A U S T I N C I T Y C O U N C I L

AGENDA



Thursday, February 17, 2011

Economic Growth & Redevelopment Services **Item No. 18**
RECOMMENDATION FOR COUNCIL ACTION

Subject: Authorize negotiation and execution of an amendment to the current business development services contract with the Capital City African American Chamber of Commerce, Austin, TX to require additional deliverables and increase the contract's four optional annual extensions from $90,000 to $180,000 per year, for a total contract amount not to exceed $810,000.

Amount and Source of Funding: Funding in the amount of $142,500 is available in the Fiscal Year 2010-2011 EGRSO Operating Budget for the first seven months of the first contract extension. Funding for the remaining five months of the first contract extension and the remaining extension options are contingent on available funding in future budgets.

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

For More Information: Kevin Johns, Director, EGRSO / 974-7802; Dusty McCormick, Economic & Business Development Liaison, EGRSO / 974-6390

Prior Council Action: February 4, 2010- Council approved a one year contract in the amount of $90,000 with four additional twelve-month extension options for a total contract amount not to exceed $450,000.

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.

On February 4, 2010, Council approved a $90,000 one-year contract for business development services with the Capital City African American Chamber of Commerce, with four optional one-year renewals, for total contract authority of $450,000. The first year of this contract expires February 28, 2011.

This action will increase the amount for the four optional one-year renewals, from $90,000 to $180,000, for total contract authority of $810,000. The first contract renewal of $180,000 would begin on March 1st in fiscal year 2010-11 and end on February 28th in fiscal year 2011-12.

The additional deliverables will be as follows: 1) Setup a discussion(s) with local business community representatives to address local business obstacles and opportunities; 2) Based on the discussion in project #1 above, generate and submit a Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis report of those obstacles and opportunities, including a perspective on the quality of business life; 3) Generate a monthly newsletter and calendar of events; 4) Participate in familiarization events and site visits for businesses from other cities, as needed (e.g., serve as liaison, itinerary planning, and/or participating in planned events); 5) Communicate with EGRSO's Small Business Development Program to ensure maximum awareness and/or participation in EGRSO's events (e.g., Meet the Lender, Getting Connected, Ups and Downs of a Second Location); 6) Provide a link on Consultant website to the SXSW music, interactive, and film showcases; 7) Provide on-going business and economic development technical assistance in communities of influence within Austin; and 8) Sponsor business and economic development trade missions with countries where GAHCC has natural and/or developed ties and influence, promoting Austin as a business destination.

These eight additional business development service deliverables will be added to the seven contract deliverables approved February 4, 2010.