

## AGENDA



Thursday, February 4, 2010

**Economic Growth & Redevelopment Services  
RECOMMENDATION FOR COUNCIL ACTION****Item No. 14**

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**Subject:** Authorize negotiation and execution of a one-year contract with the Greater Austin Hispanic Chamber of Commerce, Austin, TX to provide economic development recruitment and retention services in an amount not to exceed \$98,900, with four additional twelve-month extension options for a total contract amount not to exceed \$494,500.

**Amount and Source of Funding:** Funding in the amount of \$98,900 is available in the Fiscal Year 2009-2010 Operating Budget of the Economic Growth and Redevelopment Services Office. Funding for the extension option is contingent upon available funding in future budgets.

**Fiscal Note:** There is no unanticipated fiscal impact. A fiscal note is not required.

**For More Information:** Dusty McCormick, Economic & Business Development Liaison, EGRSO / 974-6390; Rodney Gonzales, Deputy Director, EGRSO / 974-2313

**MBE/WBE:** This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation. Related to Items #12 and 13.

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The City of Austin works to strengthen the local economy by developing Austin's existing businesses, and by recruiting outside businesses to relocate or do business in Austin. One way the City pursues these strategies is by providing economic development contracts to each of the three Chambers of Commerce that compose the Multi-Ethnic Chamber Alliance (MECA): the Greater Austin Hispanic Chamber of Commerce (GAHCC), the Capital City African American Chamber of Commerce (CCAACC), and the Austin Asian American Chamber of Commerce (AAACC).

The FY10 contract to the GAHCC contains five projects: 1. A mutually-agreed joint project with the other MECA members to sponsor a Collaborative Industry Development Forum designed to foster targeted industry growth. 2. The GAHCC will also sponsor a forum that specifically addresses the underserved and/or distressed Austin small business community. 3. An individual webpage providing demographic, economic, and cultural information on Austin's Hispanic-American community that is accessible to companies interested in relocating or doing business in Austin. 4. The GAHCC will work with the other MECA members to maintain an online database of the recruiting and hiring information of local medium and large-size companies and to host an employment expo targeted toward minorities seeking career opportunities. 5. The GAHCC will participate in economic development marketing trips that promote Austin to other cities for trade and economic development recruitment purposes and will seek the economic development training needed to provide their staff the skills necessary for these recruitment trips.