

AGENDA



Thursday, February 17, 2011

**Economic Growth & Redevelopment Services
RECOMMENDATION FOR COUNCIL ACTION**

Item No. 22

Subject: Authorize negotiation and execution of a one-year contract with the Austin Gay and Lesbian Chamber of Commerce, Austin, TX to provide business development services in an amount not to exceed \$25,000, with three additional twelve-month extension options for a total contract amount not to exceed \$100,000.

Amount and Source of Funding: Funding in the amount of \$14,583 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

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 December 15, 2010, the City entered into a two-month contract in the amount of \$10,417, for business development services with the Austin Gay and Lesbian Chamber of Commerce. The two-month contract expires on February 28, 2011.

This action will authorize a one-year contract with three optional one-year renewals, for \$25,000, for total contract authority of \$100,000. The first contract year of \$25,000 would begin on March 1st in fiscal year 2010-11 and end on February 28th in fiscal year 2011-12.

The FY11 contract to the AGLCC contains seven projects: 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 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 month 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; and 7) Acquire necessary training in administration, board management and volunteerism.