



# City of San Antonio

## Agenda Memorandum

**File Number:**  
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**Agenda Item Number:** 4

**Agenda Date:** October 26, 2021

**In Control:** Economic and Workforce Development Committee Meeting

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**DEPARTMENT:** Economic Development Department

**DEPARTMENT HEAD:** Brenda Hicks-Sorensen

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Briefings on economic development partner organization contracts for San Antonio for Growth on the Eastside (SAGE), Prosper West, and Southside First Economic Development Council (Southside First).

**SUMMARY:**

This briefing will provide an overview and update on the new FY 2022 reporting metrics for local economic development partner organizations: SAGE, Prosper West, and Southside First.

**BACKGROUND INFORMATION:**

The economic development partner organizations are geographically dispersed throughout San Antonio, each with unique service areas. The organizations work to provide direct, hands-on assistance to small businesses in the form of technical assistance, workshops, referrals, and financial assistance (if applicable).

As part of the Recovery and Resiliency Plan's Small Business Pillar, these partner organizations played a pivotal role in supporting the City's small business support relief efforts including assisting with PPE distribution, door to door small business outreach, and place-based & virtual hubs. Through the outreach program, these partners worked with a team to engage small and micro businesses and provided support and resource referrals to help small business navigate the ongoing challenges presented by COVID-19 and support future business resiliency. Collectively, this team reached out by phone, in person, or email to over 19,000 San Antonio businesses.

**ISSUE:**

Prior to FY 2021, agreements with these partner organizations were managed by Center City Development and Operations (CCDO) Department and World Heritage Office (WHO). CCDO managed the agreement for both SAGE and Prosper West, while WHO managed the agreement for South Side First. As part of the continued focus on assisting small businesses, EDD assumed management of the partner agreements in FY 2021. New contracts were executed with one-year terms with an option to extend for up to two additional one-year terms.

Enhancements were made to the contract scopes and deliverables to reflect the increased emphasis on small businesses and specialty programs and strengthen accountability in reporting metrics. During FY 2021 nearly 6,000 small businesses (duplicated) were assisted by these partner organizations through outreach, PPE Distribution, direct technical assistance, and workshops.

For FY 2022 partner agreements will again be enhanced to focus on the development and implementation of outcome measures for those small businesses assisted. This includes the addition of a required annual outcomes report that will be presented to City Council in June 2022.

**FISCAL IMPACT:**

This item is for briefing purposes only.

**ALTERNATIVES:**

This item is for briefing purposes only.

**RECOMMENDATION:**

This item is for briefing purposes only.