



City of San Antonio

Agenda Memorandum

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Agenda Item Number: 3

Agenda Date: April 25, 2023

In Control: Economic and Workforce Development Committee Meeting

DEPARTMENT: Economic Development Department

DEPARTMENT HEAD: Brenda Hicks-Sorensen

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Briefing on the mid-year review of the FY 2023 Partner Agreements with San Antonio for Growth on the Eastside (SAGE), Westside Development Corporation (dba Prosper West San Antonio), and Southside First Economic Development Council (Southside First).

SUMMARY:

This briefing will provide a mid-year update on the FY 2023 Partner Agreement goals, reporting metrics, and pay schedule for local business development organization (BDO) partners: SAGE, Prosper West San Antonio, and Southside First. Business development organization partners promote essential economic development support, provide community leadership in their respective geographical areas, and contribute to the city-wide small business ecosystem.

BACKGROUND INFORMATION:

At the November 22, 2022 Economic and Workforce Development Committee meeting staff provided an overview of the recommended revisions to the FY 2023 agreements with the City's

BDO partners. This included scope of services, desired outcomes, new deliverables, and target metrics for the new agreements. At that meeting, the committee requested a follow-up briefing prior to second payments to agencies being issued. Subsequently on December 15, 2022, City Council approved the agreements.

While staff continues to monitor each contract, EDD is also collaborating with UTSA to create a survey which will allow more efficient measurement and review of outcomes and both short and long-term impact of investments in services in targeted areas. The outcomes to be measured include:

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

Survey data will be collected in intervals of 6-, 18- and 36- months by partners. The survey data will then be interpreted and reported by EDD.

ISSUE:

This presentation will include information about the Partner Agreements mid-year review. BDO partners serve as an extension of the City in the most affected communities in San Antonio and provide essential support such as technical assistance and access to capital through grants. They also work in collaboration with the Workforce Development Office to participate in industry specific job fairs and to sign the Ready to Work pledge.

Prosper West San Antonio

Prosper West San Antonio provides services to a 15-square mile geographic area within Council Districts 1, 5, 6, and 7.

FY2023 Adopted Budget	\$358,668
Small Business Loan and Grant Program	\$100,000
Operational Funding	\$258,668

Prosper West San Antonio received \$129,334 for operational funding and \$50,000 for their grant program upon execution of the agreement on January 2, 2023. The second payment will be \$100,000 for operational funding upon submission of Quarter 2 Report on April 30, 2023. Prosper West San Antonio also received \$29,334 for operational funding upon completing their matching requirement on March 28, 2023 and will receive its final payment of \$50,000 once half of their initial grant funds are awarded.

Performance Metrics	FY 2023 Goal	YTD Actuals Oct-Feb
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Technical Assistance	100	79
SB Referrals	50	46
Small Business Loan & Grants Program	10	5
Business Corridor Activation Events	2	4

San Antonio for Growth on the Eastside (SAGE)

SAGE provides services to a 22-square mile geographic area within Council Districts 2 and 3.

FY 2023 Adopted Budget	\$358,668
Small Business Loan and Grant Program	\$100,000
Operational Funding	\$258,668

SAGE received \$129,334 for operational funding and \$50,000 for their grant program upon execution of the agreement on January 2, 2023. They will receive their second payment of \$100,000 for operational funding upon submission of Quarter 2 Report on April 30, 2023. The final payment of \$29,334 will be issued for operational funding upon completing their matching requirement and final \$50,000 once half of their initial grant funds are awarded.

Performance Metrics	FY 2023 Goal	YTD Actuals Oct-Feb
Technical Assistance	100	19
SB Referrals	50	15
Store Front Grant Program	20	4
Back Office Program	50	19
Business Corridor Activation Events	2	3

SAGE has recently experienced leadership transition and staffing changes. SAGE has interim leadership in place and is actively implementing strategies to engage with the community and increase their metrics to meet the annual goals.

Southside First

Southside First provides services to small business owners living in Council Districts 3, 4, and 5.

FY2023 Adopted Budget	\$100,000
Operational Funding	\$100,000

Southside First received \$50,000 for operational funding upon execution of the agreement on January 2, 2023. Southside First will receive its second payment of \$40,000 for operational funding upon submission of Quarter 2 Report on April 30, 2023, and its final payment of \$10,000 upon

completing their matching requirement.

Performance Metrics	FY 2023 Goal	YTD Actuals Oct-Feb
Technical Assistance	40	31
SB Referrals	30	31
Business Corridor Activation Events	2	14
Businesses registered on WHO “Explore the Area” website	15	7

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.