

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

**APPROVING CHAPTER 380 ECONOMIC DEVELOPMENT  
INCENTIVE FUND (EDIF) AWARD RECOMMENDATIONS  
FOR THE SECOND STAGE GRANT PROGRAM FOR A  
TOTAL AMOUNT OF \$100,000.00; AND AUTHORIZING THE  
EXECUTION OF CONTRACTS**

\* \* \* \* \*

**WHEREAS**, Chapter 380 of the Texas Local Government Code (“Chapter 380”) allows San Antonio City Council to establish and provide for the administration of one or more programs that promote economic development and to stimulate business and commercial activity in the City of San Antonio; and

**WHEREAS**, the Economic Development Incentive Fund (“EDIF”) was established in 2004 to provide a source of funding used to incentivize economic development projects, to attract new companies to San Antonio, and to help local companies expand; and

**WHEREAS**, EDIF funds have been used to secure projects creating a significant number of jobs, and support studies and initiatives that promote the City and the City’s targeted industries; and

**WHEREAS**, 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 incentive programs; and

**WHEREAS**, a total of nine applications were received and evaluated to ensure all established program eligibility criteria were met, resulting in the Economic Development Department’s (EDD) recommendation of award to Laredo Technical Services, Inc. and Optimized Technical Solutions, Inc., each in the amount of \$50,000.00, for a total amount of \$100,000.00 in EDIF funds; and

**WHEREAS**, on January 30, 2024, the Economic and Workforce Development Committee approved the award recommendations from City Staff; **NOW THEREFORE:**

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

**SECTION 1.** The City Manager or designee is authorized to execute contracts in substantially the same form as shown in **Exhibit I** and **Exhibit II** with Laredo Technical Services, Inc., and Optimized Technical Solutions, Inc., and in the amount of \$50,000.00 each from the Economic Development Incentive Fund. The City Attorney is authorized to make any changes to Exhibits I and II necessary to comply with EDIF Guidelines.

LR  
3/21/2024  
Item No.

**SECTION 2.** Funding in the amount of \$100,000.00 for this ordinance is available in Fund 29059000, Cost Center 1604010001 and General Ledger 5201040 as part of the Fiscal Year 2024 Adopted Budget approved by City Council.

**SECTION 3.** Payment in the amount of \$50,000.00 is authorized to Laredo Technical Services, Inc. and should be encumbered with a purchase order.

**SECTION 4.** Payment in the amount of \$50,000.00 is authorized to Optimized Technical Solutions, Inc. and should be encumbered with a purchase order.

**SECTION 5.** 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 6.** This Ordinance shall take effect immediately upon the receipt of eight affirmative votes; otherwise, it shall be effective ten days after its passage.

**PASSED and APPROVED this \_\_\_\_ day of March 2024.**

**M A Y O R**  
Ron Nirenberg

**ATTEST:**

**APPROVED AS TO FORM:**

\_\_\_\_\_  
Debbie Racca-Sittre, City Clerk

\_\_\_\_\_  
Andrew Segovia, City Attorney

**EXHIBIT I**

DRAFT

**EXHIBIT II**

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