



AGENDA MEMORANDUM

Action Item for the City Council Meeting of September 19, 2023

DATE: August 10, 2023
TO: Peter Zaroni, City Manager
FROM: Mike Culbertson, President & CEO, CCREDC
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Type B Small Business Assistance Programs

CAPTION:

Motion authorizing eight Corpus Christi B Corporation Small Business Assistance Agreements with the following entities for one year: one each with LiftFund, Inc., Service Corps of Retired Executives (SCORE), and Texas A&M University – Corpus Christi, and five with Del Mar College for a total amount not to exceed \$1,083,500.00 to assist small businesses within the City of Corpus Christi to create jobs and investment.

SUMMARY:

This agenda item approves agreements for Liftfund, Inc., SCORE, Texas A&M University – Corpus Christi Internship program, Del Mar College Small Business Development Center (SBDC), Del Mar College Apex Accelerator (formerly PTAC), Del Mar College Contractor Resource Center (CRC), Del Mar College Cyber Center and Del Mar College Internship program. Funding for these agreements is included in the Corpus Christi B Corporation's Fiscal Year (FY) 2024 operating budget.

BACKGROUND AND FINDINGS:

On July 17, 2023, the Corpus Christi B Corporation approved the Fiscal Year 2023-2024 budget for eight small business projects and appropriating \$1,083,500.00 for the eight Small Business Assistance Programs. On September 18, 2023, the Type B Board approved agreements for each of the eight Small Business Assistance programs.

Below is a list of the programs.

Small Business Projects	Grant Amounts
LiftFund, Inc	\$ 200,000
SCORE	83,500
Texas A&M Internship	150,000
Del Mar College Internship	115,000
Del Mar College – APEX Accelerator (formerly PTAC)	105,000
Del Mar College – CRC (Contract Resource Center)	150,000
Del Mar College – SBDC (Small Business Development Center)	150,000
Del Mar College – Cyber Center	130,000
Totals	\$1,083,500

LiftFund Interest Buy-Down Program

The goal of this program is to level the financial “playing field” in entrepreneurship by ensuring every entrepreneur has access to the financial support needed to start or grow their business. They are requesting \$200,000 for this next year, up from \$100,000 in FY 2023. They plan to use 10% of the grant for advertising the program and will hire another position in Corpus Christi to handle more loans. This is also tied to the Dream Maker’s fund balance that can only be used in the city limits.

The Service Corps of Retired Executives (SCORE)

SCORE is a nonprofit association dedicated to educating entrepreneurs and to helping small businesses start, grow, and succeed nationwide by providing mentoring and training for small business owners. They will use 10% to advertise the program.

Both TAMUCC & Del Mar College Internship programs

Benefits of the internship programs include increasing graduate retention rates by exposing students to local companies prior to graduation and increasing local companies’ access to a high quality and educated workforce. They both have asked for more money next year. They have had a lot more interest especially since the pay went from \$12.25 to \$14.50.

DMC - The APEX Accelerator (formerly PTAC)

APEX is a federally sponsored program located at Del Mar College’s Small Business Development Center that assists any business interested in pursuing federal, state, or local government contracts through a wide range of services.

DMC - The Contract Resource Center (CRC)

CRC offers one-on-one advising to better prepare and connect small businesses with large, multi-year projects. Several benefits of becoming a CRC client are the following:

- Training and development in specific areas
- Access to be listed on the Contractor Ready List shared with Corpus Christi Regional Economic Development Corporation (CCREDC) and large industry partners
- Access to the Plan Room to print bids and specs for local commercial contracts

DMC - Small Business Development Center (SBDC)

The primary goal of the SBDC is to provide technical support that businesses need, when they need it, and for however long they need it. Some clients have been working with the Center for over 20 years. As businesses grow and move on to new levels, they have new issues, challenges, and opportunities that require expert guidance.

DMC – Cyber Center

The Cyber Center Program will provide educational seminars and one-on-one advising to small and mid-size businesses who need assistance with developing and implementing process and procedures to secure the safety of their business information.

ALTERNATIVES:

The council could choose to not fund these agreements or could choose to fund them at a lesser amount.

FINANCIAL IMPACT:

The financial impact is an amount not to exceed \$1,083,500.00 to be funded with the Type B Economic Development Fund in FY 2024.

Funding Detail:

Fund:	1146	Economic Development Fund
Organization/Activity:	15020	Small Business Projects
Mission Element:		
Project # (CIP Only):		
Account:	530000	Professional Services Expense

RECOMMENDATION:

Staff recommends approval of these eight agreements in an amount not to exceed \$1,083,500.00 to be funded by the Corpus Christi B Corporation in FY 2024.

LIST OF SUPPORTING DOCUMENTS:

- Agreement - LiftFund
- Agreement - SCORE
- Agreement - Texas A&M Internship
- Agreement - Del Mar College Internship
- Agreement - Del Mar College – Apex Accelerator
- Agreement - Del Mar College – CRC
- Agreement - Del Mar College – SBDC
- Agreement - Del Mar College – Cyber Center