



**Purchasing Contract  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.:** 26  
**AGENDA DATE:** Thu 02/03/2005  
**PAGE:** 1 of 2

**SUBJECT:** Authorize execution of Amendment No. 1 to the contract THE GREATER AUSTIN HISPANIC CHAMBER OF COMMERCE, Austin, TX, to provide training and technical assistance services for small businesses, in the amount not to exceed \$95,661, for a total agreement amount not to exceed \$127,548.

**AMOUNT & SOURCE OF FUNDING:** Funding in the amount of \$95,661 is included in the Fiscal Year 2004-2005 Operating Budget of the Economic Growth and Redevelopment Services Office.

**FISCAL NOTE:** There is no unanticipated fiscal impact. A fiscal note is not required.

**REQUESTING** Purchasing **DIRECTOR'S**  
**DEPARTMENT:** for Economic Growth and **AUTHORIZATION:** Vickie Schubert  
Redevelopment Services;

**FOR MORE INFORMATION CONTACT:** Mick Osborne, Senior Buyer/974-2995

**PRIOR COUNCIL ACTION:** N/A

**BOARD AND COMMISSION ACTION:** N/A

**PURCHASING:** N/A

**MBE / WBE:** N/A

---

The Economic Growth and Redevelopment Services Office's Small Business Development Program (EGRSO-SBDP) is requesting authorization to extend the contract with the Greater Austin Hispanic Chamber of Commerce (GAHCC) through September 30, 2005. The contract was awarded for a three-month period from October 1 through December 31, 2004. The extension will allow small business owners and entrepreneurs to continue receiving services without disruption, while allowing the City time to complete a Request For Proposal (RFP) process and establish new service contracts for the new service delivery model for small business development services.

The SBDP has lead responsibility for developing and implementing EGRSO's small business related initiatives for improving the local economy. As part of this role, the SBDP has been working to complete Council's directive to develop a comprehensive strategy for delivering effective and cost-efficient services to small business owners. At this time, the recommendations for the new delivery strategy's service components are being finalized and an RFP process will be conducted to purchase the resulting services. As mentioned above, this extension to the GAHCC contract will avoid disrupting services to small business owners until the new contracts resulting from the RFP are in place.

The GAHCC provides group training and technical assistance to small business owners that address small business development needs. Examples of the development needs addressed include: gaining access to capital, securing public and private-sector contracts, business start-up or expansion, and starting or expanding a business in the area of international trade.



**Purchasing Contract**  
**CITY OF AUSTIN**  
**RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.:** 26  
**AGENDA DATE:** Thu 02/03/2005  
**PAGE:** 2 of 2

ACTION	DESCRIPTION	AMOUNT
Original Contract	Contract awarded for 3 months	\$ 31,887
Proposed Amend #1	Authorize an amendment extending the contract for 9 months	<u>\$ 95,661</u>
	<b>TOTAL</b>	<b>\$ 127,548</b>

MBE/WBE goals have not been established for this contract because GAHCC is a non-profit entity and does not procure services on a profit-driven basis.