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Small Business

Mike Culbertson
Chief Operating
Officer

Small business programs:

- Del Mar College PTAC (Procurement Technical Assistance Center) helps small businesses qualify for and bid on government procurement contracts
- Del Mar College CRC (Contractor Resource Center) helps small businesses qualify for and bid on procurement contracts for large businesses in our area
- SCORE (Service Corps of Retired Executives) mentors small business owners. They hold free workshops on various subject of interest
- Internship programs DMC and TAMU-CC. Provides small businesses with students at minimum wage that can help their businesses
- LiftFund provides grants to small businesses



Del Mar College Small Business Development Center (SBDC)

They have counselors that help guide small businesses through formation and start-up. This includes filing requirements and ultimately results in a business plan. This is mostly word of mouth. By searching the internet a small business help Corpus Christi, one would find the SBDC. From there one could find the Innovation Center, the EDC, and PTAC. It has good contact information.





Launching Entrepreneurs for Over 20 Years

- They have loaned over \$9.5 million to 592 small businesses since they started in 2004
- They get referrals from banks that will not make loans to small businesses due to lack of history or credit score
- They are located in the SBDC



FOR THE LIFE OF YOUR BUSINESS

- Grant: \$54,000
- Provides counseling and workshop training for small businesses
- Uses their internal list to get workshop attendees
- They gather more by word of mouth and add these to their list
- Their workshops are well attended
- They logged over 5,000 hours mentoring last year. They held 68 workshops and had 1,719 people at those workshops. These are not unique so there may be double counting

Del Mar College Small Business Development Center

- Grant: \$300,000 over two years
- In 2017 Texas legislative session the SBDC lost state funding and would have had to reduce staff
- State reinstated the funding mechanism in the 2019 session but they did not increase the funding
- Board approved a grant for \$300,000 over two years. The Center is paid \$150,000 per year. They have been paid for their first year.



Del Mar College PTAC - Procurement Technical Assistance Center

- Grant: \$99,500
- helps small businesses qualify for, bid, and perform on procurement contracts with all levels of government
- grant pays for a full-time person in the Center's planning room
- Get clients from SBDC





Del Mar College CRC - Contract Resource Center

- Grant: \$133,000
- helps small businesses qualify for, bid, and perform on procurement contracts with large private companies in the area.
- grant pays for admin materials and a full-time person in the Center's planning room
 - Gulf Coast Growth Ventures
 - refinery row
 - Steel Dynamics





Internship Texas A&M University – Corpus Christi and Del Mar College

- Grant: \$150,000 each
- help small businesses by providing students in their major area of study at minimum wage
- funds pay an extra \$5.00/hour plus their share of FICA (Federal Insurance Contribution Act) switch includes social security also known as Old age, survivors, and Disability Program, and Medicare
- have a list of companies that they approach
- word of mouth
- usually have 33 companies per semester



Other entities working with small business:

- United Chamber of Commerce Corpus Christi
- West Side Business Association
- City of Corpus Christi
- CCREDC
- Texas A&M University – Corpus Christi Innovation Center

Small business needs:

- Hiring/Training competent employees
- Health insurance pool
- Bonding pool
- Workers compensation insurance pool
- Coop advertising
- Conference expense help
- Research
- Dedicated position in the City
 - City of Houston has a three person department dedicated solely to helping small businesses. Through the zoning process and they make referrals to SCORE, LiftFund, and the local SBDC



Small business needs:

- Networking opportunities
- Credit Repair
- Affordable/Pro Bono legal assistance



Questions
