



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Corpus Christi Type B Corporation

Quarterly Report

1st of FY 2023

Mike Culbertson

Interim CEO

April 17, 2023



Botanical Gardens

- Grant: \$89,000 approved by City Council in July 21, 2020
- Start construction by September 1, 2020
- Received TPW Recreation Trails grant of \$200,000
- Working to get required reports complete
- May need an extension
- Expires: 08/21/23



**SOUTH TEXAS
BOTANICAL
GARDENS
& NATURE CENTER**



Del Mar College Process Technology II

- Addition to the Process Technology plant
- Grant: \$2,356,000 approved by City Council in August 2018
- Grant paid: \$2,315,396
- Grant remaining: \$40,604
- Is operational, should use all of the grant
- They have 698 enrolled and 284 graduates
- Expires: 08/21/23





New Sports Company

- Grant of \$1,850,000 was signed on October 23, 2020
 - Agreement was amended January 23, 2021 to allow owners more time to complete financing of the project
 - Must complete construction by November 30, 2023
 - Owner purchased an additional acreage adjacent to the site for parking and cleared land
 - Working with Development Services to get permitting to start construction
 - Having problems with supply chain, may need an extension.
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International Consulting Engineers (ICE)

- Engineering firm
- Grant: \$125,000 approved by City Council May 2018
- Grant paid: \$75,000
- Grant remaining: \$25,000
- Expires: 05/12/23
- The construction is complete \$1,422,850





Texas A&M University – CC Industrial and Civil Engineering

- Build out laboratory spaces for two new engineering curricula
- Grant: \$2,000,000
- Grant paid: \$1,122,953
- Grant remaining: \$877,047
- Expires: 12/31/23
- 141 students in both curricula and 212 in pre-engineering (Fall 22 and Spring 23)
- Balance of grant to be expended by fall 2023 semester:
 - Two more pieces of equipment—shear mixer and concrete 3-D printer.
 - Facility modifications for the relocation of existing equipment to create space for the concrete mixer and 3-D printer
 - Hardware (computer) and software purchases budgeted as part of the start-up package for the new faculty member to create computational lab for instruction in logistics, operations research, and systems simulation.





Texas A&M University – Lone Star UAS Center

- Grant: \$4,000,000
- 2 positions hired
- Mission Control upgrades have been purchased
- Thales installation expected to be complete by May 2023
- Beyond-Visual-LOS Study (\$250,000)
- Second Mission Control (\$2.13 million)
- Supporting Centers (\$1.62 million)
- Grant paid: \$440,614
- Grant encumbered: \$1,498,939
- Grant remaining: \$2,060,447
- Expires: 10/18/28





LiftFund Interest Buy-Down Program

- Micro lender
- Grant: \$100,000 for the fiscal year
- Grant paid: \$0
- Grant remaining: \$100,000
- Due to late amendment only now offering loans
- Have three in the pipeline to be completed
- Loans total \$0
- Expires September 30, 2023



Service Corps of Retired Executives (SCORE)

- Provides counseling and workshop training for small businesses. Most requests are start-up business plans, e-commerce, funding options, and LLC creation. Handled 505 cases. Also held 12 workshops with 449 attendees
- SCORE has 13 certified mentors, seven are self-employed or employed FT, six are retired. SCORE is advertising for additional volunteers on KIII-TV and social media. The ad campaign to advertise mentoring services starts in May 2023.
- Grant: \$70,000 for the fiscal year
- Grant paid: \$ 34,470
- Grant remaining: \$35,530
- Expires September 30, 2023



FOR THE LIFE OF YOUR BUSINESS



Del Mar College Intern

- Help small businesses by providing students. These students work in their major area of study, the Type A fund pays an extra \$5.00/hour in addition to the hourly wage paid by the business
- Grant : \$100,000 for the calendar year
- Interns:27
- Full-Time Jobs: 1
- Grant paid: \$12,536
- Grant remaining: \$78464
- Expires: December 31, 2023

Small Business Internship Program - Performance Results

Quarterly (January – March 2023)

This quarter, the SBIP has supported **27** student internships, partnered with **17** local Corpus Christi small businesses, and has created **1** permanent job.

2023

This year, the SBIP has supported **27** student internships, partnered with **17** local Corpus Christi small businesses, and has created **1** permanent jobs allowing us to retain our talented Del Mar graduates in the Corpus Christi area.

Continued support to the Del Mar College SBIP by the Corpus Christi Business and Job Development Corporation Type B Board will ensure the SBIP continues to provide invaluable assistance and resources to the small business community in Corpus Christi.

Small Business Internship Program (SBIP) – 2023 Activities

1. Maintenance/updates of a student handbook for those applying for positions within the SBIP
2. Maintenance/updates of an employer handbook for those wishing to post a position for SBIP
3. Maintenance/updates of an employer database to track open positions and participating employers for future outreach opportunities.
4. Access to and thorough knowledge of the DMC job board program, Hire Viking
5. Development of a specific SBIP Website Page accessible to students and employers (www.delmar.edu/sbip)
6. Development of a Program Logo and branding for the SBIP
7. Maintenance/updates of collateral materials to market the program to both students and employers.
8. Oversight of two student interns assisting with the SBIP effort
9. Fostering new, vital relationships with faculty/staff associated with majors with a practicum/internship requirement for program completion.
10. Fostering new, vital relationships with area small businesses
11. Community Outreach via fairs, events, business summit to market the program to small businesses.



Texas A&M University – Corpus Christi Intern

- With the increase in minimum salary from \$12.25 an hour to \$14.50 we have seen an increase in the number of positions being filled by student interns. We are on target to spend the allotted funds and have potential to deplete funds this fiscal year.
- Grant: \$100,000 for the calendar year
- Interns: 32
- Companies: 21
- Grant paid: \$6,351
- Grant remaining: \$93,649
- Expires: December 31, 2023





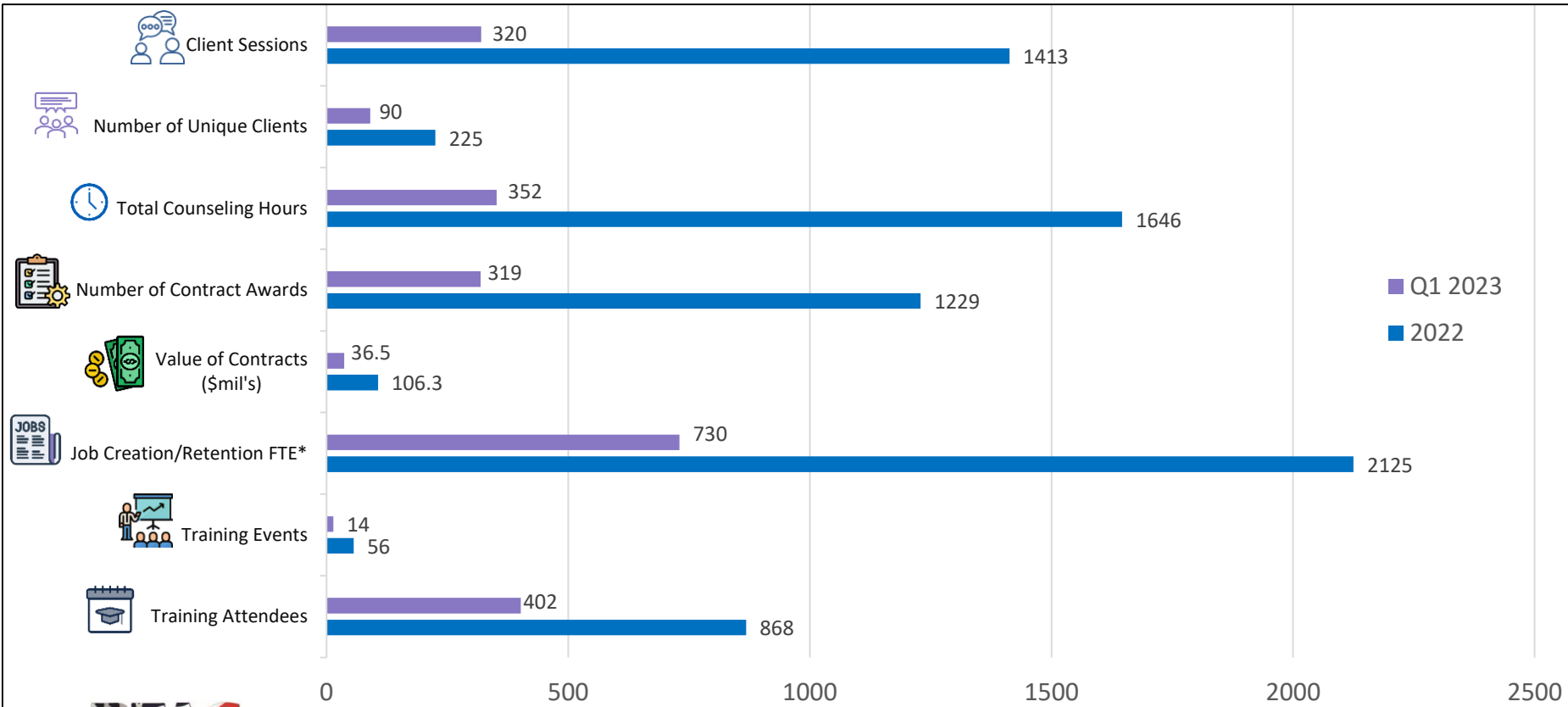
Del Mar College PTAC Procurement Technical Assistance Center

- Help small businesses qualify for, bid, and perform on procurement contracts with all levels of government
- Grant : \$99,500 for the calendar year
- Helped 225 business
- Contracts total \$106.3 million
- Held 56 courses with 868 attendees
- Grant paid: 13,005
- Grant remaining: \$86,495
- Expires: December 31, 2023



Del Mar College

PTAC PROGRAM Q1 2023 (JAN - MAR) vs 2022 (JAN - DEC)



*Job creation = \$50k full time position
 *This PTAC serves 14 counties, numbers above reflect Corpus Christi businesses only
 *Data ending March 27, 2023



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Del Mar College CRC Contract Resource Center

- Help small businesses qualify for, bid, and perform on procurement contracts with large private companies in the area
- Grant: \$150,000 for the calendar year
- Helped 34 businesses
- Held 20 ConstructConnect sessions
- 8 Contracts totaling \$494,950
- Grant paid: \$12,609
- Grant remaining: \$134,391
- Expires: December 31, 2023



Del Mar College Contractor Resource Center YTD Report January 2023- March 2023

CRC Impact	Jan – Mar 2023	YTD Results
Client Number	39	39
Client Sessions	73	73
Contracts	8	8
Jobs Created	15	15
Jobs Retained	30	30
Value of Contracts Awarded	\$495,800	\$495,800.00
ConstructConnect Client Sessions	18	18
Training/Seminar Events	2	2
Attendees	11	11

Brief on the CRC local economic impact:

- The Del Mar College Contractor Resource Center (CRC) has had a successful 1st quarter. The CRC has assisted 39 clients, signed up 6 new clients, and held 73 client sessions. CRC clients have reported \$495,800 between 8 contracts with several others waiting to be awarded.
- In July of 2022, the CRC began using Constant Contact® to email a weekly LEADS campaign to their clients. The email consists of a list of local construction projects in the planning, bidding, and post-bid stages obtained from ConstructConnect®, a construction software bid tool the CRC offers as a benefit of becoming a client. The CRC encourages their clients to visit the center to access ConstructConnect® and view the project details of the projects listed on the LEADS list while also offering to send them an electronic version for the client's convenience. In this first quarter, the CRC has successfully increased the open rate of this email to 51 %, has held 18 Construct Connect client sessions, and has sent project details for 30 projects electronically.
- Another perk the CRC offers to its clients is the opportunity to use our plan room to print plans for commercial projects. Every month each client can print 50 pages of plans at no cost followed by \$1 per page thereafter. The CRC provided a total of 642 pages of commercial plans printed between 31 projects for 8 clients in the first quarter.
- The CRC continues to provide training event/seminars on preparing small, local businesses to become better qualified for large commercial projects. The CRC recently teamed up with the Texas Department of Insurance (TDI) and held a 30-hour OSHA Construction training class offered at only \$30 for attendees. The CRC saw a total of 10 participants attend the 5-day training with the majority being employees of CRC clients.
- The CRC also continues to work with the procurement team for the Gulf Coast Growth Ventures (GCGV) an Exxon Mobil and SABIC Venture following the procurement event in September of 2022. Out of the 110 attendees, 30 companies have successfully registered as vendors. The CRC plans to maintain its relationship with GCGV by working through its Contractor Qualification Process in an effort to help prepare and connect small, local businesses with industry projects.
- The CRC is excited to share that several CRC clients have been awarded a grant from the “Doing Business with Giants” workshops. As you may recall, this event was partnered with Cheniere Energy and the Innovation Center at TAMU-CC as a way to assist local businesses by providing grants upon completion of attending all six workshops. CRC is currently capturing the number of recipients that are CRC clients and the amounts awarded.
- CRC upcoming training events includes a bonding series, quality management systems and health and safety. We recently learned that CRC bus bench advertisement that was purchased for 2022 is still out in the community and offered to us at no cost. We continue to market the program by collaborating with internal relationships as well as with our stakeholders.



Del Mar College-Small Business Development Center

- Funds small business counselors
- Helped 574 businesses
- Held 165 training events
- 45 businesses created, 38 expanded
- Created 178 new jobs and retained 635 jobs
- Grant: \$150,000 for the calendar year
- Grant paid: \$150,000
- Grant remaining: \$0
- Expires: December 31, 2023



SBDC Quarterly Update 1/1/23 – 3/27/2023

	Quarter	Year to Date
	Jan 1, 2023 – Mar 27, 2023	Oct 1, 2022 – Mar 27, 2023
1. Total Clients Counseled	294	443
2. Long Term Clients (since start of fiscal year)	118	145
3. Total Advisor Hours	1103.33	2302.78
4. Business Start-up Milestones	12	20
6. Business Expansions	17	25
7. Jobs Created (Full and part-time)	64	93
8. Jobs Retained	54	86
9. CAPITAL INFUSION TOTAL (All Loans and Equity)	\$5,133,600.00	\$8,390,595.60
10. Total Training Events	40	71
11. Training Attendees	405	835



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Questions
