



AGENDA MEMORANDUM

Action Item for the City Council Meeting of December 20, 2022

DATE: November 21, 2022

TO: Peter Zaroni, City Manager

FROM: Mike Culbertson
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Type B Small Business Assistance Program

CAPTION:

Motion authorizing six Corpus Christi B Corporation Small Business Assistance Agreements with the following entities for one year: one with Service Corps of Retired Executives (SCORE), one with Texas A&M University–Corpus Christi, and four with Del Mar College for a total amount not to exceed \$675,000 to support small businesses within the City of Corpus Christi.

SUMMARY:

This agenda item approves agreements for Service Corps of Retired Executives (SCORE), Texas A&M University – Corpus Christi Internship program, Del Mar College Small Business Development Center (SBDC), Del Mar College Procurement Technical Assistance Center (PTAC), Del Mar College Contractor Resource Center (CRC), and Del Mar College Internship program. Funding for these agreements is included in the Corpus Christi B Corporation's Fiscal Year (FY) 2023 operating budget.

BACKGROUND AND FINDINGS:

On July 18, 2022, the Corpus Christi B Corporation's Board (Type B Board) approved the FY 2023 operating budget. Included in the Type B Fund is \$775,000 for seven Small Business Assistance programs. On November 14, 2022, the Type B Board approved agreements for each of the seven Small Business Assistance programs. This agenda item authorizes six of the seven agreements. The seventh Small Business agreement with LiftFund will be brought to the City Council in January 2023 for approval.

Below is a list of the programs.

Small Business Projects	Grant Amounts
SCORE	70,000
Texas A&M Internship	100,000
Del Mar College Internship	100,000
Del Mar College – PTAC (Process Technical Assistance Center)	105,000
Del Mar College – CRC (Contract Resource Center)	150,000
Del Mar College – SBDC (Small Business Development Center)	150,000
Totals	\$675,000

The Service Corps of Retired Executives (SCORE)

SCORE is a nonprofit association dedicated to educating entrepreneurs and to help small businesses start, grow, and succeed nationwide by providing mentoring and training for small business owners.

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, educated workforce. The Board voted to increase the Type B share from \$5.00/hour plus FICA, to \$7.25/hour plus FICA.

The Procurement Technical Assistance Center (PTAC)

PTAC 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. The grant has increased from \$99,500 last year to \$105,000.

The Contract Resource Center (CRC)

CRC offers one-on-one advising to better prepare and connect small businesses with larger projects. The grant has increased from \$133,000 last year to \$150,000. Some of the 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.

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.

The Corpus Christi B Corporation (Type B Board) approved these agreements at their November 14, 2022, meeting.

ALTERNATIVES:

The City Council may choose to not fund these agreements or could choose to fund them at a lesser amount.

FISCAL IMPACT:

The financial impact is an amount not to exceed \$675,000 to be funded with the Type B Economic Development Fund in FY 2023.

Funding Detail:

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

RECOMMENDATION:

Staff recommends approval of these seven agreements in an amount not to exceed \$675,000 to be funded by the Corpus Christi B Corporation in FY 2023.

LIST OF SUPPORTING DOCUMENTS:

- Agreement - SCORE
- Agreement - Texas A&M Internship
- Agreement - Del Mar College Internship
- Agreement - Del Mar College – PTAC
- Agreement - Del Mar College – CRC
- Agreement - Del Mar College – SBDC