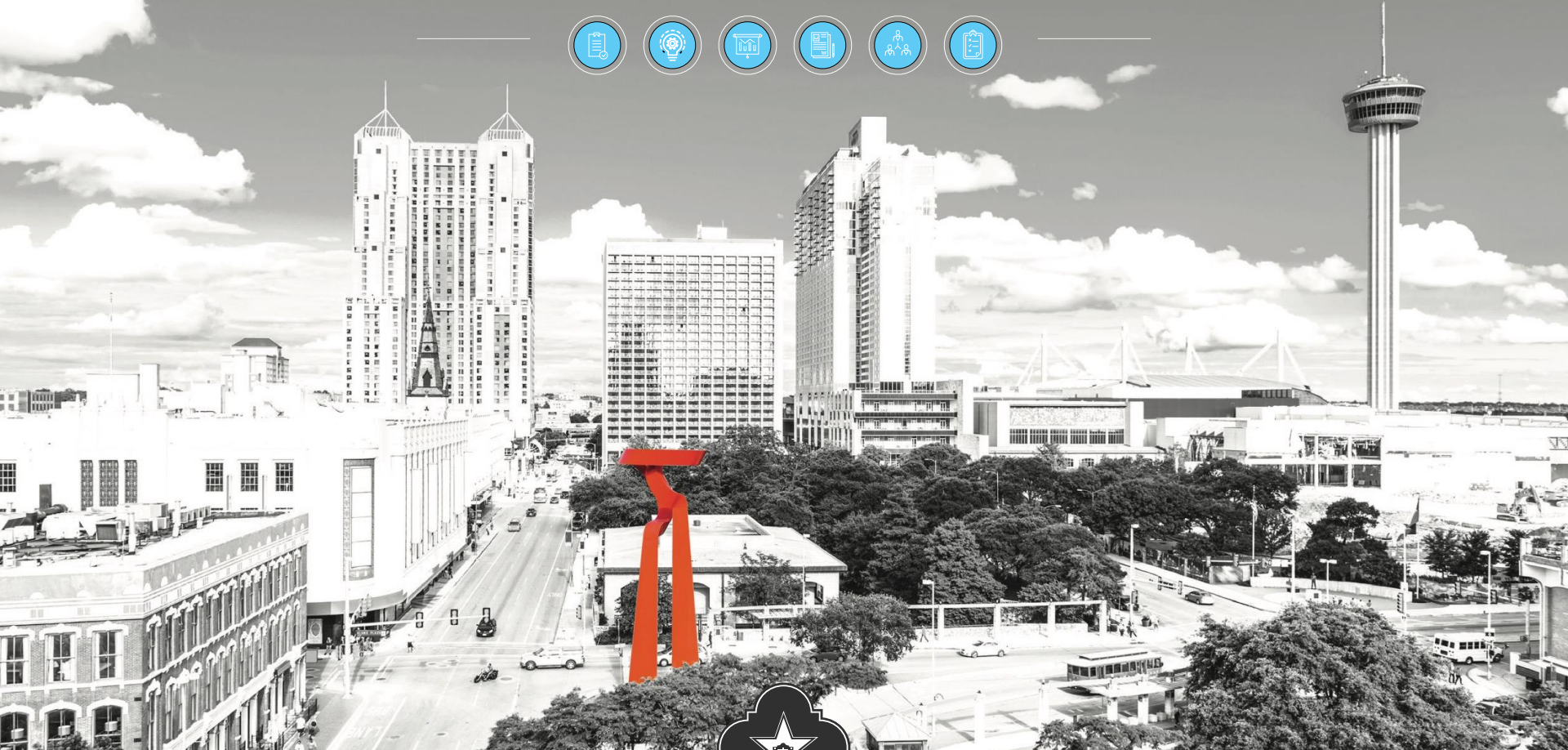
Carlos Contreras, Assistant City Manager  
Alex Lopez, Director, EDD  
Norbert Dziuk, Assistant Director, Finance  
Michael Sindon, Assistant Director, EDD  
Chair, Small Business Advocacy Committee  
Zan Gibbs, Chief Equity Officer



# SOLICITATION TIMELINE



# SBEDA PROGRAM 2022 Disparity Study Solicitation



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