

PROGRAM FACT SHEET

ABOUT THE VENDOR DEVELOPMENT ACADEMY

The Vendor Development Academy is a 12-month, no-cost program administered through a partnership between the City of San Antonio and Alamo Colleges District. The program pairs local small businesses with experienced business mentors to strengthen capacity, improve competitiveness, and expand access to contracting opportunities.

Accepted businesses receive one-on-one mentorship along with a series of professional development workshops delivered through Alamo Colleges designed to prepare them to meet their business goals.

WHAT PARTICIPANTS GAIN

Mentorship	Paired with an experienced mentor in your industry for a full year of one-on-one guidance
Education	Industry-aligned curriculum through Alamo Colleges (Construction or Non-Construction tracks)
Procurement Readiness	Direct support for procurement opportunities, solicitation support, and bonding resources
Networking	Access to City departments, business resources, and a network of local small business leaders

ELIGIBILITY REQUIREMENTS

To be eligible, a business must meet all of the following criteria:

- Certified as a Small Business Enterprise (SBE) or (ESBE) through Supply SA
- Headquartered within the San Antonio Metropolitan Statistical Area (SAMSA)
- Personal net worth of less than \$2.047 million
- Operational for a minimum of one year
- Owner or designated executive willing to commit to a 12-month mentorship program

- Preference is given to companies whose services are procured by the City of San Antonio

Important Note:

Participation in the Vendor Development Academy is not a guarantee of contracting opportunities. The program is designed to build long-term capacity and prepare businesses to compete more effectively.

KEY DATES

May 18, 2026	Virtual Information Session — open to all interested businesses (Registration Link)
June 1, 2026	Application portal opens
June 16, 2026	In-Person Information Session — venue TBD, San Antonio
July 1, 2026	Application deadline — portal closes at end of business
July – August	Selection committee reviews applications
September 2026	Applicants notified of admission decision
January 2027	Program begins with mandatory orientation

PROGRAM TRACKS

Accepted cohort members are placed in one of two curriculum tracks based on their industry:

Construction Track	Non-Construction Track
Government Contracting & Procurement Fundamentals	Government Contracting & Procurement Fundamentals

Access to Capital & Financial Growth Strategies

Becoming Bond Ready

Essentials of Contract Management

Operations and Business Growth

Contract Negotiation & Risk Management

Technical Proposal Writing

*Additional elective courses include HR Recruiting & Hiring Essentials, Leadership Development for High-Performance Teams, Construction Document Compliance, and more.



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