

**CITY OF SAN ANTONIO
INTERDEPARTMENTAL MEMORANDUM
ECONOMIC DEVELOPMENT DEPARTMENT**

TO: Mayor and City Council

FROM: Ramiro A. Cavazos, Director

THROUGH: Terry M. Brechtel, City Manager

COPIES: Christopher Brady, Assistant City Manager; Anita Martin, EDD Manager; File

SUBJECT: Authorization to Apply for a Grant from the Department of Defense for
The Procurement Technical Assistance Center (PTAC)

DATE: May 1, 2003

SUMMARY AND RECOMMENDATIONS

This item provides authorization to apply for a grant in the amount of \$149,950 from the Department of Defense (DoD) for the personnel compliment of the Procurement Technical Assistance Center (PTAC). This grant provides for continued funding of the PTAC program from January 1, 2004 through December 31, 2004. The City has received this grant for the past 17 years. Upon award, the City will be obligated to provide \$156,655 of in-kind services.

Staff recommends approval.

BACKGROUND INFORMATION

Every year, organizations throughout the country are invited to submit proposals for the DoD grant funding to provide businesses with procurement technical assistance. The PTAC provides procurement technical assistance to area businesses seeking to market their products and services to federal, state, and local governments. This program has proven to be an effective economic development tool that promotes a diversity of markets for local business retention and expansion. The PTAC is managed and operated by staff from the Economic Development Department, which has been successful in obtaining this grant for the past 17 years. The DoD will provide \$149,950 out of a total program cost of \$306,605 as its share of the cost to fund the PTAC. The City will contribute \$156,655 through in-kind services.

POLICY ANALYSIS

During FY 2002, the PTAC assisted over 656 area businesses to identify and/or compete on 326 contracts with a total value of over \$60 million. These awards included contracts to small disadvantaged businesses, women-owned businesses, and other small businesses. The PTAC has also formed a partnership with the Air Force Outreach Program Office and the Small Business

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Administration for the implementation of the HUBZone program through a satellite office within the PTAC. Currently, the satellite office has helped over 29 small businesses become HUBZone certified. This program promotes the creation of jobs, the revitalization of inner-city areas, and contracting advantages to small businesses.

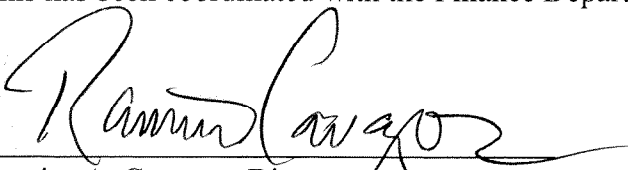
The PTAC's service delivery area consists of Atascosa, Bandera, Bexar, Comal, Frio, Gillespie, Guadalupe, Karnes, Kendall, Kerr, Medina, and Wilson counties. The overall program complements the City of San Antonio's economic development initiatives and City programs that are intended to support the growth and development of small businesses. Additionally, the award of this grant presents the City of San Antonio with the opportunity to leverage federal funds to support these efforts.

FISCAL IMPACT

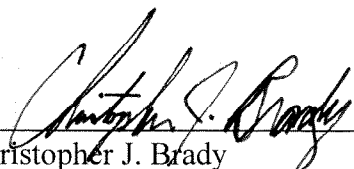
This ordinance provides authorization for application only. There is no fiscal impact.

COORDINATION

This has been coordinated with the Finance Department.

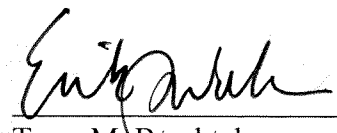


Ramiro A. Cavazos, Director
Economic Development Department



Christopher J. Brady
Assistant City Manager

Approved:



for Terry M. Brechtel
City Manager