



# BUSINESS DEVELOPMENT ORGANIZATION PARTNER AGREEMENTS

Economic & Workforce Development Committee  
November 22, 2022

Presented by: Ana Bradshaw, EDD Assistant Director

# Background

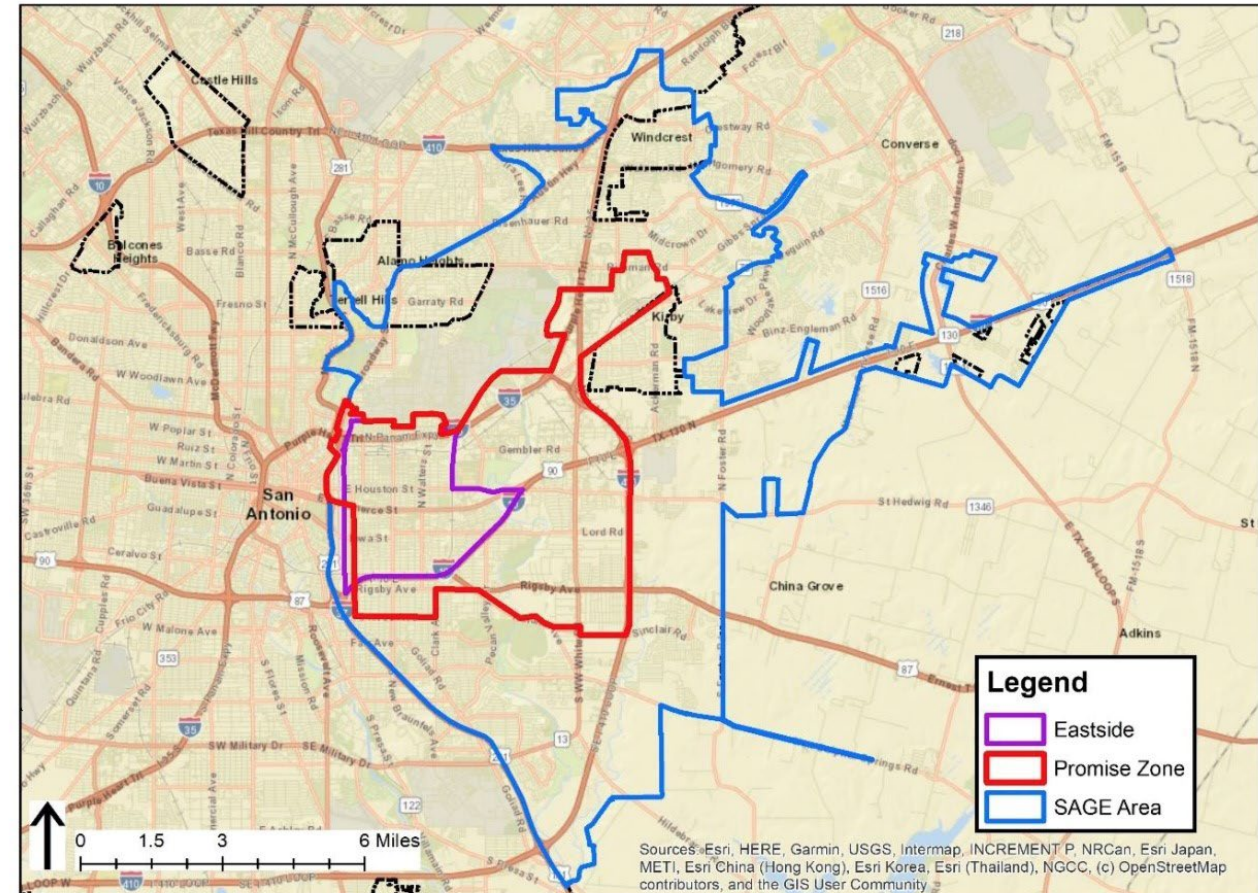
- Agreements reorganized under EDD FY 2021
- *Partners are:*
  - Geographically dispersed with unique service areas
- *And:*
  - Provide direct, hands-on assistance to small businesses
    - Technical assistance
    - Workshops
    - Referrals
  - Provide direct financial assistance through loan and grants programs (SAGE and Prosper West)

# San Antonio for Growth on the Eastside (SAGE)

## Background:

- Established as Community Economic Revitalization Agency (CERA) in 2000
- FY 2023 Adopted Budget: \$358,668
  - \$100,000 - Store Front Grant Program (EDIF)
  - \$258,668 – Operations and general economic development activities (General Fund)
- 22-square mile geographic area of the Eastside
- Council Districts 2 and 3

Figure 1. Study Area Boundaries





# San Antonio for Growth on the Eastside (SAGE)

## FY 2022 Accomplishments:

- Awarded 30 grants through the Store Front Grant Program
- Supported 45 businesses through their Back Office Program
- Provided technical assistance to 403 businesses
- Over 840 residents attended HalloEast and met with 48 vendors and learn about community resources
  - Over 250 COVID-19 vaccinations administered



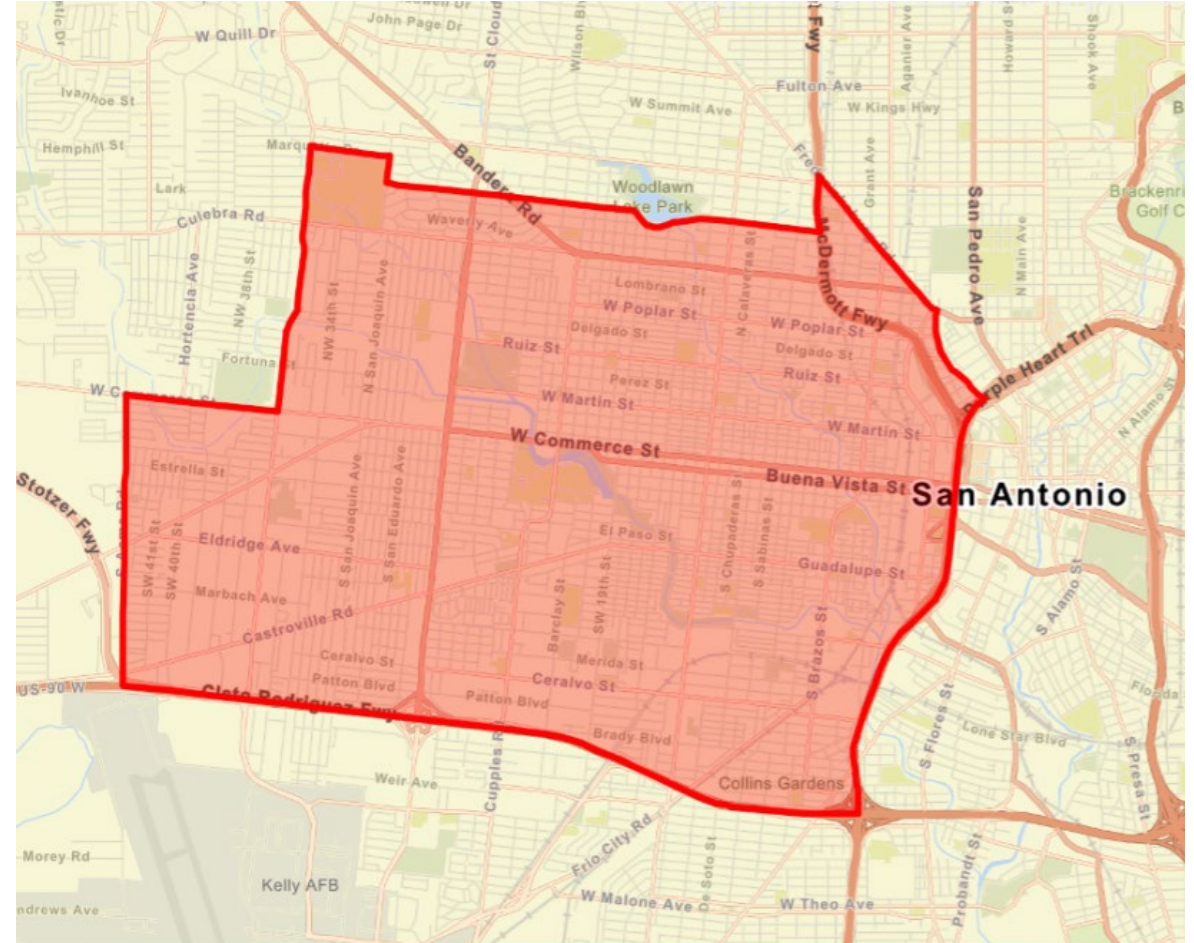
*"They helped us with the aesthetical look of the exterior of the property. Our clients comment on it a lot. This definitely helped us."*

*- Rick Vazir, Owner, Alamo Inn and Suites*

# Prosper West

## Background:

- Established in 2006 by City Council as the Westside Development Corporation
- FY 2023 Adopted Budget: \$358,668
  - \$100,000 - Small Business Loan and Grant Program (EDIF)
  - \$258,668 – Operations and general economic development activities (General Fund)
- 15 square mile geographic area with a population of over 100,000
- Council Districts 1, 5 (majority), 6 and 7



# Prosper West

## FY 2022 Accomplishments:

- Awarded 15 grants through their Small Business Loans and Grants Program
- Provided technical assistance to 455 businesses
- Completed strategic planning process
- Participating in Aspen Institutes Latinos in Society cohort program



*"I'm appreciative of the grant, and especially grateful that it helped me with a project designed to recover from the negative effects of COVID."*

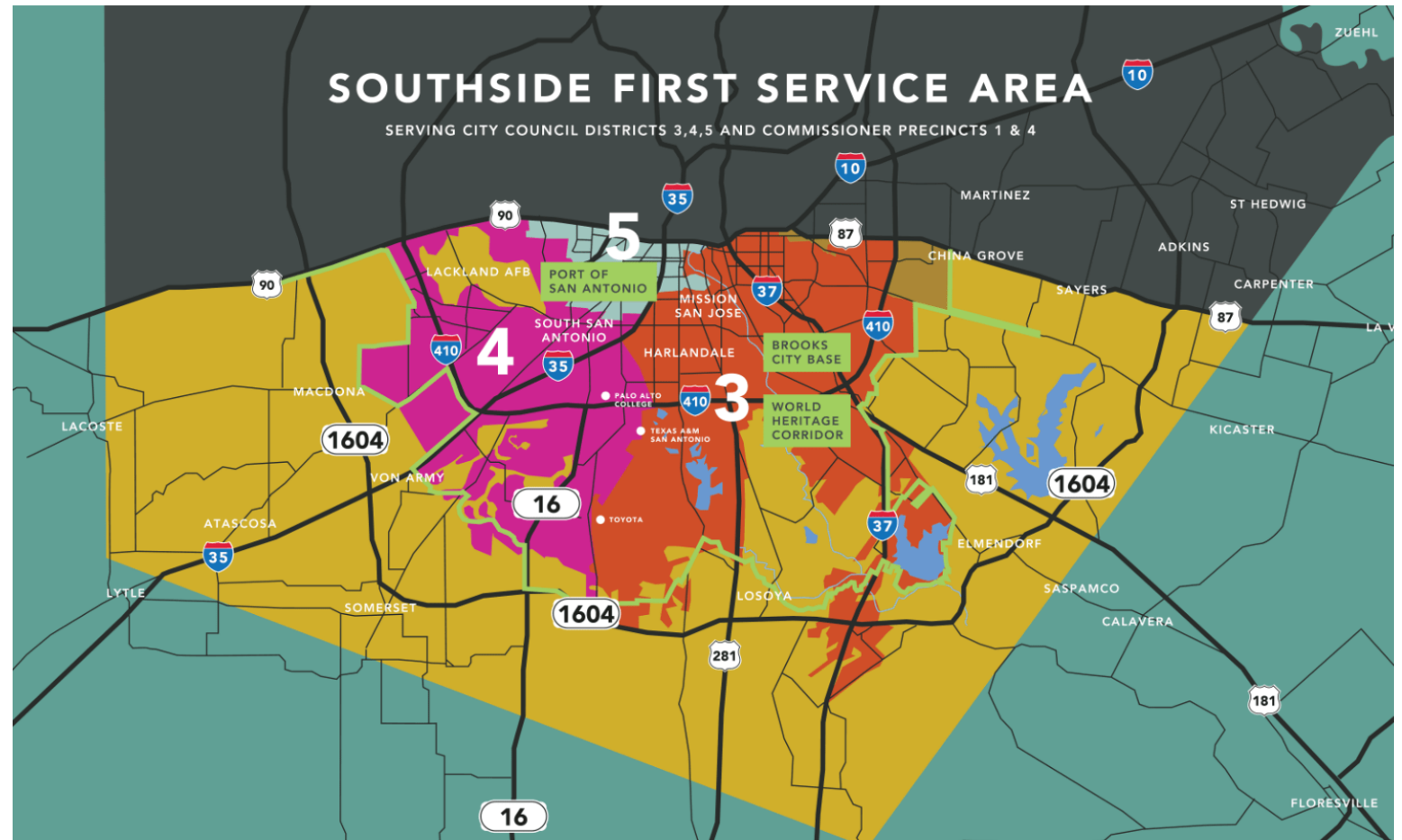
*- Lika Torline, Owner, In the Weeds Natural Skin Care*



# Southside First

## Background:

- Established in 2017 as offshoot of the South San Antonio Chamber of Commerce Foundation
- FY 2023 Adopted Budget: \$100K
  - \$100K – Operations and general economic development activities (General Fund)
- Council Districts 3, 4, and 5



# Southside First

## FY 2022 Accomplishments:

- Provided technical assistance to 200 businesses
- Host 12 bilingual resource fairs/workshops for small businesses
- Gained independent 501(c)(3) status in April 2022



*"Southside First has helped me network with people and organizations. They have shown me a lot of the resources that are out there for a small business like mine."*

*- Jesus Martinez, Owner, El Chango Loco*



# COVID Impact Grants Program (ARPA)

A promotional poster for the City of San Antonio COVID Impact Grants program. It features a smiling woman with curly hair wearing a light-colored apron over a grey sweater. The text 'COVID IMPACT GRANTS' is prominently displayed in large white letters. Below it, a paragraph explains the program's purpose and funding. A QR code is located in the bottom right corner of the poster. The LiftFund logo is in the top left corner.

**COVID IMPACT GRANTS**

The City of San Antonio COVID Impact Grants program will provide financial aid to small businesses that continue to be impacted by the pandemic. This program is funded by American Rescue Plan Act (ARPA) dollars provided to the City of San Antonio and is administered by LiftFund.

**APPLICATIONS OPEN AUGUST 1-22, 2022**

Call 1-800-923-9551 to apply, or visit [www.cityofsanantonio covidgrants.com](http://www.cityofsanantonio covidgrants.com)  
Contact [sbgrantsliftfund.com](http://sbgrantsliftfund.com) or (888) 215-2373 for additional information.

- Key role in the outreach and technical assistance efforts for the COVID Impact Grants Program
- Collectively reached out to over **5,000** businesses and provided technical assistance via email, phone or in-person to **313** grant applicants



# PARTNER AGREEMENTS FY 2023



# FY 2023 Desired Outcomes

## *Trusted Collaborator and Small Business Resource Partner*

- Businesses in the hardest-to reach areas and most historically underserved have increased opportunity
- Improved economic resiliency, well-being and opportunity for growth
- Strengthened connection between people and places



# Jefferson Bank SMALL BUSINESS *Pop Up*

**Monday, November 7  
10:00am - 2:00pm**

**Jefferson Bank  
1111 Goliad Road  
San Antonio, TX 78223**

We are proud to partner with the following organizations that will be on-site to share resources available to small businesses.



## Scope of Services

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### SMALL BUSINESS REFERRALS

- Connect small businesses to financial and technical assistance
- Establish relationships with businesses and providers and act as a connector to EDD

### CONSULTATIVE SERVICES AND BUSINESS COMMUNITY EVENTS

- Assist with startup, counseling or technical assistance needs
- Host 4 resource fairs, workshops, or events for small businesses

# Scope of Services

## SUPPORT OF READY TO WORK PROGRAM\*

- Commit 5 businesses to signing the Ready to Work (RTW) employer pledge
- Participate in RTW community events up to twice per year
- Participate in jobs fairs hosted by City or partners
- Encourage businesses to post jobs on **WorkinTexas.com**

## BUSINESS CORRIDOR ACTIVATION EVENTS\*

- Host two events or conduct two projects aimed to energize the community around a business corridor

## MATCH COSA GENERAL FUND CONTRIBUTION

- Match 50% of the City's General Fund contribution for Grantee's operational support

*\* New to FY 2023*



# Partner-Specific Programs



## IMPLEMENT BACK-OFFICE SUPPORT PROGRAM

- Support improved back-office operations of 50 businesses through hands-on direct assistance.

## STOREFRONT GRANT PROGRAM

- Fund a minimum of 20 storefront grants to support small businesses

## PROVIDE ASSISTANCE SERVICES TO MISSION AREA BUSINESS CORRIDOR\*

- Work with WHO to identify businesses to fill in vacancies along the Missions corridor.
- Recruit 15 businesses to [www.worldheritagesa.com](http://www.worldheritagesa.com) and City of Gastronomy calendar\*

## COMPLETION OF A STRATEGIC PLAN

- Identify short-, medium- and long-range goals, focus areas, key initiatives and outcome metrics

## SMALL BUSINESS LOANS AND GRANTS PROGRAM

- Fund a minimum of 10 loans or grants to support small businesses

*\* New to FY 2023*





# New Deliverables for FY 2023

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- Operations from a physical location with accessible hours
- Administration of 6-, 18-, and 36-month surveys
- Preparation of an annual report
- Co-promotion of the Economic Development Department



# Reporting & Collaboration

- Monthly meetings
- Quarterly reports
- Annual report
- Outcomes report
- Client success stories, testimonials and photos
  - 7 annual success stories
  - 10 photos quarterly





# Target Metrics Examples

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- 75% of businesses provided technical assistance reported satisfaction by the services provided to them
- 75% of businesses provided technical or financial assistance remain open at six (6), eighteen (18) and thirty-six (36) months after assistance
- 75% of businesses provided financial or technical assistance reported higher revenues and profits



# Payment Schedule

Date	Action	Description
Dec. 2022	<b>Payment Distribution #1</b>	Payment upon execution of agreement
Apr. 2023	<b>Payment Distribution #2</b>	Payment awarded following Quarter 2 report submission with satisfactory results
TBD	<b>Payment Distribution #3</b>	Payment awarded upon 100% matching funds
Jul. 2023		Quarter 3 report due
Oct. 2023		Quarter 4 report due

# Next Steps

- Scheduled for City Council consideration on **December 15, 2022**

If approved:

- Begin of scope of work
- Design of the outcomes survey





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