

Presentation On
City of San Antonio
Small Business Program

Pre-Proposal Meeting
Comprehensive Land Use Plan for
Camp Bullis

10-19-09

Small Business Program

Objectives

- A strategy to help local businesses grow
- Provides a remedy to remove disparity
- Promote utilization of minority & women-owned businesses through city contracting
- Use of public contracting to expand private sector participation for local businesses
- Grow local small businesses in non-traditional business categories
- Remove obstacles preventing small business from competing for City contracts
- Provide increased competition for City contracts

Key Definitions

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- **Local Business Enterprise (LBE)**
 - Headquartered in San Antonio for at least one year
 - Branch offices of non-headquartered businesses must be located in Bexar County at least one year and employ a minimum of 10 residents of Bexar County
 - No LBE Certification; determined by information submitted on Respondent Questionnaire
- **Minority Business Enterprise (MBE)**
 - Hispanic, African - American, Asian, Native-American and Disabled Individuals
 - Must have 51% ownership, control of business and involved in day-to-day operations
 - Must be local
- **Woman Business Enterprise (WBE)**
 - Gender Based - regardless of Ethnic Status
 - Must have 51% ownership, control of business and involved in day-to-day operations
 - Must be local
- **African-American Business Enterprise (AABE)**
 - Owned by African-American group member
 - Must have 51% ownership, control of business and involved in day-to-day operations
 - Must be local

Key Definitions (cont.)

- Small Business Enterprise (SBE)
 - Tied to specific industry SBA size standard
 - Architecture & Engineering (A&E): less \$4,500,000 Annual revenue
 - Construction: Less than \$31,000,000
- Minority & Women-Owned Business Enterprise (M/WBE)
 - Combined—minority and non-minority women
 - Must have at least 51% ownership
 - Established to promote M/WBE principal ownership
- Historically Underutilized Enterprise (HUE)
 - Local (LBE)
 - Minority (MBE including AABE)
 - Women (WBE)
 - Small (SBE)
 - HUE applies to discretionary contracts where preference points are applied

Certification

- **Certifying Agency – South Central Texas Regional Certification Agency (SCTRCA)**
- **Possible Subcontractors-**
 - www.sctrca.org and/or contact EDD Office
 - Research Local organizations
- **Work with EDD Small Business Office to prioritize businesses that need assistance for certification**
 - Refer to “Communication Restrictions”
- **Proof of Certification must be attached to List of Subcontractors**

Performance Standard Percentage Points

- ⇒ Clarify Performance Standard Percentage Points -- 20% TOTAL
- ❑ SA Headquartered Business: 10% of the selection criteria points
 - Non-Local Prime Contractors can receive points for using local businesses-proportional to amount of work performed by local subcontractors (i.e. 50% to local =5 points)
 - Primes who have branch office will receive 6% of the selection points
 - ❑ Historically Underutilized Enterprises (HUEs): 5% of the selection criteria points
 - Primes who subcontract with HUEs can receive points proportional to amount of work performed by HUEs (i.e., 50% to HUEs = 2.5 points)
 - S/MBEs and/or S/WBEs must be certified by SCTRCA or approved by Director of Economic Development to be considered HUEs.
 - ❑ Small Business Program Compliance: 5% of the selection criteria points
 - Submission/approval of List of Subcontractors/Suppliers
 - 1% for meet/exceed MBE goal; 1% for meet/exceed WBE goal; 1% for meet/exceed AABE goal; 1% for meet/exceed SBE goal

Small Business Program Compliance

Contracting Goals

Professional Services

MBE	31%
WBE	10%
AABE	2.2%
SBE	50%

Small Business Goal Compliance? (Professional Services Contract)

EXAMPLE

NAME OF SUBCONTRACTOR	% LEVEL OF PARTICIPATION	CERTIFIED
Subcontractor A	10%	MBE
Subcontractor B	13%	MBE/WBE
Subcontractor C	10%	MBE/AABE

Small Business Goal Compliance (cont.)

	<u>Professional Services Goal</u>	<u>Compliance</u>
MBE	31%	33%
WBE	10%	13%
AABE	2.2%	10%

Note: Contractor in Full Compliance

Scoring of Small Business Program Points

- ASSUMING NON-LOCAL PRIME

– LOCAL	3.3
– HUE	1.65
(33 divided by 5%)	
– Small Business Program Compliance (WBE/MBE AABE/List of Subs)	4
– TOTAL POINTS	8.95

- ASSUMING LOCAL PRIME

– LOCAL	10
– HUE	1.65
(33 divided by 5%)	
– Small Business Program Compliance (WBE/MBE AABE/List of Subs)	4
– TOTAL POINTS	15.65

List of Subcontractors/Suppliers

- **Why is it important to complete fully and accurately?**
 - The extent of good faith effort to utilize certified SBE/MBE/WBE/AABE firms is used in evaluating proposal/bid
 - In fact, Small Business Program Compliance (which includes the List of Subcontractors/Suppliers) is assigned 20 points in the evaluation of proposals
 - Proof of Certification must be attached to List of Subcontractors/Suppliers.

Contact

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Questions and Answers