

SPOTLIGHT

ALAMO CITY BLACK CHAMBER OF COMMERCE QUARTERLY NEWSLETTER



Connecting Businesses with the
Community for a Legacy of Prosperity.

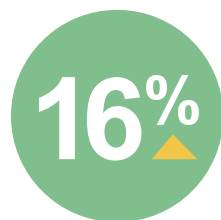
CHAIRMAN'S CORNER

Working For You



To say it has been a busy six weeks is an understatement. From meeting with members, writing and presenting "Business Etiquette for Women" to Black Women in Business - San Antonio, testifying in front of the Texas Economic Development about Workforce Solutions, providing remarks at the City Council 'A Session' for the River Barge Contract: we are working for you!

The Fair Contracting Coalition's Report Card for Tax Supported Agencies has opened the door for much needed dialogue to create a change in the way they do business with African American contractors. More news about the all the ways we are working on your behalf:



City Of San Antonio

Great news from the City of San Antonio: in our first quarter report we highlighted the City of San Antonio's dismal (less than 1%) spending in goods and supplies with African Americans. The payments made to African-American vendors in that category is now 16%.

Minority Business Contracting with CPS Energy



CPS Energy is a huge supporter of local events and our chamber. That is appreciated. However, you will see from the numbers below their poor showing with African-American suppliers/contractors.

2016 is the first year CPS started tracking their spending with SMWVBE.

We have a commitment from CEO Paula Gold-Williams to change these numbers immediately. Members will

receive a list from us with CPS frequently used vendors and the process to be added to their vendor list. CPS will be represented at our next member mixer. Take advantage of this opportunity to meet and understand their purchasing processes. Stay tuned for more information.

Category	2016 Spend	SMWVBE	African American Small Business
Architecture & Engineering	\$22,846,124	\$7,516,614	
Construction	\$133,810,329	\$32,764,327	
General Services	\$213,614,837	\$78,468,932	\$1,036,140
Goods & Supplies	\$247,552,820	\$81,902,260	\$12,887
Other	\$1,774,007	\$749,054	
Professional Services	\$42,253,535	\$9,836,206	\$339,353
All	\$661,851,652	\$211,237,393	\$1,388,380

Chairman's Corner continued Inside »

Reasons why local businesses should join the Alamo City Black Chamber of Commerce



Membership in the Alamo City Black Chamber of Commerce brings credibility to your business. You can increase positive perception among consumers when identified as a member of the Alamo City Black Chamber of Commerce (ACBCC).

- Increase your visibility in the community. You will be listed in the chamber newsletter, e-newsletter, on Facebook and be highlighted in other chamber publications.
- Create networking opportunities. Serving on one of the several committees provides networking opportunities to build your business while promoting developments to the local community at large.
- Gain a voice in government. The ACBCC takes on issues dealing with small businesses as well as helps protect the principles of free enterprise and businesses being treated fairly.
- Make business contacts. ACBCC's fundamental mission is to generate more business activity for the community and to initiate more business-to-business opportunities and connecting local professionals.
- Receive chamber newsletters. Newsletters provides information about operating a local business, the local community and details about upcoming events.
- Acquire customer referrals. The chamber receives calls from individuals and businesses looking for potential vendors, and chamber members typically recommend chamber members.
- Chamber events and programs. ACBCC events provide great opportunities to meet new people, expand their prospect base and generate new business leads.
- Promotion and publicity. With an Alamo City Black Chamber of Commerce membership, you can reach potential clients through member exclusive advertising and opportunities for business-to-business advertising and publicity.

Small Business Contract Opportunities with the City of San Antonio

The City of San Antonio 2017-2022 Bond Program will provide many opportunities to local small, minority and women-owned businesses (SMWBEs) to participate on City construction and architecture & engineering contracts at both the prime and subcontractor level. Get prepared by becoming certified by the South Central Texas Regional Certification Agency (SCTRCA) and registered in the City of San Antonio's Electronic Procurement System (SAePS).

GET CERTIFIED

To get certified as a SMWBE, visit sctrca.org and complete the application.

GET REGISTERED

To register as a vendor with the City of San Antonio, visit sanantonio.gov/purchasing/saeps and click on New Vendor Registration.

To learn more about the City's Small Business Office, visit sanantonio.gov/sbo.
For additional information on the 2017-2022 Bond, visit sanantonio.gov/2017Bond.



Visit the Port San Antonio website, which lists over 200 job opportunities available right now through our 70+ customers. They include careers in aerospace, logistics, cybersecurity, customer service, telecommunications and much more.

Thousands of San Antonians work for 70+ employers on our large campus. They drive some of our region's big industries. Recently-added positions include:

Conduent (formerly Xerox):
Customer Care Professionals

GBW Railcar Services: Railcar Repairman

IP Secure / Radiance Technologies:
Various cybersecurity positions

Oldcastle Materials:
Various asphalt labor positions

Pinnacle Logistics:
Cargo Handlers

StandardAero:
Reliability Engineer

U.S. Air Force:
Various civilian positions

Visit www.portsanantonio.us/jobs for the latest opportunities.

Port San Antonio

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Annual Golf Tournament FOR EPIC LEADERSHIP PROGRAM

Friday, August 25, 2017

Registration: 7am • Shotgun Start: 8am
Single: \$150.00 • Foursome: \$500.00

AWARDS: 1ST-3RD PLACE • LONGEST DRIVE • CLOSEST TO-THE-PIN

MORE INFO: Greg Thompson, 210.863.0601 | gregau79@aol.com | alamocitychamber.org



Alamo College District

We are excited about the opportunities for St. Philip's College. St. Philip's will receive \$82million dollars from the bond measure passes May 6, 2017. We are working with Alamo College District to change their procurement procedures. The good news, Chancellor Dr. Bruce Leslie is committed to improving their numbers. With the hiring of Ross Mitchell previously with the South Central Texas Regional Certification Agency, it appears they are making an attempt to change the way they do business. Like most tax-supported agencies they have aspirational goals for SMWVBE spending. Alamo Colleges reported spending in 2015 26.3% and in 2016 42.3% of its Competitive Purchasing dollars with SMWVBE's. This is what was spent with African Americans compared to other SMWVBES and their total purchases.

	Construction	Professional Services	Goods & Supplies	Architecture & Engineering	Other Services	Total
FY2015						
Small & Black-owned	\$384,171	\$5,675	\$70,643	\$0	\$0	\$460,490
All Other SMWVBE	1,187,208	1,641,236	10,039,548	244,555	496,829	13,609,376
Non-SMWVBE	8,402,632	18,160,293	29,110,203	242,652	17,053,831	72,969,610
Total	\$9,974,011	\$19,807,204	\$39,220,394	\$487,207	\$17,550,660	\$87,039,476
FY2016						
Small & Black-owned	\$464,553	\$6,886	\$85,987	\$0	\$0	\$557,426
All Other SMWVBE	2,105,277	2,673,843	8,937,644	185,208	495,473	14,397,445
Non-SMWVBE	10,705,778	19,001,098	28,044,110	473,767	17,271,993	75,496,745
Total	\$13,275,608	\$21,681,827	\$37,067,741	\$658,975	\$17,767,466	\$90,451,616

Spurs Entertainment



We have a reengagement commitment from Spurs Entertainment. First, we would like to welcome Courtney Coleman to our Board of Directors. Since our last publication, we have had several meetings with the Spurs. In addition to adding a new board member:

1. We connected several members with opportunities at the AT&T Center.
2. We are connecting African American food truck operators to concession opportunities at Toyota Field.
3. We referred bands for courtyard performances.
4. Working on a meeting with Aramark/Levi to discuss African American presence in the food concessions.



Left to Right: David Page, Chef Bully's Frankenfood; Demetria Herron and son, The Purple Pig BBQ, Kahmia Johnson, Mia J's Soul2Geaux; Bee Michele, Bee Michele Events



Mayor's United State of the City. Left to right: Maria Williams, Majestic Events by Maria; Joseph Jarmon, San Antonio Professional Firefighter's Association; Deborah Omowale; Mayor Ivy L. Taylor; Dr. Eddie J. Kirby, CPS Energy; Angela Martin, A Dreamweaver Florist & Broadway Bank

Stay Tuned

- We met with Hope Andrade, former Texas Secretary of State, and CEO of Go Rio Cruises. Follow us on Facebook and Twitter for updates on African-American vendors participation in the \$110 million dollar 10 year River Barge contract.
- EPIC 6.0 will return in September of this year. The EPIC Steering Committee is working hard to ensure our leadership program is reflective of all facets of San Antonio including our top economic drivers: Military, Medical, and Tourism
- We are putting together a proposal to follow up with the participating businesses and identify new businesses following up on the Bexar County Disparity Study (African-American Enterprise Research Summary).
- 2017 Summer Program – We are excited about our partnership with Junior Achievement of South Texas. We want to make sure we have a sound and sustainable program so we will postpone the program until the summer of 2018.

Words cannot express the level of support the chamber is getting from the community and our community partners! Thank you. Our board of directors is made up of volunteers. This is by far the hardest working board in the city. Thank you!

Deborah Omowale, Alamo City Black Chamber of Commerce, Chairman



Bonds, Elections & Our First Membership Meeting Of 2017

Our first membership meeting was filled with excitement and information. Thank you, Pastor Michael Steven Brown and the True Vision Church family for being an incredible host.

Pictured above, left to right: Dr. Adena Loston, President St. Philip's College; Pastor Michael Steven Brown, True Vision Church; Mr. Oscar Vicks, Elegant Limousine Service

Alamo College District Bond

Dr. Adena Loston, president of St. Philip's College made an in-depth presentation on the Alamo College Bond Measure on the May 6, 2017 ballot. Voters approved the 450 million dollar bond. St. Philip's will receive an unprecedented \$82 million. The breakdown is as follows:

St. Philip's College & Southwest Campus	\$82,000,000
Culinary Arts Building Center of Excellence	30,000,000
Norris Technical Building Renovations	22,000,000
Replacement of Bowden Building and Campus Center	10,000,000
SWC - Welding and Auto Body Facility	20,000,000

How will our members benefit? We have had meetings with Dr. Bruce Leslie, Chancellor, Dr. Leslie Snyder, Vice Chancellor of Finance, Gary O'Bar, CPO, and Ross Mitchell compelling them to change their procurement process to include:

- Targeted outreach
- Connecting our members with department heads and their deputies who have discretionary spending privileges for purchases \$50,000 or less

Consider how your business can capitalize from this bond measure, and send us an email at info@alamocitychamber.org to let us know where you fit. We will connect you with the right person. For more information on the bond go to, <https://www.alamo.edu/Bond>.

CORPORATE SPONSORS



Welcome, New Members

Affordable Window Cleaning
CAD By Design
Capital Funding Opportunities
Elemental Weight Loss Clinic
Entertainment Cruises
Hearst Digital Marketing Services
Majestic Events By Maria
Nurses Etc. Staffing
Primerica – Toni Autmon
Signs By Tomorrow
Tony G's Soul Food
Water 2 Wine, South Austin



Tuesday, July 18, 2017

Business Opportunities for Texans in San Antonio (BOTS) Luncheon
La Fonda - Alamo Heights
11:30am - 1:00pm – \$18

Visit the BOTS Facebook Page for more information!

Wednesday, July 26, 2017

City of San Antonio Vendor Orientation
1:30pm - 3:30pm
Location will be updated soon!

Visit the www.sanantonio.gov/sbo or contact Amanda Reyna, Economic Development Coordinator at amanda.reyna@sanantonio.gov for more information!

January 5, 2018

2018 will mark the 80th Anniversary of the Alamo City Black Chamber, and the gala committee is developing a spectacular 80th Anniversary celebration. Please save the date for an experience worthy of this monumental milestone.

Alamo City Black Chamber
80th Anniversary Gala
January 5, 2018
6:00pm - 11:00 pm



Connecting Businesses with the Community for a Legacy of Prosperity.

Contact

Hours of Operation: Mon-Fri, 9am-5pm
Phone: 210-226-9055
Alamo City Black Chamber of Commerce
126 Gonzales, Suite 200,
San Antonio TX 78205