



GOODS & SUPPLIES SBEDA TOOLS

TOOLS TO ASSIST S/M/WBE PRIME CONTRACTORS:



The Prime Contractor Program

- Allows up to 20 out of 100 evaluation points be awarded to Small, Minority, Women-owned Business Enterprise (S/M/WBE) prime respondents. This tool helps S/M/WBEs be more competitive on City solicitations.
- **2016 amendments** expanded the application of this tool for M/WBEs that are also SBEs.



The Mentor Protégé Program

- Provides up to 5 out of 100 evaluation points be awarded to qualified mentors. This tool helps qualified mentors be more competitive on City solicitations while giving back to the community by serving as a mentor to an S/M/WBE.



The Emerging Prime Contractor Program

- Allows up to 20 out of 100 evaluation points be awarded to Emerging S/M/WBE prime respondents (those firms that are $\frac{1}{4}$ the size of an SBE per the Small Business Administration size standard). This tool helps Emerging S/M/WBEs be more competitive on City solicitations.
- **2016 amendments** expanded the application of this tool for Emerging M/WBEs that are also Emerging SBEs.

TOOLS TO ASSIST S/M/WBE SUBCONTRACTORS:



The Subcontracting Program

- Can require up to 40% of a contract be subcontracted to S/M/WBEs.



The Segmented Subcontracting Program

- Sets subcontracting goals for certain ethnicities such as African American Business Enterprises (AABE), Asian American Business Enterprises (ABE), Hispanic American Business Enterprises (HABE), Native American Business Enterprises (NABE) and Women-owned Business Enterprises (WBE).
- **2016 amendments** revised the tool so it will be applied to those ethnicities that are experiencing the greatest disparity in a given year and industry based on the most recent S/M/WBE utilization data.
- **2016 amendments** expanded this tool to the Goods & Supplies industry for M/WBEs that are also SBEs.



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TOOLS TO INCENTIVIZE LARGE FIRMS TO BUILD THE CAPACITY OF AN S/M/WBE



Joint Venture Incentives

- Provides contract incentives, such as additional contract option years to joint venture respondents if an S/M/WBE is performing no less than 40% of the joint venture on a contract.



The Distributionship Development Program

- Provides contract incentives, such as additional contract option years to prime respondents who are manufacturers if they establish a local S/M/WBE distributor.
- **2016 amendments** added this tool to the Goods & Supplies industry for M/WBEs that are also SBEs.

TOOLS TO BUILD THE CAPACITY OF AN S/M/WBE:



Prime Contractor Self-Performance

- S/M/WBEs awarded a City contract under \$10 million at the prime contractor level will be able to self-perform any S/M/WBE subcontracting goals that may apply to the contract, which will allow the S/M/WBE prime contractor to perform a greater percent of the contract and further build their capacity. The certifications of the Prime contractor must match the certification of the subcontracting goal to be eligible for self performance.



The Bonding Assistance Program

- Allows S/M/WBEs to participate in the Bonding Assistance Program in coordination with Alamo Colleges. The Bonding Assistance Program provides classes covering topics like Credit Repair and Access to Capital. Upon completion of the Bonding Assistance Program S/M/WBEs receive a letter of credit to enhance their bonding capacity.



The Mentor Protégé Program

- Allows S/M/WBEs to participate in the Mentor Protégé Program in coordination with Alamo Colleges. The Mentor Protégé Program provides classes covering topics like How to Write a Business Plan, Managing Your Finances and How to Market Your Business. S/M/WBEs in the Program will also be paired with Mentors for a 2 year period to learn best business practices.