

... FY ...  
**2017**



# SMALL BUSINESS OFFICE

## ANNUAL REPORT



CITY OF SAN ANTONIO  
**ECONOMIC DEVELOPMENT  
DEPARTMENT**



# SMALL BUSINESS PROGRAMS

Small businesses play a key role in the development of a thriving regional economy. Research has shown that economic growth is highly correlated with the presence of many small businesses and entrepreneurs. The strength of San Antonio's economy reflects this research, as small businesses make up 97% of employer firms in the San Antonio metro area. **In order to stimulate a thriving entrepreneurial climate and promote the growth of small businesses, the City of San Antonio's Economic Development Department (EDD) has implemented various programs and initiatives to help small businesses succeed, whether they are at the ideation, startup, or growth phase.** These programs and initiatives also address findings from the 2015 Disparity Study conducted by EDD, which showed that local small, minority, and women-owned businesses (S/M/WBEs) experience various disparities in the public and private sector, such as lack of access to capital or low utilization in public-sector contracting.

## START YOUR BUSINESS

The main program that focuses on ideation and startups is **Launch SA**, which is an entrepreneurial resource center administered in partnership with LiftFund. Launch SA guides individuals as they explore their business ideas and also connects those individuals, or existing small businesses, with various business resources that are established in the community. Launch SA also offers various programming and business consulting to assist entrepreneurs. In an effort to consolidate entrepreneurial resources, the City's **Small Business Liaison** is located at Launch SA to help guide individuals through the licensing and permitting process if they are establishing or expanding a business in San Antonio.

## GROW YOUR BUSINESS

Other programs implemented by EDD help small businesses through the growth phase, such as the **Loan Buy Down Program**, which is also administered in partnership with LiftFund. This program provides qualifying small businesses zero (0) percent interest loans between \$500 and \$50,000 to help those businesses gain greater access to capital. In addition to the Loan Buy Down Program, EDD manages the **Small Business Economic Development Advocacy (SBEDA) program**, which leverages the City's purchasing power to build the capacity of S/M/WBEs by applying procurement incentives and requirements to City solicitations, which eliminates barriers to competition and provides City contracting opportunities. The SBEDA program also established the **Business Empowerment Plan**, which is administered in partnership with the Alamo Colleges District and provides capacity-building education and mentoring to small businesses.

Combined, these small business programs are advancing the entrepreneurial climate and building the capacity of local S/M/WBEs to create a more prosperous San Antonio economic landscape.

# FY 2017 | HIGHLIGHTS

- Approximately **\$246 million was paid to local S/M/WBEs**, representing **49% of the City's contractual spending** on contracts in which the SBEDA program applied. This level of utilization represents the largest spend to date since the establishment of the SBEDA program in 1992, in which a disparity study found that only 10% of City contract dollars were paid to local S/M/WBEs.
- The application of the SBEDA program to the 2017 Bond Mass Selection process resulted in an estimated **65% of all dollars to be paid to S/M/WBEs**.
- Launch SA hosted the first annual San Antonio Entrepreneurship Week (SAEW). **More than 1,100 people attended**. SAEW featured 50 sessions and 80 speakers at 10 venues throughout downtown San Antonio to inspire individuals to start their own business.
- During National Small Business Week, Venture Challenge, a pitch competition managed by Launch SA, **awarded \$48,000 to five (5) diverse businesses** to help grow their business.
- Six (6) small businesses graduated from the City's Business Empowerment Plan last fiscal year. To date, small businesses graduating from the program have reported **collective revenue increases of \$61 million and the creation of 60 jobs**.



## A LOOK INSIDE

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# WHAT IS SBEDA?



The San Antonio City Council authorized the first Small Business Economic Development Advocacy (SBEDA) Ordinance in 1992, after a disparity study indicated only 10% of the City's purchases came from S/M/WBEs. Over the years and as recent as 2016, City Council has approved revisions to the Ordinance. The SBEDA Ordinance requires individual review of contracts to determine the most appropriate tool(s) to promote the participation of local S/M/WBEs on City contracts. The contract-by-contract reviews are conducted by the Goal Setting Committee (GSC), and the tools which it applies range from evaluation preference points for prime respondents, to subcontracting provisions. In addition, the GSC establishes annual aspirational goals that serve as benchmarks to measure the effectiveness of the SBEDA Program.



## ACRONYM GUIDE

**AABE** • African American Business Enterprise

**ABE** • Asian American Business Enterprise

**HABE** • Hispanic American Business Enterprise

**NABE** • Native American Business Enterprise

**SBE** • Small Business Enterprise

**WBE** • Women Business Enterprise (that is not also certified as an MBE)

**M/WBE** • Minority and/or Women Business Enterprise

**SBE (not M/WBE)** • Small Business Enterprise (that is not also certified as an M/WBE)

**S/M/WBE** • Small, Minority, and/or Women Business Enterprise

**ASPIRATIONAL GOAL** • Utilization benchmark based on the availability of firms

**SEGMENTED ASPIRATIONAL GOALS** • Utilization benchmarks for specific ethnic and gender groups based on the availability of firms

## VENDOR ORIENTATION:

### LEARN MORE ABOUT THE SBEDA PROGRAM

To learn more about doing business with the City, the Small Business Office hosts Vendor Orientations where a variety of City departments, including **Aviation, Economic Development, Finance, and Transportation and Capital Improvements**.

### TOPICS INCLUDE

- Proposal Development
- Managing Your SAePS Profile
- SBEDA Program Requirements

**95%** || 95 percent of businesses have found this event helpful

**100%** || 100 percent of businesses would refer it to a friend

Find out when the next Vendor Orientation is scheduled. [www.SanAntonio.gov/SBO/Media-Resource-Center/Events](http://www.SanAntonio.gov/SBO/Media-Resource-Center/Events)

# AM I ELIGIBLE?



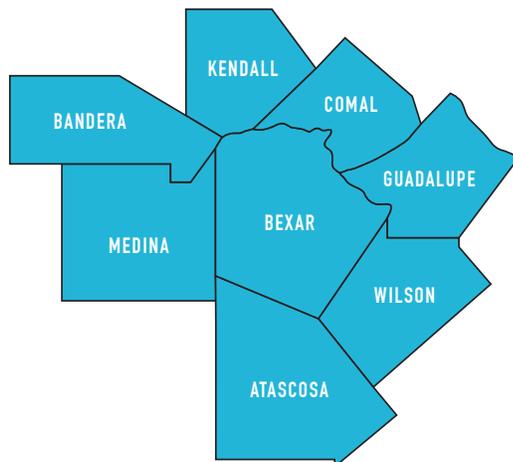
**01** Businesses must be certified as a S/M/WBEs through the South Central Texas Regional Certification Agency (SCTRCA)

**IF YOU ARE READY TO BE CERTIFIED**

contact the SCTRCA at (210) 227-4722 or visit [SCTRCA.org](http://SCTRCA.org) to begin the application process.



**02** Businesses must be headquartered or demonstrate “significant business presence” within the San Antonio Metropolitan Statistical Area (SAMSA), which includes Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina, and Wilson counties. Businesses demonstrate significant business presence by maintaining an office within the SAMSA for at least one year, from which 20% of its total employees are regularly based.



**03** Businesses ready, willing, and able to perform on City contracts must register online in the San Antonio Electronic Procurement System (SAePS), which serves as the City’s Central Vendor Registry (CVR).

**BENEFITS OF REGISTERING IN THE CVR**



NOTICE OF UPCOMING CONTRACT OPPORTUNITIES



ELECTRONIC BIDDING

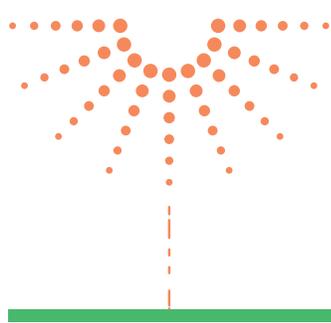


RECEIVE IMPORTANT SOLICITATION UPDATES

**IF YOU ARE READY TO BE REGISTERED**

in SAePS and do business with the City, contact the City of San Antonio Finance Department at (210) 207-0118 or visit [SanAntonio.Gov/Purchasing/SAePS.aspx](http://SanAntonio.Gov/Purchasing/SAePS.aspx).





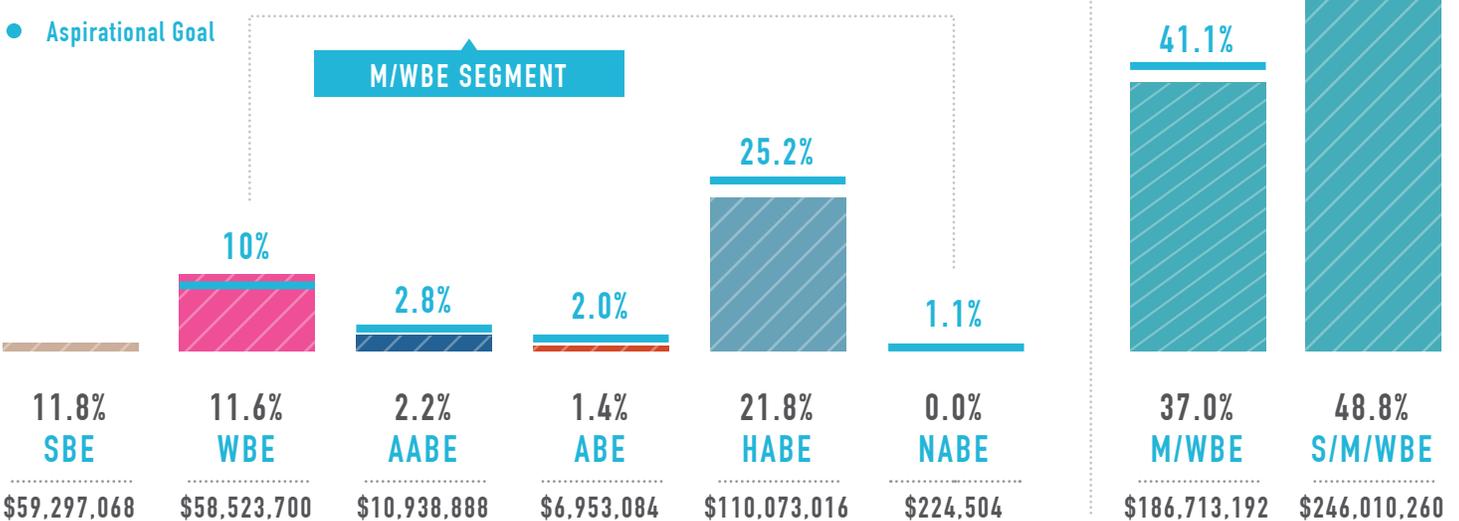
\$246 million was paid to 503 S/M/WBEs, representing 49% of the City's contractual spending on contracts in which the SBEDA program applied.



# S/M/WBE UTILIZATION SUMMARY

TOTAL | \$504,179,886

● Aspirational Goal



\* Please note that the data in this annual report represents actual payments on contracts awarded under the City's SBEDA Ordinances 2010-06-17-0531 and 2016-05-19-0367. Payments not included in this data from sole-source purchases and emergency purchases will be represented in the City's disparity study projected for release in 2023. Also not included are payments from contracts and agreements with a value under \$50,000, as well as purchases made under the Disadvantaged Business Enterprise Program (DBE), as federal regulations governing minority and women-owned businesses participation have already been applied to those funds. The tables and charts indicate the distribution of dollars paid since the last annual report. The data presented in these reports was generated from the City's Contract Management System (CCMS) on the date referenced and is subject to change as payments to prime and subcontractors are processed and finalized. Specifically, this data encompasses information from October 1, 2016 to September 30, 2017.

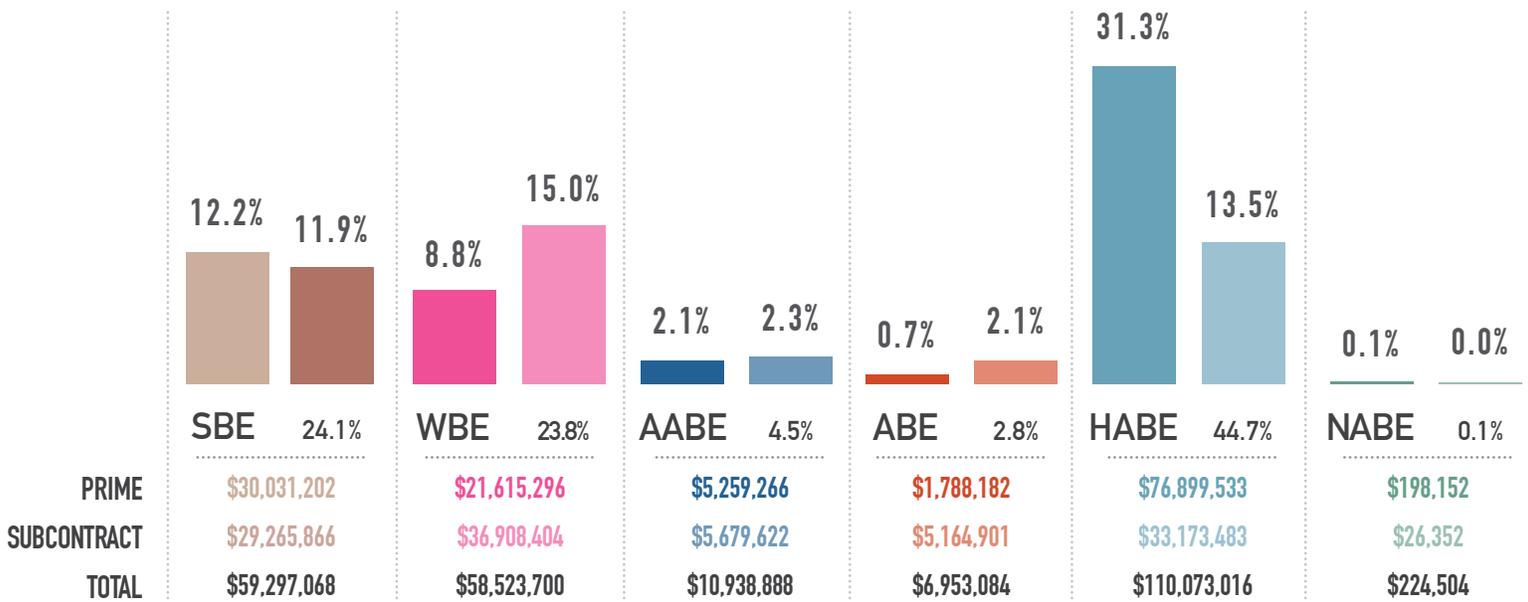
# DISTRIBUTION OF PRIME CONTRACTOR & SUBCONTRACTOR UTILIZATION



**TOTAL S/M/WBE** ..... **TOTAL** \$246,010,260

**PRIME** : \$135,791,632  
**SUBCONTRACT** : \$110,218,628

**MBE SEGMENTED**



## FIRST-TIME CONTRACTS

During FY 2017 12 S/M/WBEs received their first contract from the City of San Antonio.



- **Cal-Tex Interiors:** SBE, MBE, HABE
- **D. Guerra Construction, LLC:** ESBE, SBE, MBE, HABE
- **Four J Traffic Controls, LLC:** ESBE, SBE, WBE
- **Garces Enterprises, Inc.:** ESBE, SBE, MBE, WBE, HABE
- **Henock Construction, LLC:** ESBE, SBE, MBE, HABE
- **Hesi Enterprises, LLC:** ESBE, SBE, MBE, HABE
- **ISI Automation Intl Inc.:** ESBE, SBE, MBE, HABE
- **Jarvis Moore Incorporated:** ESBE, SBE, MBE, AABE
- **Longhorn Propane, LP:** ESBE, SBE
- **Lopez Salas Architects, Inc.:** ESBE, SBE, MBE, HABE
- **MEDwheels, Inc.:** ESBE, SBE, WBE, MBE, HABE
- **S J & J Solutions LLC:** ESBE, SBE, WBE, MBE, AABE



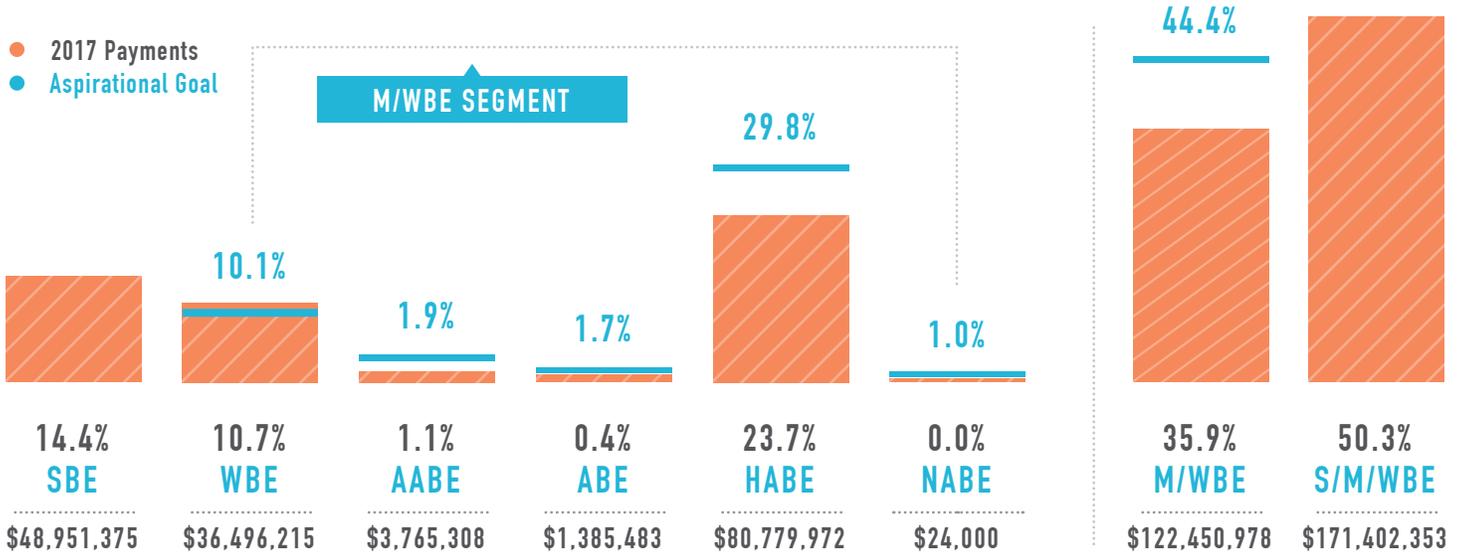


# CONSTRUCTION

EXAMPLES INCLUDE: Roads | Bridges | Fire and Police Stations | Libraries

TOTAL | \$340,818,321

● 2017 Payments  
● Aspirational Goal



**E-Z Bel Construction, LLC (E-Z Bel)** was founded in 1971 by Roy and Lydie Rodriguez as a survey and concrete construction company. Today, E-Z Bel offers a complete line of horizontal construction services and specializes in street, drainage, utility, concrete, and traffic signal work. Their clients include the City of San Antonio, Texas Department of Transportation, Bexar County, CPS, and SAWS, just to name a few.

E-Z Bel doesn't consider themselves just a construction company; they build opportunities through constructing their communities. As the company has expanded over the past 46 years, they have been able to provide more opportunities to their employees to grow both personally and professionally. "We can extend these opportunities to our employees only because the City's SBEDA program gave us our very first opportunity," said now President, Michael Rodriguez.

As a result of the SBEDA Program, E-Z Bel worked as a subcontractor and was able to learn the ins and outs from more experienced general contractors. They were able to apply what they learned and progressed from performing subcontract work to operating independently as a full-service horizontal construction company. "We are extremely grateful for the SBEDA program and will continue to take advantage of the opportunities made available," said Rodriguez. "We wouldn't be where we are today without their help."

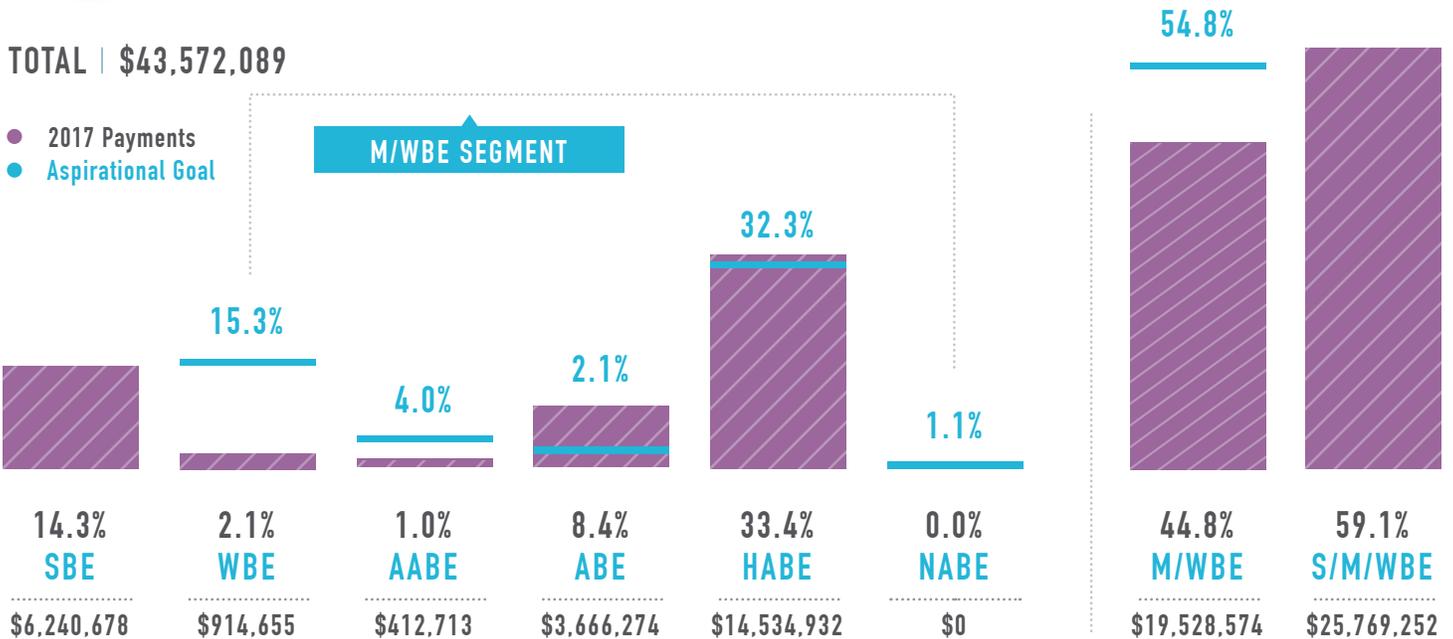


# OTHER SERVICES

EXAMPLES INCLUDE: Janitorial | Landscaping | Mechanical | Electrical | Plumbing | HVAC Services

TOTAL | \$43,572,089

● 2017 Payments  
● Aspirational Goal



**Selrico Services, Inc.**, established in 1994 by John R. “Rick” Aleman, provides food service, custodial service, facilities maintenance, operations and logistics, and other infrastructure support services to both the public and private sectors. Selrico has proudly supported U.S. military operations and international disaster relief missions across the world, operating on three continents, in multiple countries, and in 27 states. Selrico has also provided disaster relief services in Texas, Louisiana and Mississippi after hurricanes Katrina, Rita and most recently, Harvey.

Selrico is a proud vendor of the City of San Antonio through food service and custodial service contracts, while also providing economic opportunities for 12 small business subcontractors under the SBEDA program. “The aphorism ‘a rising tide lifts all boats,’ used famously by President John F. Kennedy, illustrates the impact of the City’s Small Business Office on Selrico and all other City of San Antonio contractors and subcontractors,” said owner Rick Aleman. “Without the direction and the specific goals of the SBEDA Program, many small businesses in San Antonio would not be able to participate on larger City contracts.”

Selrico serves as a prime contractor and works closely with local small businesses, developing and assisting with their growth. “These men and women and their businesses are the backbone of our community,” said Aleman. “In fact, we look at the City’s certified vendors in the Central Vendor Registry to ensure we gather businesses who can and want to contribute to a project, each doing their part and creating a greater economic impact on San Antonio and its citizens.”

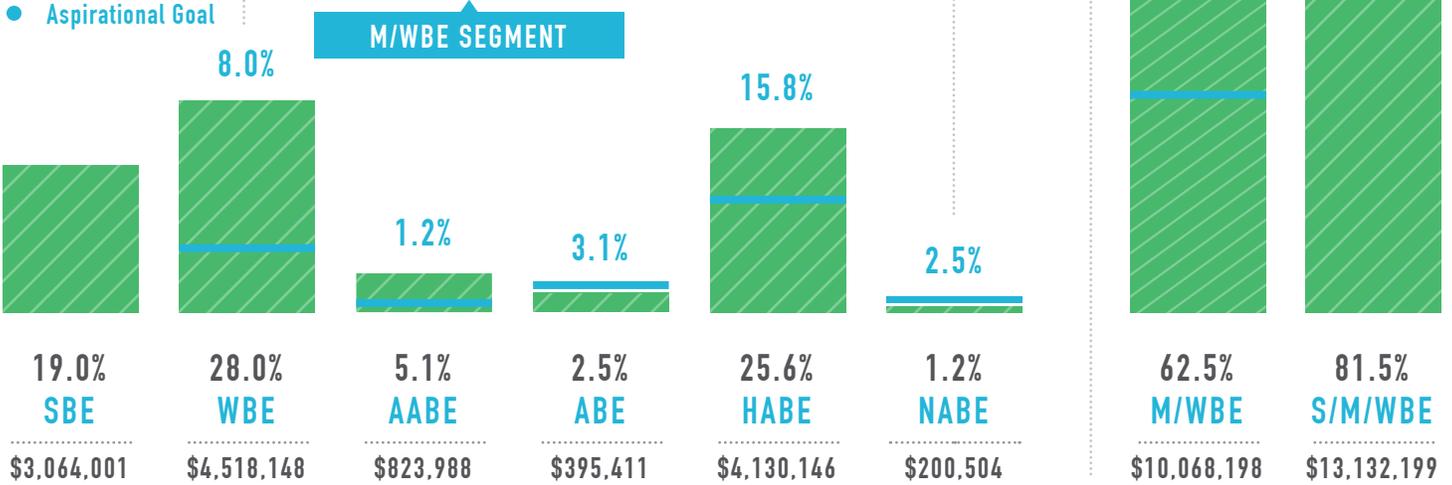


# ARCHITECTURE & ENGINEERING

EXAMPLES INCLUDE: Designing Parks | Buildings | Drainage | Infrastructure

TOTAL | \$16,121,695

- 2017 Payments
- Aspirational Goal



Founded in 2005 by Leonard D. Young, **Young Professional Resources (YPR)** is a consulting engineering firm providing project management, construction management, utility coordination, planning, and design services relating to public infrastructure. YPR's core focus is roadway, water/sewer and drainage infrastructure. The company has designed, constructed, planned, and managed numerous infrastructure projects, many of which were award-winning designs. YPR has a highly qualified staff and uses advanced technologies in the delivery of its projects, taking pride in being on time and under budget.

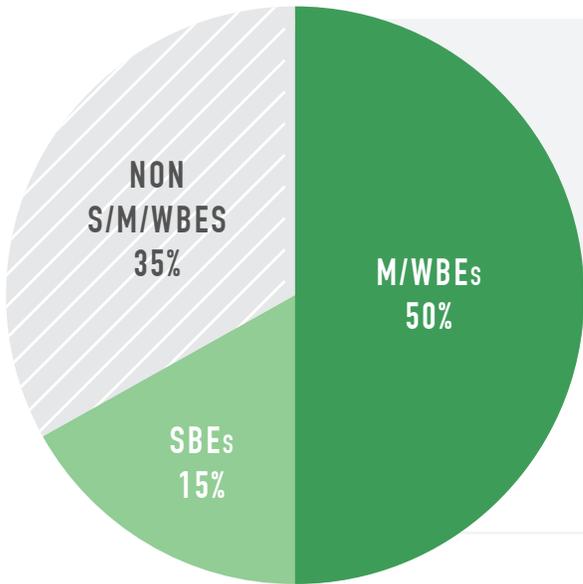
YPR has served as both a prime and sub consultant to many local public agencies, including municipalities, counties, school districts, economic development corporations, water agencies, and housing authorities. YPR has participated in more than 200 projects with an estimated construction value of \$750 million and has provided design services on projects as large as \$7 million and construction management services on projects as large as \$100 million.

"In our thirteen years of being in business in the City of San Antonio and under the SBEDA program, we have found success," said owner Leonard Young. "The program has been a key factor in our success by providing numerous opportunities to demonstrate our skill and capabilities to perform at the highest level, which has opened the door for even more business opportunities."



# ARCHITECTURE & ENGINEERING

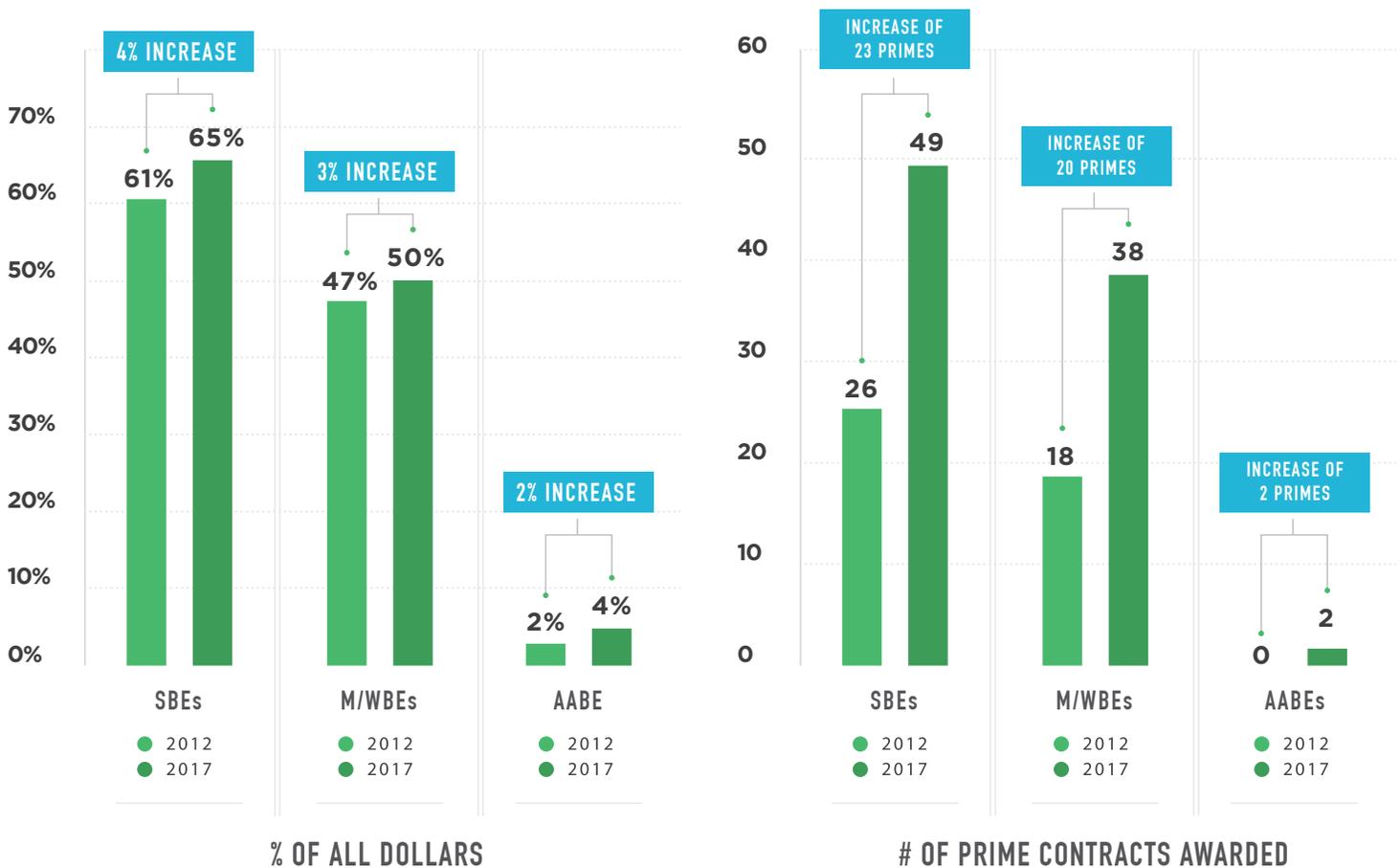
## HIGHLIGHT: 2017 Bond Mass Selection Process



As part of the 2017 Bond Mass Selection process, 79 architect, landscape architect, and engineering firms were awarded contracts that are ready for design. The SBEDA program's application of tools to this selection process resulted in the City achieving the following results:

- 65% of all dollars awarded to SBEs
- 50% of the dollars awarded to SBEs are also M/WBEs
- 4% of the dollars awarded to M/WBEs are also AABE

### S/M/WBE UTILIZATION COMPARISON: 2012 Bond Mass Selection Process vs. 2017 Bond Mass Selection Process



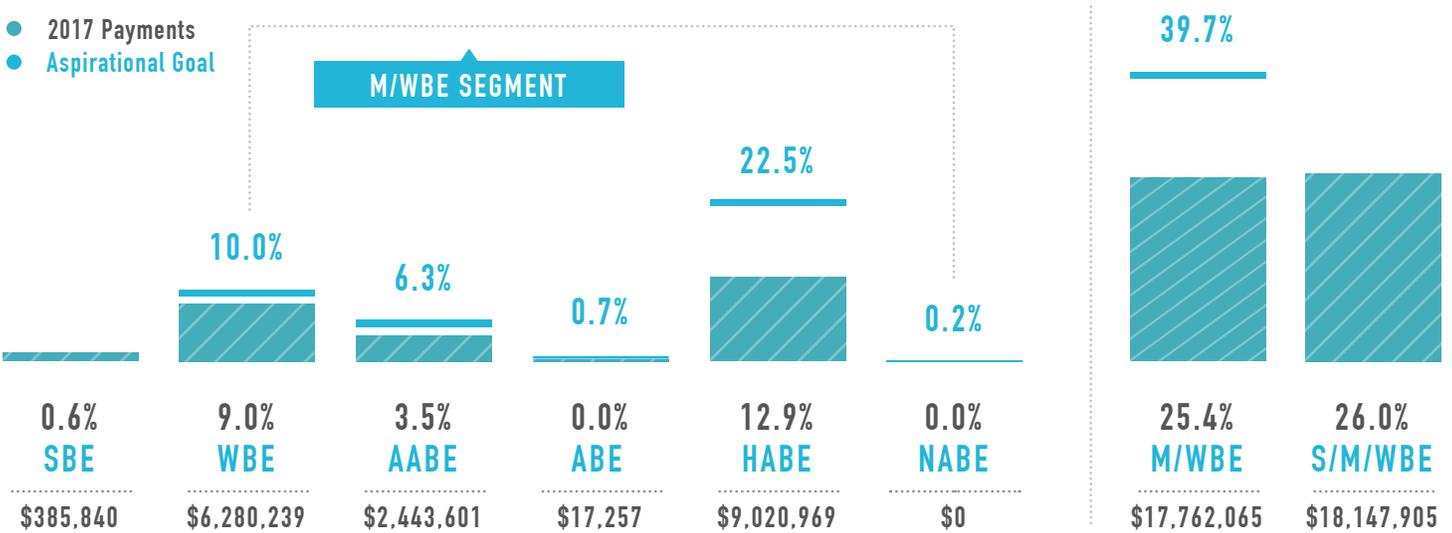


# PROFESSIONAL SERVICES

EXAMPLES INCLUDE: Finance | Consulting | Marketing | Advertising | Medical Services

TOTAL | \$69,890,657

- 2017 Payments
- Aspirational Goal



**Creative Noggin** is an award-winning, full-service, and 100 percent virtual branding, marketing, and communications agency. Founded in 2001, by partners Tracy Marlowe and Trish Rawls, the agency has grown from a 2-person shop consisting of an account director and creative director, to a diverse and talented team consisting of more than 14 advertising, branding, account and public relations executives, media buyers, digital and social media specialists, designers, and copywriters.

Creative Noggin delights clients and consumers across a broad spectrum of industries including development and construction, communications and technology, arts and entertainment, education, healthcare, and travel and tourism. Current clients include the City of San Antonio, Cameron-Brooks, the Fredericksburg CVB, the Georgia O’Keeffe Museum, the Guadalupe Regional Medical Center, GVTC, Pre-K4SA, the San Antonio Zoo and more.

Creative Noggin credits the City’s Small Business Office with playing a significant role in its success. “SBEDA helped prioritize our certification so we were eligible to land an outstanding RFP from the City of SA,” said Tracy Marlowe, Creative Noggin’s principal and partner. “That opportunity has turned into a partnership that’s helped develop our agency and provided us with additional growth opportunities.”

Creative Noggin feels that the SBEDA program exemplifies the Small Business Office’s commitment to the small business community in San Antonio. “We are so appreciative of the doors that have been opened thanks to SBEDA,” said Marlowe.

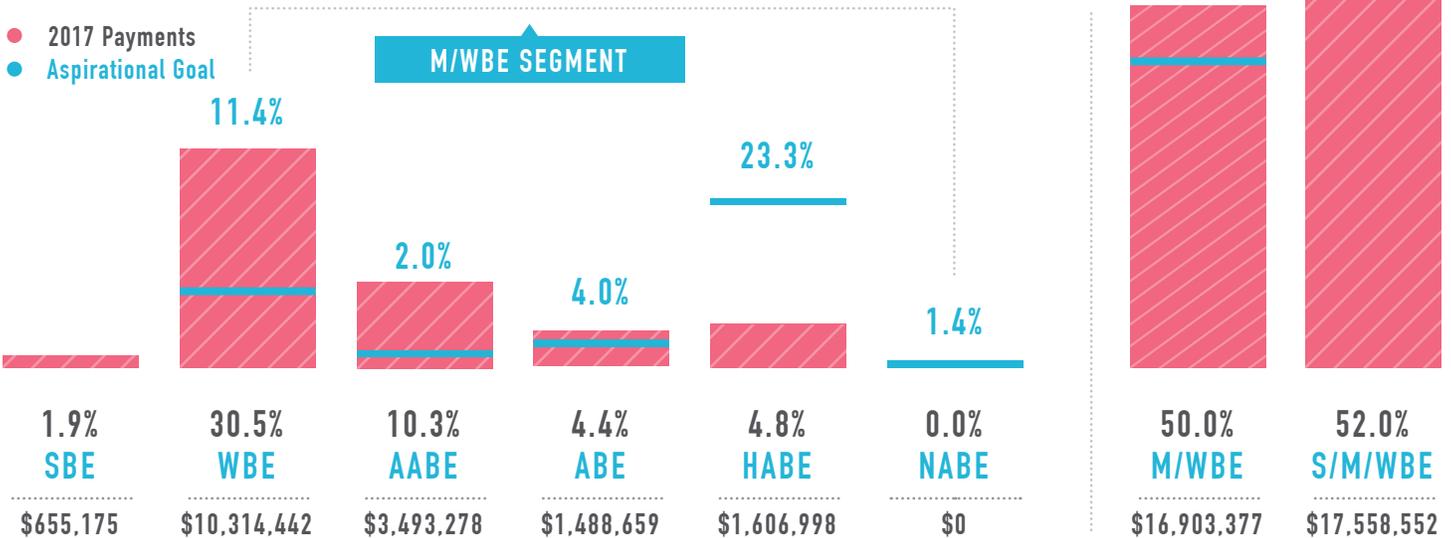


# GOODS & SUPPLIES

EXAMPLES INCLUDE: IT Software and Hardware | Uniforms | Office Furniture | Various Products

TOTAL | \$33,777,125

● 2017 Payments  
● Aspirational Goal



**Safety Supply, Inc.**, is owned by San Antonio natives Horace, Garrett, and Kenneth Wacaser. The company has 18 full-time employees throughout Texas, including San Antonio headquarters and at offices in Fort Worth and Eagle Pass. Since 1983 Safety Supply, Inc., has been one of the leading innovators in personal protective equipment and safety services in the state of Texas. “We truly believe that when the lives of employees are at stake, knowledge and experience matters most,” said owner Garret Wacaser. In 2017, Safety Supply began offering training and risk assessment services, bringing the same professional principles to the safety training market.

With every piece of equipment and training session, they believe that everyone deserves to come home safe from work and that they are bound by honor to ensure the safety and well-being of their customers.

They are honored to serve the public safety market, servicing the SAPD, Bexar County Sherriff’s Department, SAFD, Texas Rangers, U.S. Customs and Border Patrol, and many more. As an official contract holder for tactical body armor at many levels of local and state public safety and law enforcement, Safety Supply, Inc. was selected to develop the state’s first Response Task Force universal body armor kit, also on of the nation’s first. “The City of San Antonio’s Small Business office has been instrumental in helping us grow our business,” said owner Kenneth Wacaser. “It has allowed us to provide our unique custom solutions to entities that we previously would not have been able to reach.”

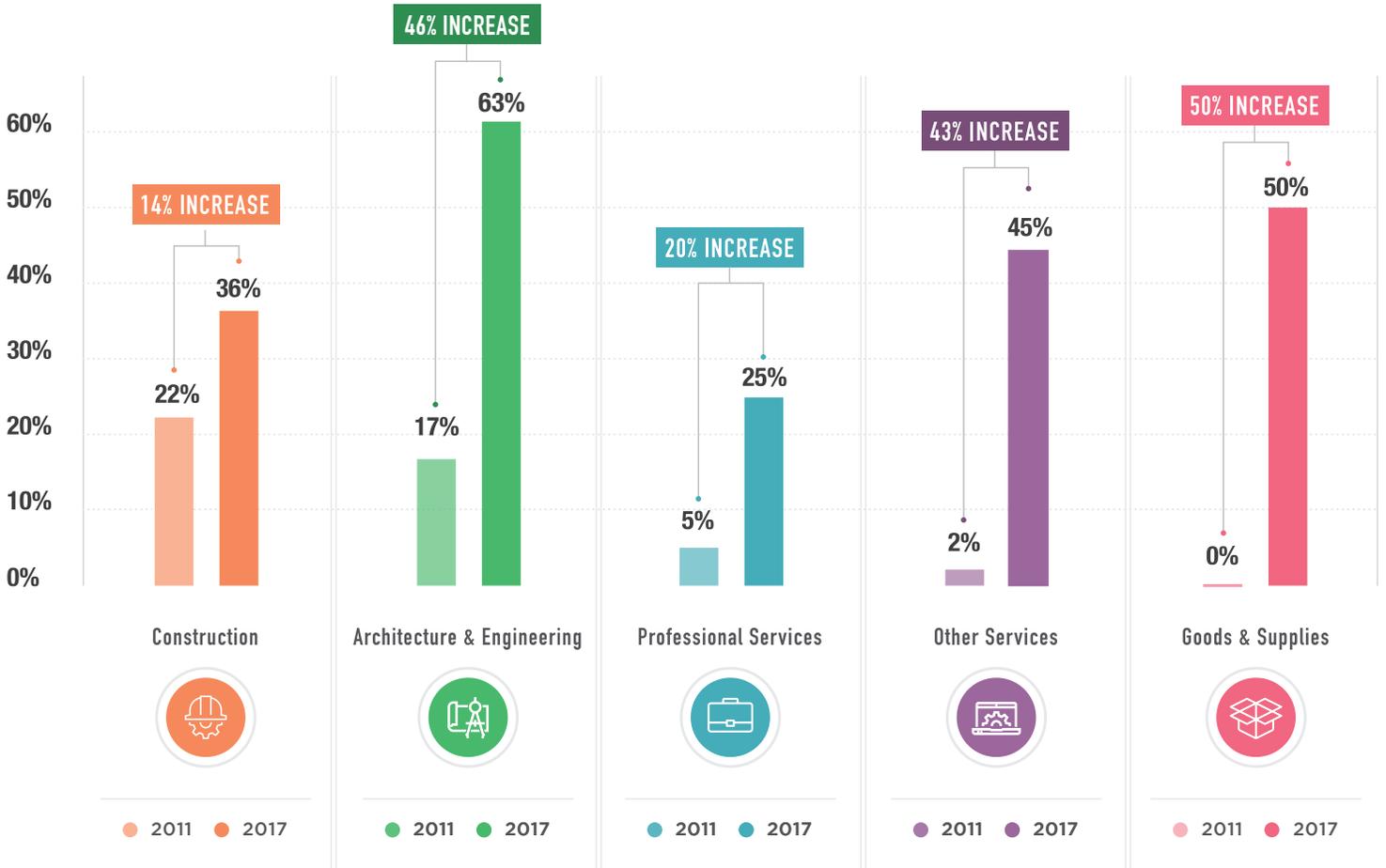
With the ability to work with large and small municipalities such as SAWS, CPS, the City of San Antonio, and the City of Austin, as well as major players in the construction, manufacturing, and oil and gas industries, the company has successfully diversified their customer base. Their focus on employee health and safety has made them a trusted source for safety professionals throughout the state. They look forward to helping both the public and private sectors discover innovative ways to ensure workplace safety while reducing overall costs.

# SBEDA UTILIZATION COMPARISON

## 2011 TO 2017

When comparing the FY 2017 SBEDA Annual Report to the first SBEDA Annual Report covering 2011 through mid-2012, significant progress is being made. Each of the five industry categories the SBEDA Program measures has shown increases, since the amendments to the program in 2011.

### M/WBE UTILIZATION ON CITY CONTRACTS



Overall Increase

● 2011  
● 2017



# ECONOMIC IMPACT STUDY

## THE PURPOSE OF THE STUDY



To measure the economic impact the (SBEDA) Program had on the San Antonio area economy from 2011 through 2015.

## WHAT ARE THE ECONOMIC IMPACTS OF THE PROGRAM?

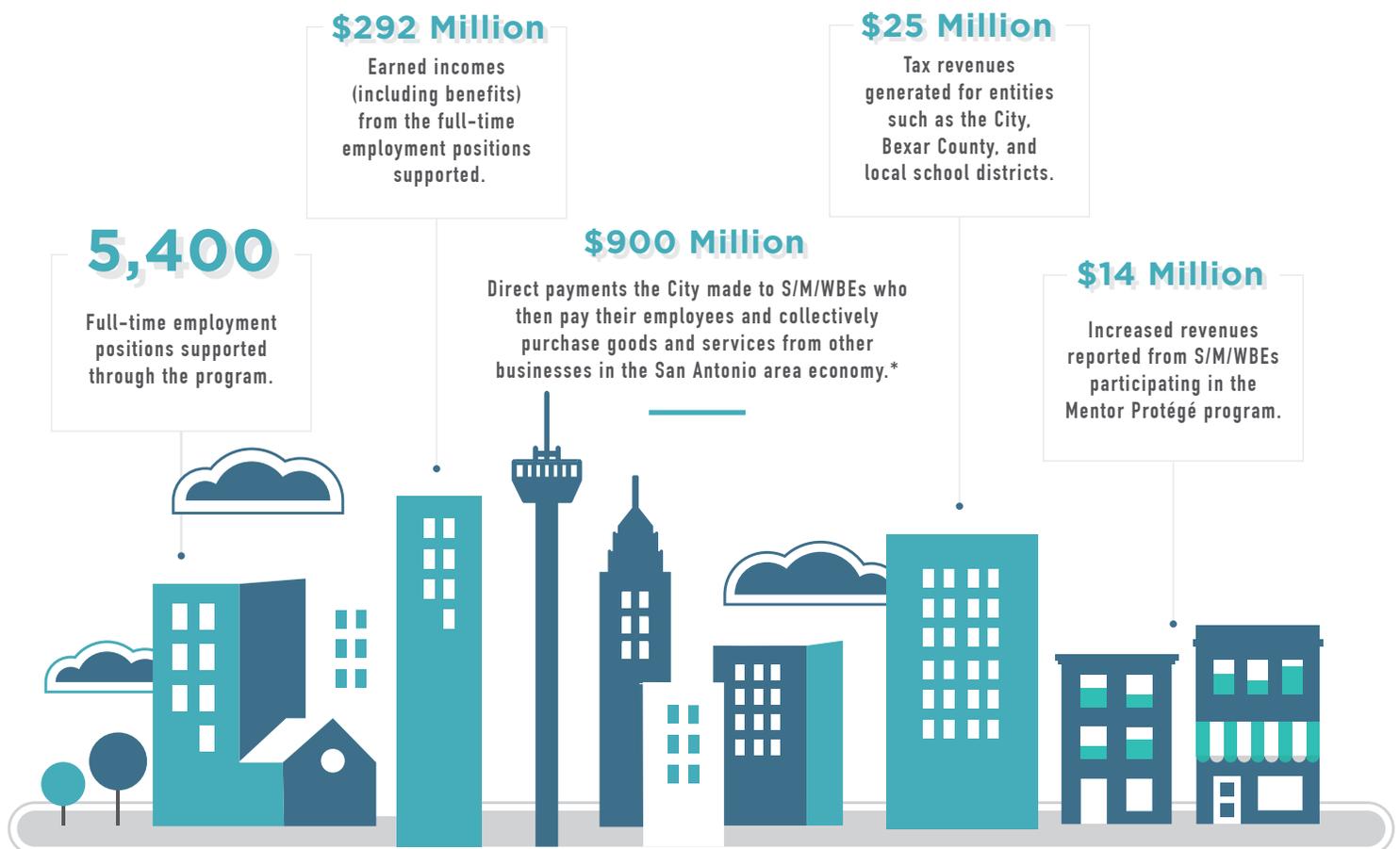
### Direct Impact



Between 2011 and 2015, the City paid \$473 million to S/M/WBEs at both the prime contractor and the subcontractor levels when the SBEDA program was applied to a City contract.

### Multiplier Effect

The \$473 million in direct payments created a multiplier effect in the San Antonio area economy that led to:



\* Of the \$900 million output, \$473 million was paid to S/M/WBEs. The remaining \$427 million was paid to San Antonio businesses that may or may not be S/M/WBEs.

\* Study conducted by Steve Nivin, Ph.D. of the SABER Research Institute.

# SBAC



The Small Business Advocacy Committee (SBAC) is an 11-member body representing individual the City Council members and the Mayor. The committee advises the Mayor, the City Council, and the City Manager on business issues, goals, and related policies concerning S/M/WBEs that are ready, willing, and able to do business with the City, under the policies set forth in the SBEDA Ordinance. In addition, it makes recommendations concerning modifications of programs and procedures established in the SBEDA Ordinance.

**Regular meetings are held every month at the offices of the City's Economic Development Department.**

## Mayoral\*

Christopher Herring: Texas Association of African-American Chambers of Commerce

## District One

Siew Pang: Sunshine Medical Uniforms

## District Two

Michael Hall: New Kids on the Block Learning Center  
SBAC Vice Chair

## District Three\*

Jane Thomas: Apple Specialty Advertising  
SBAC Chair

## District Four

Juanita Sepulveda: Liberty National Life Insurance Company

## District Five

Jesus Rodriguez: EGR Contracting, LLC

## District Six

Randy Elgin: Keller Williams Realty

## District Seven\*

Irene Chavez: La Maestra Consulting

## District Eight

Roland F. Gonzales: Cokinos, Bosien, & Young

## District Nine

Steven Gonzales: Vickrey & Associates

## District Ten

Jonathan Delmer

## DIVERSITY ACTION PLAN

The Diversity Action Plan outlines various strategies that promote equitable utilization of S/M/WBEs on City contracts that is reflective of the San Antonio business community. Implemented in January 2013, the Diversity Action Plan was developed with input from City staff, advocacy groups, trade organizations, and chambers of commerce, as well as research on best practices from municipalities across the country. The Diversity Action Plan includes a variety of strategies and objectives that include, outreach, identification, certification, and registration of S/M/WBEs, effective solicitation planning, capacity building programs, continued implementation of the SBEDA program, and access to capital. Since the Diversity Action Plan was implemented, the City of San Antonio has made great strides in the utilization of S/M/WBEs on City contracts, and the Diversity Action Plan has served a large role in facilitating those efforts. One major success of the Diversity Action Plan centers on the utilization of AABEs on City contracts, as their utilization increased from **\$273,109 in FY 2011/FY 2012 to \$10,938,888 in 2017**. In collaboration with the Diversity Action Plan Oversight Subcommittee, updates to strengthen the Diversity Action Plan will be brought to City Council for approval in FY 2018.



\*Serves on the Diversity Action Plan Subcommittee

# BUSINESS EMPOWERMENT PLAN



The City of San Antonio continues its efforts to build the capacity of the local S/M/WBEs community through the Bonding Assistance and Mentor Protégé Programs, collectively referred to as the Business Empowerment Plan. Administered in partnership with the Alamo Colleges District, both programs begin with the first phase, which is a series of courses that participants complete called the Small Business Boot Camp. After participants complete the classes, they move onto a second phase of the program.

## 2017 Graduating Class and Mentors



## PHASE I: SMALL BUSINESS BOOT CAMP

### EXAMPLES INCLUDE:

-  • How to Write a Business Plan
-  • Access to Credit
-  • Marketing
-  • Managing Your Financials
-  • Sustainable Business Practices
-  • Legal

## PHASE II:

### A: MENTOR PROTÉGÉ PROGRAM

-  • Paired with a mentor for up to two years

### B: BONDING ASSISTANCE PROGRAM

-  • Become eligible for a letter of credit to enhance their bonding capacity

## HIGHLIGHTS

- **150+** S/M/WBEs Assisted
- **50** Graduates Since 2012
- **\$61 million**, or 24% increase, in revenues by graduates since entering the program
- **60 jobs created** by graduates since entering the program



**LAUNCH SA** is the first stop where entrepreneurs, startups, and small business owners can get personal support, information, resources, market data and guidance to start and maintain their businesses. Through a partnership with LiftFund, Launch SA offers business counseling, referrals to community resource partners, workshops, networking opportunities, and tailored programming created especially for the San Antonio entrepreneurial community. Various community resource partners such as the LiftFund Women's Business Center and SCORE are also located at Launch SA. The **City's Small Business Liaison** is also located at Launch SA and is the first stop for businesses needing assistance with licensing and permitting, as well as other regulatory issues.



**Venture Challenge SA:** Hosted during National Small Business Week, Venture Challenge is a pitch competition managed by Launch SA that awarded \$48,000 to five (5) diverse businesses in FY 17. The program challenges entrepreneurs to create and achieve personalized business milestones over a period of time in hopes of being awarded funding, as well as furthering the entrepreneur's team, product, and company. This year's grand prize and audience award winner, NovoThelium, is a biotechnology startup that is developing a scaffold for nipple regeneration for patients who have undergone a mastectomy.



**1 Million Cups & Pitch Tab:** Similar programs that allow local entrepreneurs an opportunity to present their business ideas to an audience of fellow entrepreneurs, advisors, and mentors via a live presentation with audience feedback and questions. Over 1,700 attendees attend 1 Million Cups and Pitch Tab each year to help guide our local entrepreneurs.



**San Antonio Entrepreneurship Week (SAEW):** Inspires individuals to take the leap toward entrepreneurship by providing education and highlighting various entrepreneurial resources in the San Antonio community. FY 2017 was the first time Launch SA hosted SAEW. More than 1,100 people attended the event, which featured 50 sessions and 80 speakers at 10 venues throughout downtown San Antonio. The five-day event showcased various industries, including technology, arts and culture, cuisine, and fashion.



**Break Fast and Launch:** A culinary business accelerator in San Antonio that works one on one with entrepreneurs and startups in the culinary industry to provide accounting, marketing, and real estate and business plan creation.

# RESULTS



**Launch SA** is achieving its mission to help entrepreneurs and small business owners as shown through the following outcomes.

## Launch SA Reported Results



**7,545 Unique Walk-Ins**



**3,204 Program Participants**



**1,679 Referrals**



**91 Resource Partners**



**1,444 Business Consulting Hrs.**



**724 Events Hosted**



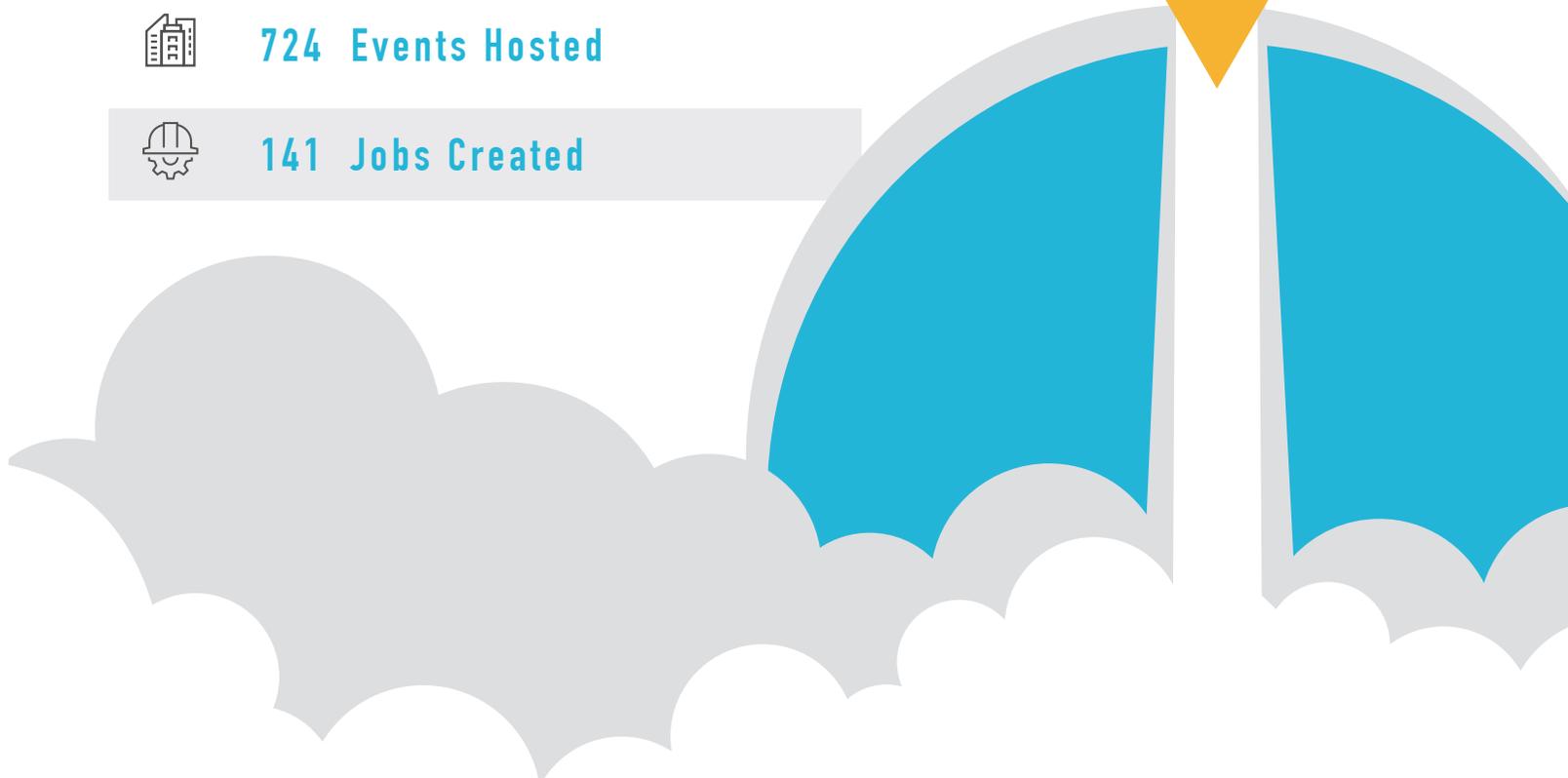
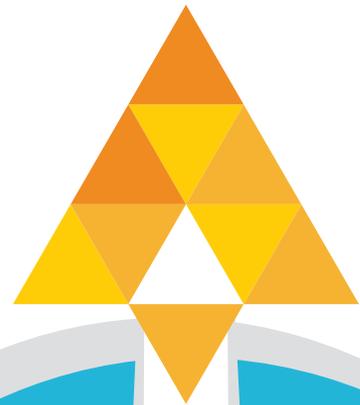
**141 Jobs Created**

### Contact Launch SA:

- San Antonio Central Branch Library  
600 Soledad St.  
San Antonio, TX 78205
- 210-598-6623
- [info@launchSA.com](mailto:info@launchSA.com)

### Small Business Liaison:

- 210-207-3903

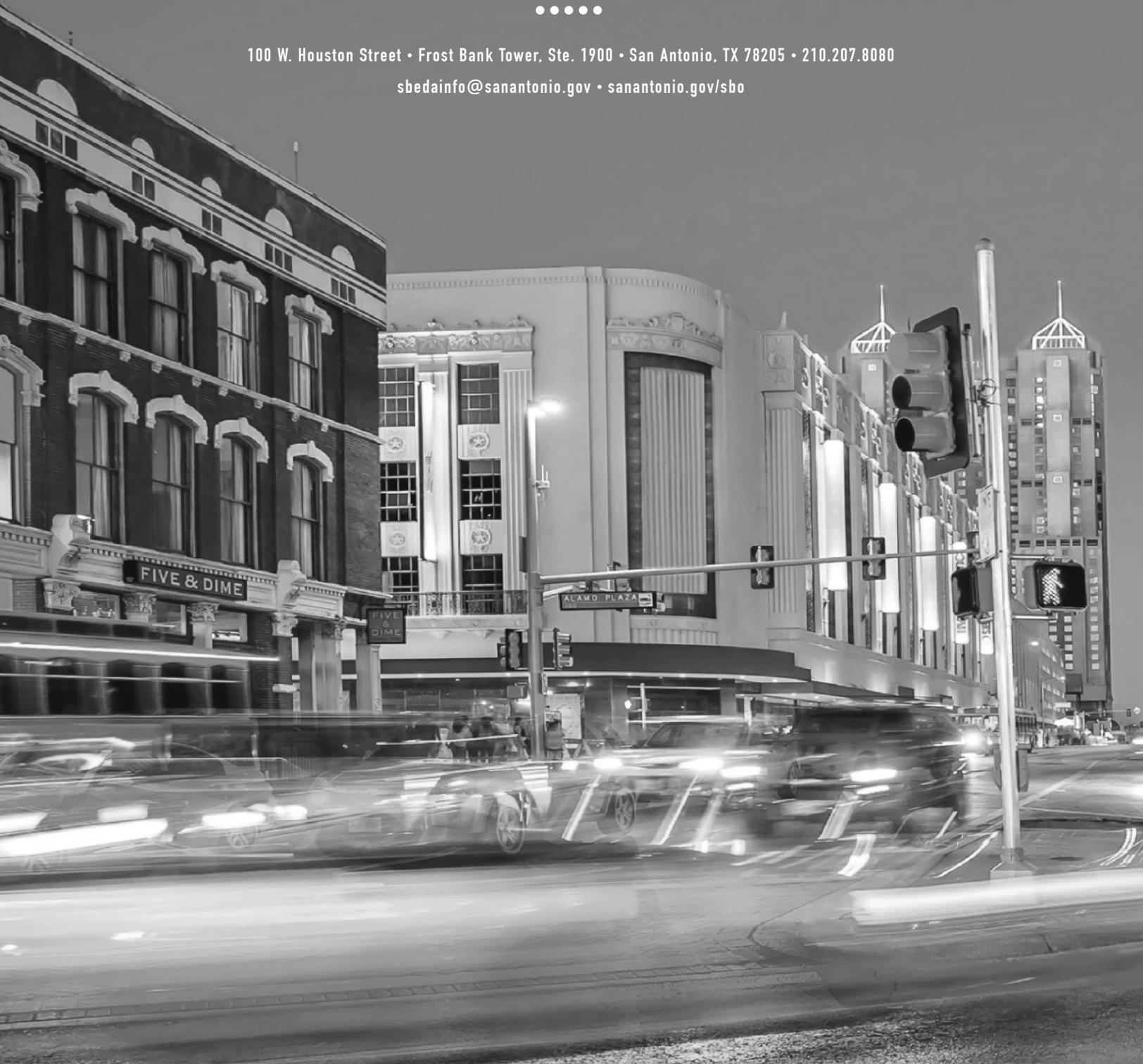


CITY OF SAN ANTONIO  
SMALL BUSINESS OFFICE



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[sbedainfo@sanantonio.gov](mailto:sbedainfo@sanantonio.gov) • [sanantonio.gov/sbo](http://sanantonio.gov/sbo)



CITY OF SAN ANTONIO  
**ECONOMIC DEVELOPMENT  
DEPARTMENT**