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DEPARTMENT OF
FINANCE

OFFICE OF SMALL
BUSINESS DEVELOPMENT

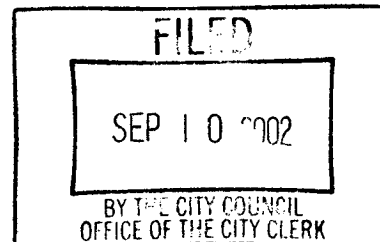
CITY OF SACRAMENTO
CALIFORNIA

September 10, 2002

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City Council
Sacramento, California



Honorable Members in Session:

**SUBJECT: REPORT ON COLLABORATION BETWEEN THE ALLIANCE
FOR BUSINESS AND COMMUNITY AND THE CITY OF
SACRAMENTO**

LOCATION/COUNCIL DISTRICT: Citywide

RECOMMENDATIONS: For Council information only

CONTACT PERSON: Trevor Walton, Small Business Development Coordinator,
264-6764

FOR COUNCIL MEETING OF: September 10, 2002

SUMMARY:

This report provides information regarding the collaboration between the Alliance for Business and Community and the City of Sacramento.

COMMITTEE/COMMISSION ACTION: None

BACKGROUND AND ANALYSIS:

A tenant in City Council policy is to enhance the abilities and opportunities available to all stakeholders through inclusiveness, diversity, and economic development. To support the City's mission to include its diverse population in contracting, economic development, and employment, the Office of Small Business Development is meeting and working with the Sacramento Black Chamber of Commerce, Sacramento Hispanic Chamber of Commerce, and the Sacramento Asian-Pacific Chamber of Commerce, in order to address the concerns of the small business community as it relates to doing business with the City.

Resulting from this dialog, the City will be partnering with the Alliance for Business and Community to review the procurement and contracting process. The Alliance and City will facilitate meetings, which will result in

- A better understanding by the small business community of the processes and procedures that they must comply with and what small businesses need to become aware of and familiar with to competitively meet these requirements.
- Promote business contracting and bid opportunities in the small business community.
- Increase the number of local and diverse business owners taking an interest in doing business with the City of Sacramento.

In working with the City, the Alliance will report back with recommendations, which will address:

- Obstacles/barriers for small businesses
- Recommended changes in policy, process and procedures
- How to increase competitive and quality participation by local small businesses.
- Increased access to local small and emerging business owners.

FINANCIAL CONSIDERATION: The cost of \$15,000 is covered in the current budget.

POLICY CONSIDERATION:

This collaboration between the Alliance for Business and Community and the City is consistent with Council policy as it relates to inclusiveness, diversity, and economic development.

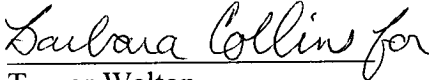
ENVIRONMENTAL CONSIDERATIONS:

This report recommends no action that would constitute a project under the California Environmental Quality Act (CEQA).

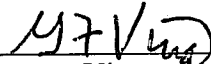
ESBD CONSIDERATIONS:

The partnership of the Alliance for Business and Community and the City is consistent with ESBD policy to assist emerging and small businesses in enhancing the participation in public contracts and purchasing awards.

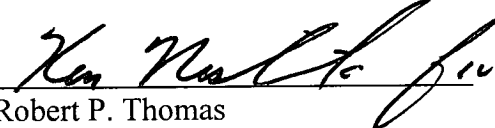
Respectfully submitted,


Trevor Walton
Small Business Development
Program Coordinator

APPROVAL RECOMMENDED


Gustavo Vina
Director of Finance

RECOMMENDATION APPROVED


Robert P. Thomas
City Manager