

# FY 2024

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## **SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY** ANNUAL REPORT

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**ECONOMIC  
DEVELOPMENT**



# Overview

The Small Business Economic Development Advocacy (SBEDA) Program promotes the participation of eligible local small, minority, and woman-owned businesses (S/M/WBEs) on City contracts to address current and historical documented disparities. In FY 2024, the City of San Antonio, allocated \$321 million to 496 unique local S/M/WBEs, representing the largest annual utilization in the history of the SBEDA program.

Local minority and woman-owned business (M/WBE) utilization on City contracts has grown from \$5.5 million or 13% to \$280.1 million or 46% since 2011.

The data in this report represents actual payments during City of San Antonio FY 2024 (October 1, 2023 – September 30, 2024) to S/M/WBE prime contractors and subcontractors participating on City contracts in which the SBEDA program applied. SBEDA annual reports are considered snapshots to assess program strengths and weaknesses.

## SBEDA Ordinance Amendments

In December 2024, City Council adopted SBEDA Ordinance amendments in alignment with the 2023 SBEDA Disparity Study findings. While the 2023 Study found that the City's SBEDA Program has been successful in opening opportunities for M/WBEs, the adopted SBEDA Ordinance amendments will address the remaining disparities identified.

The SBEDA Ordinance amendments went into effect on January 1, 2025 with implementation to be complete by July 1, 2025. With the changes, the program will continue focus on M/WBEs obtaining City contracts, prioritize S/M/WBEs that are headquartered in the San Antonio Metro Area, and establish business development pipelines through new Emerging Small Business contracting goals.



# Acronym Guide & Definition

## **Aspirational Goal**

Utilization benchmark based on the availability of firms in the SAMSA

## **AABE**

African American Business Enterprise

## **ABE**

Asian American Business Enterprise

## **ESBE**

Emerging Small Business Enterprise

## **HABE**

Hispanic American Business Enterprise

## **MBE**

Minority Business Enterprise

## **M/WBE**

Minority and/or Woman Business Enterprise

## **M/WBE Segmented Goals**

Utilization benchmark for specific ethnic and gender groups based on the availability of firms in the SAMSA

## **NABE**

Native American Business Enterprise

## **SAMSA**

San Antonio Metropolitan Statistical Area

## **SBE**

Small Business Enterprise (that is not also certified as M/WBE)

## **S/M/WBE**

Small, Minority, and/or Woman Business Enterprise

## **WBE**

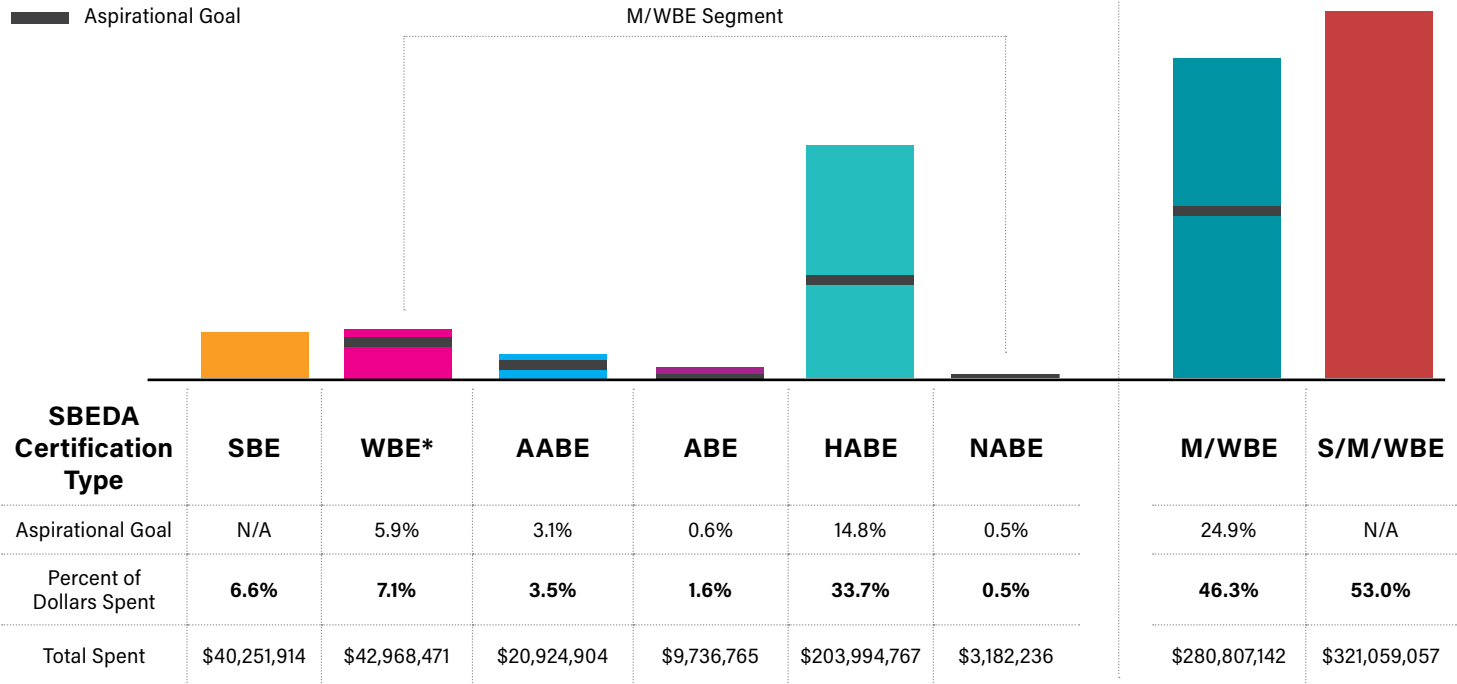
Woman Business Enterprise (that is not also certified as MBE)

## **W/MBE**

Woman Business Enterprise that is also a Minority Business Enterprise

# S/M/WBE Utilization

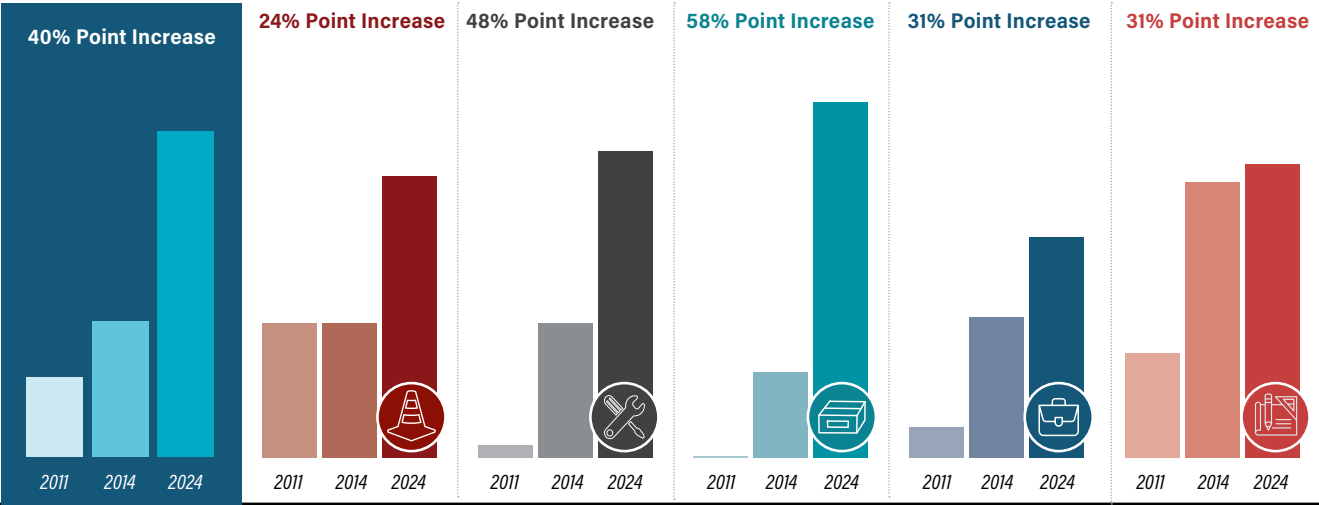
Total: \$605,985,634



\* Total WBE = \$85,876,111 or 14.2% was paid to all WBEs (WBEs and W/MBEs)



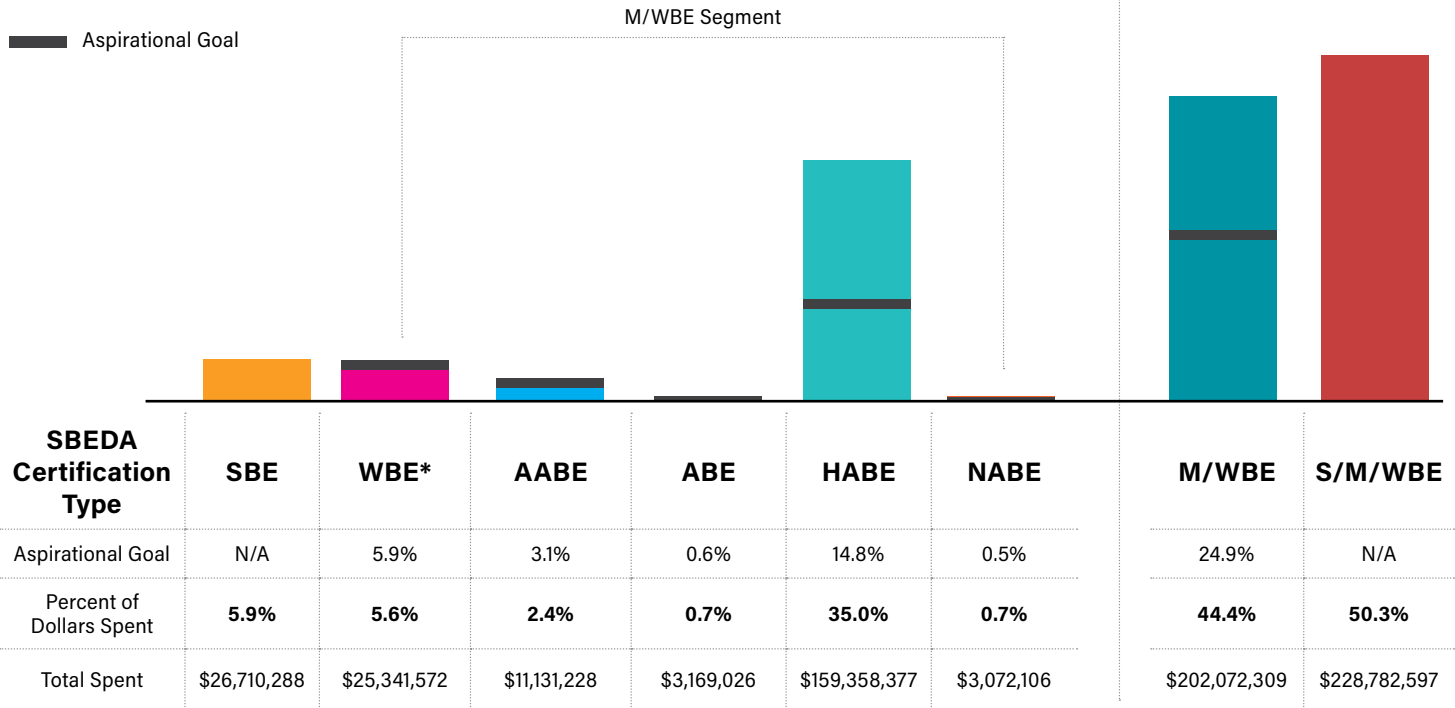
# SBEDA M/WBE Utilization Progress



Industry	Overall Increase	Construction	Other Services	Goods and Supplies	Professional Services	Architecture & Engineering
FY 2011 SBEDA Ordinance Revisions	13%	22%	2%	0%	5%	17%
FY 2014 Race-Conscious Application	22%	22%	22%	14%	23%	45%
FY 2024	53%	46%	50%	58%	36%	48%

# Prime Contractor Utilization Summary

Total: \$455,257,416

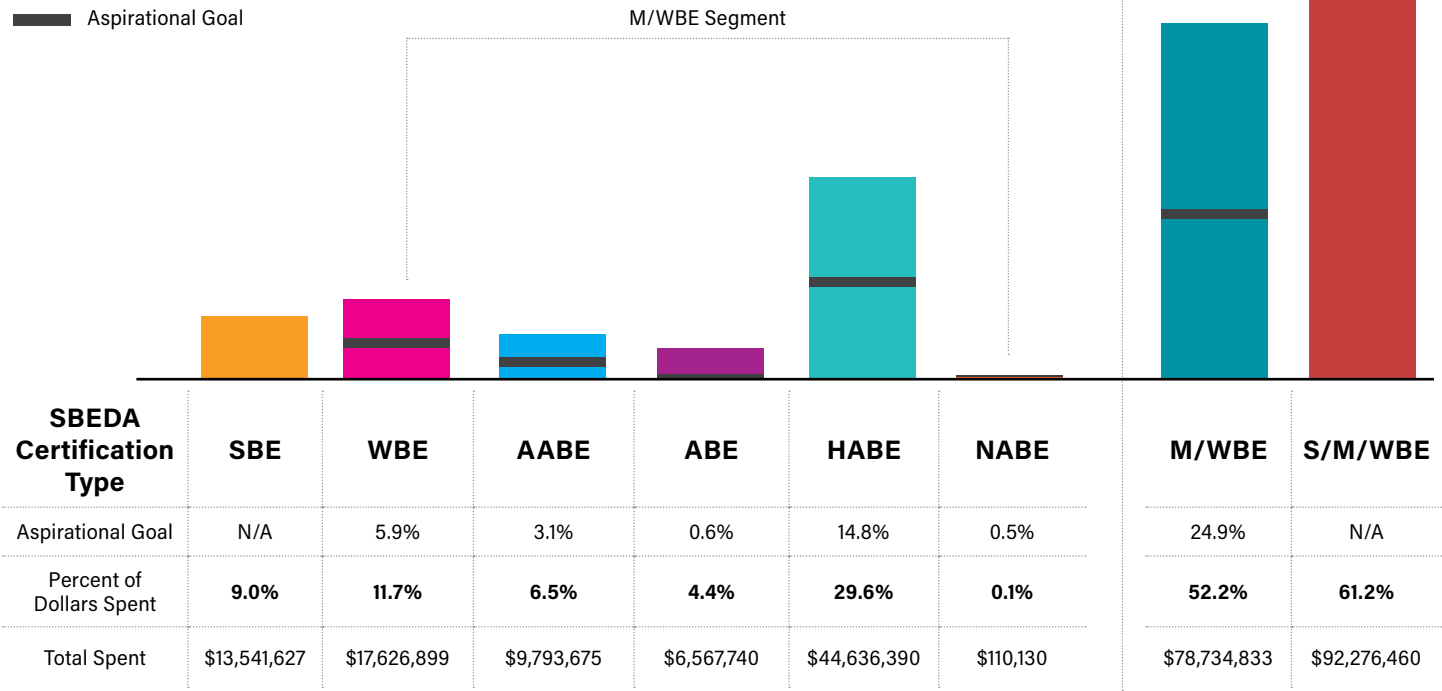


\* Total WBE = \$48,597,155 or 10.7% was paid to all WBEs (WBEs and W/MBEs)



# Subcontractor Utilization Summary

Total: \$150,728,218



\* Total WBE = \$37,278,956 or 24.7% was paid to all WBEs (WBEs and W/MBEs)

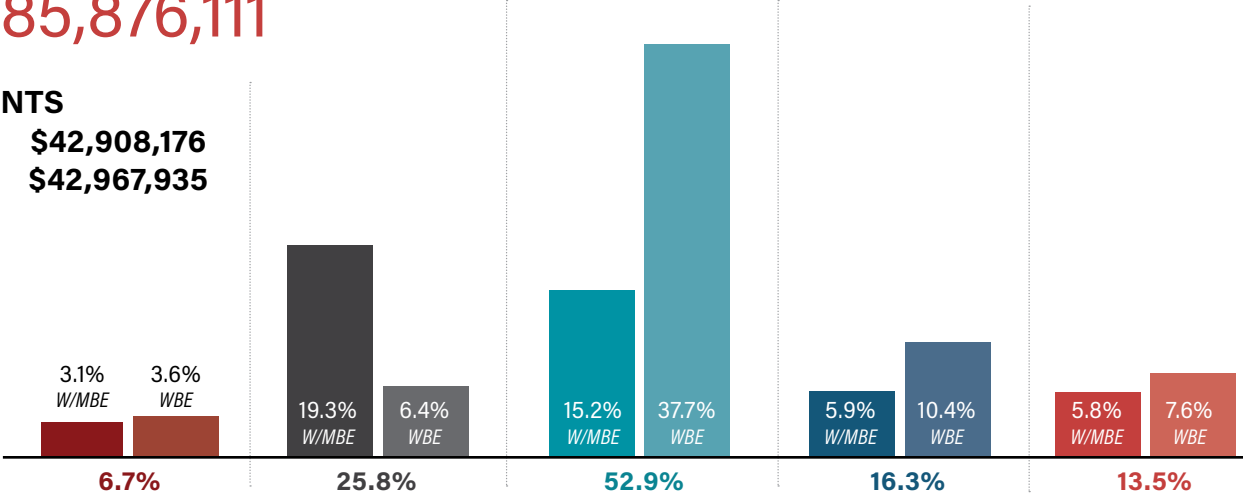
# Utilization Of All Women Owned Business






Total: \$85,876,111

## TOTAL PAYMENTS

WBE & MBE: \$42,908,176






WBE ONLY: \$42,967,935



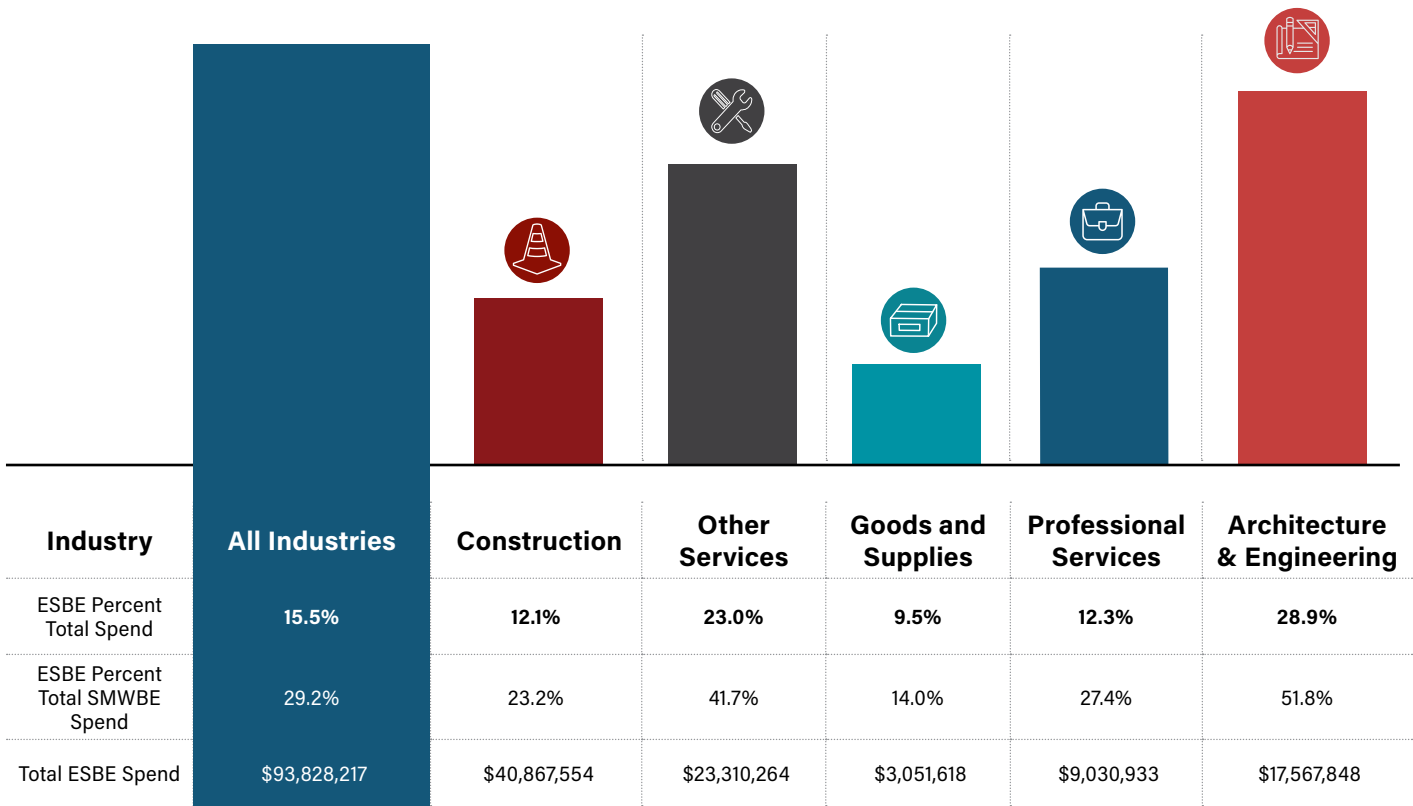
Industry					
	Construction	Other Services	Goods and Supplies	Professional Services	Architecture & Engineering
WBE & MBE	\$10,535,755	\$19,619,989	\$4,861,290	\$4,344,997	\$3,546,146
WBE Only	\$12,044,532	\$6,518,828	\$12,093,331	\$7,661,272	\$4,649,972
Total	\$22,580,287	\$26,138,816	\$16,954,622	\$12,006,268	\$8,196,118



# Utilization of All Woman Owned Businesses Continued

SBEDA CERTIFICATION TYPE	 Construction	 Other Services	 Goods and Supplies	 Professional Services	 Architecture & Engineering
WBE	3.6%	6.4%	37.7%	10.4%	7.6%
	\$12,044,532	\$6,518,828	\$12,093,331	\$7,661,272	\$4,649,972
AABE	0.3%	0.3%	9.2%	0.2%	0.0%
	\$935,249	\$347,300	\$2,948,725	\$124,130	\$6,000
ABE	0.0%	0.8%	0.1%	0.0%	2.5%
	\$0	\$829,875	\$36,445	\$16,006	\$1,518,632
HABE	2.8%	18.2%	5.8%	5.7%	3.3%
	\$9,599,920	\$18,442,814	\$1,876,121	\$4,204,861	\$2,021,513
NABE	0.0%	0.0%	0.0%	0.0%	0.0%
	\$585	\$0	\$0	\$0	\$0
Total	\$22,580,287	\$26,138,816	\$16,954,622	\$12,006,268	\$8,196,118

# FY 2024 ESBE Percent Total Spend

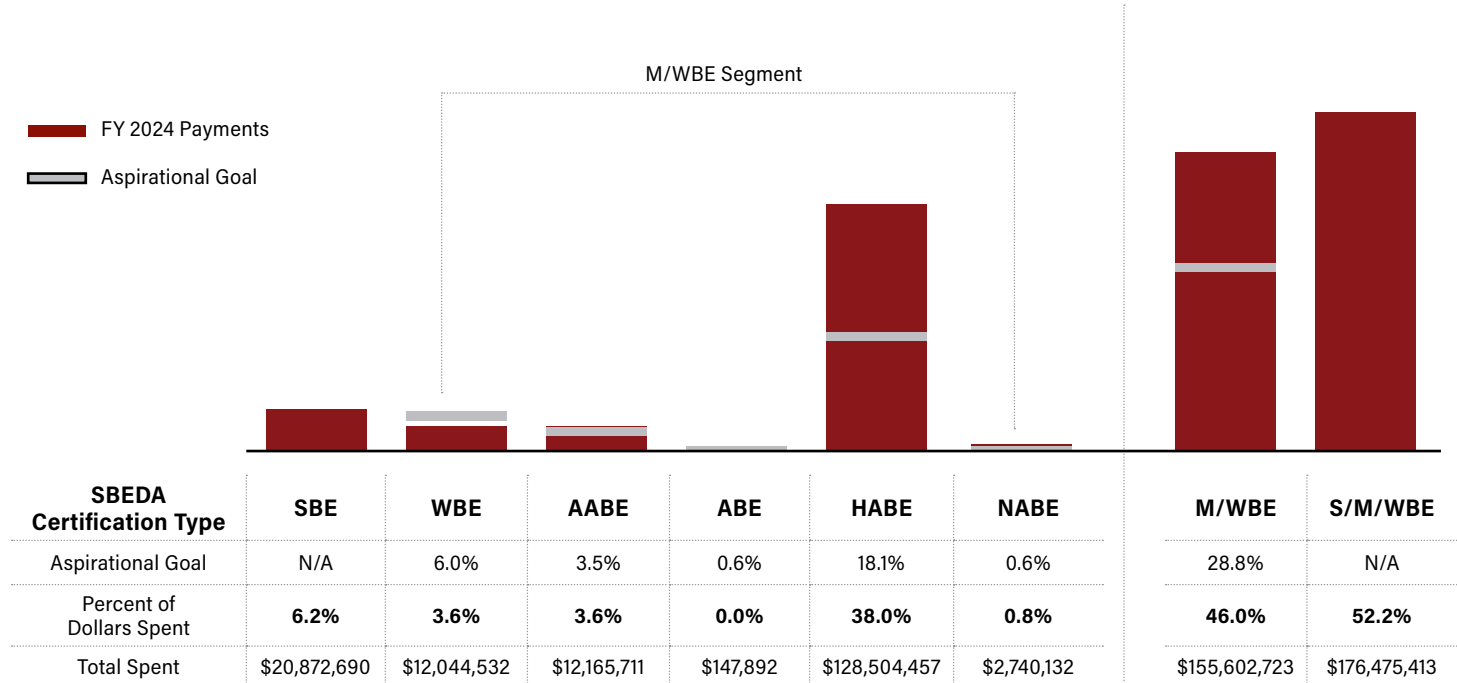




# Construction

Total:  
\$337,979,138

PROJECT EXAMPLES: Roads, Bridges, Fire and Police Stations, Libraries, Senior Centers, and Parks



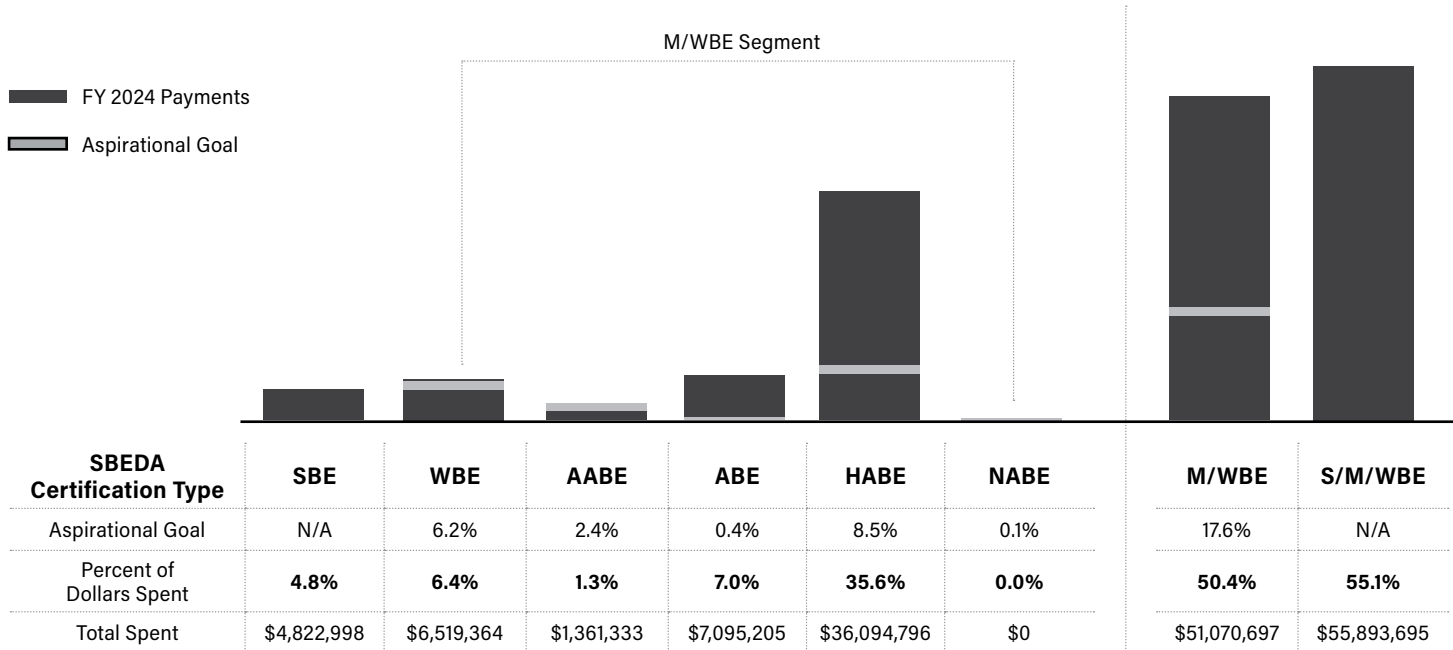
\*Total WBE = \$22,580,287 or 6.7% was paid to all WBEs (WBEs and W/MBEs)



# Other Services

Total:  
\$101,417,705

PROJECT EXAMPLES: Janitorial, Landscaping, Mechanical, Electrical, Plumbing, and HVAC Services



\*Total WBE = \$26,138,816.40 or 25.8% was paid to all WBEs (WBEs and M/WBEs)

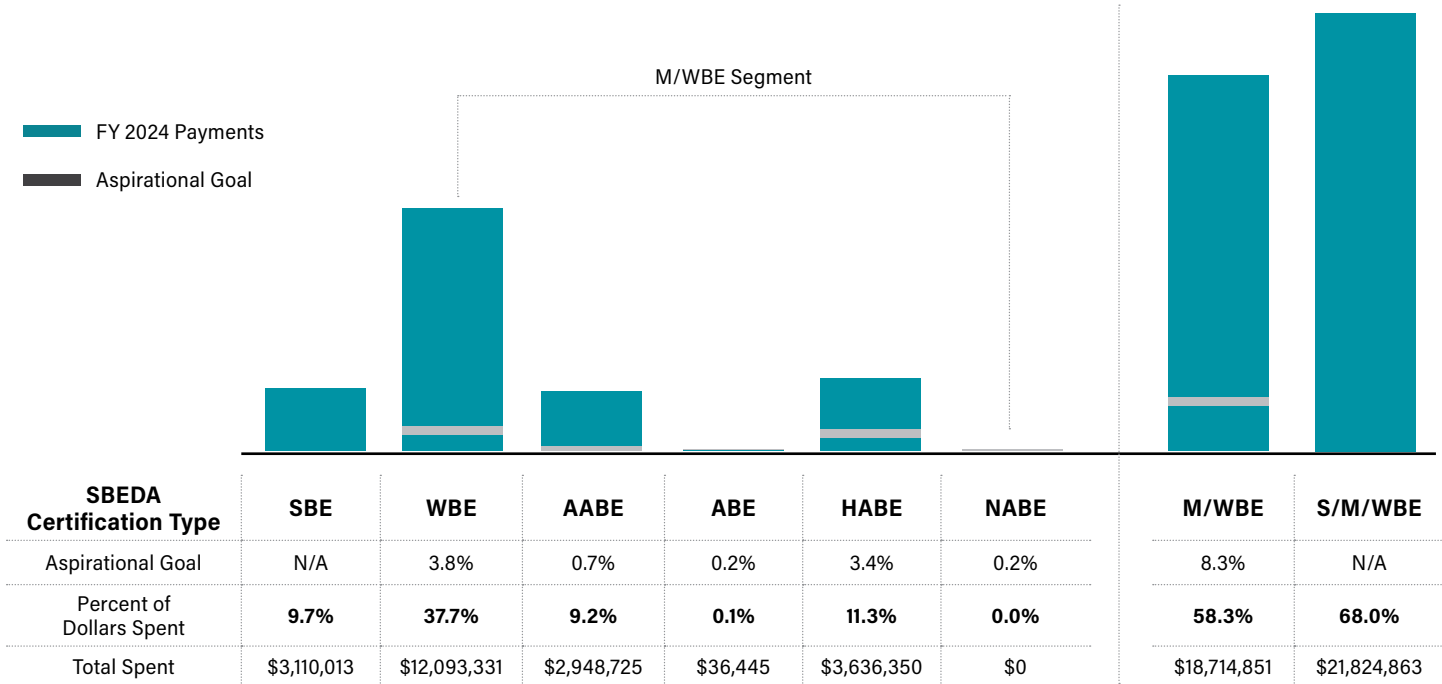




# Goods & Supplies

Total:  
\$32,074,473

PROJECT EXAMPLES: Uniforms, Office Supplies, IT Software and Hardware, Furniture, and Auto Parts



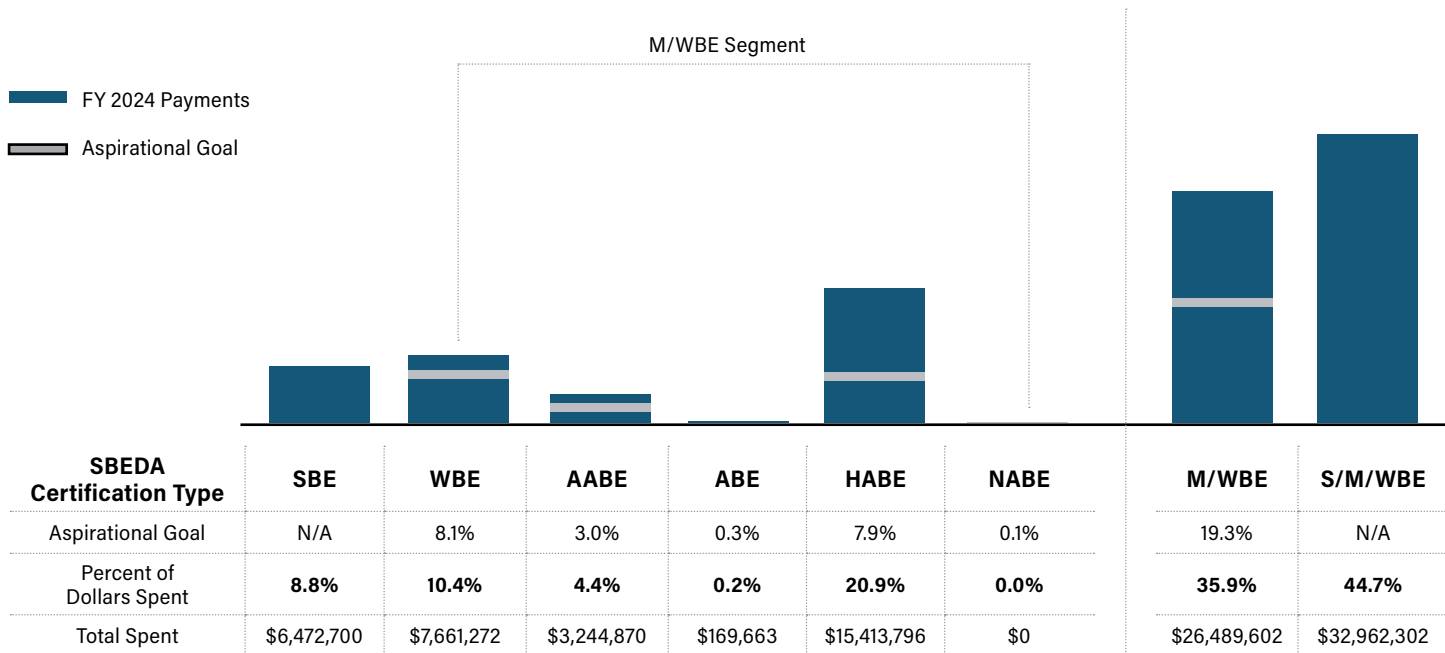
\*Total WBE = \$16,954,621.61 or 52.9% was paid to all WBEs (WBEs and W/MBEs)



# Professional Services

Total:  
\$73,712,580

PROJECT EXAMPLES: Finance, Consulting, Marketing, Advertising, Medical Services, and Management & Training Services



\*Total WBE = \$12,006,268.33 or 16.3% was paid to all WBEs (WBEs and W/MBEs)

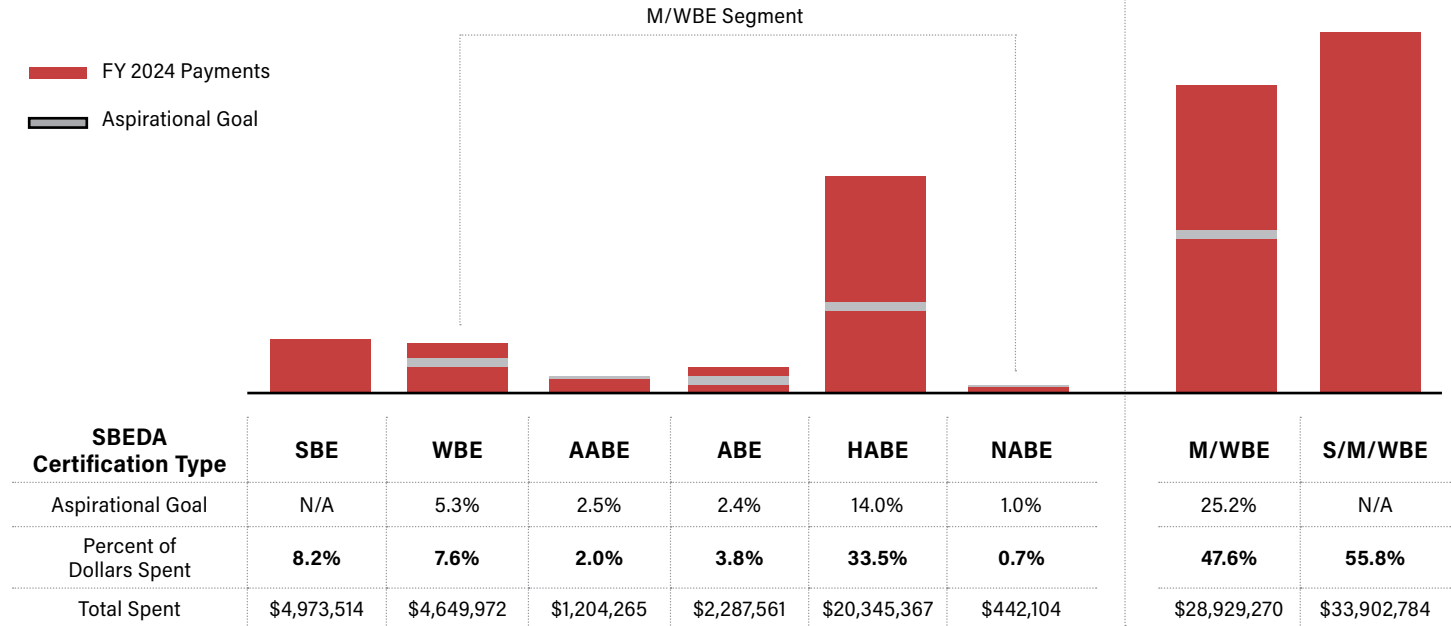




# Architecture & Engineering

Total:  
\$60,801,738

PROJECT EXAMPLES: Designing Parks, City Buildings, Drainage, Infrastructure, Utility Functions, and Engineering Consulting Services



\*Total WBE = \$8,196,117.82 or 13.5% was paid to all WBEs (WBEs and W/MBEs)

# SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY PROGRAM (SBEDA)



**ECONOMIC  
DEVELOPMENT**

**Economic Development Department**

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