



Corpus Christi  
REGIONAL ECONOMIC  
DEVELOPMENT CORPORATION

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**December 9, 2019**  
**Small Business**

**Mike Culbertson**  
**Chief Operating**  
**Officer**

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## **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
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## **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.



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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
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*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
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## **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 reinstituted the funding mechanism in the 2019 session but they did not increase the funding
  - Board approved a grant for \$300,00 over two years. The Center is paid \$150,000 per year. They have been paid for their first year.
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## **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





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## **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) which 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





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## **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
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## **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
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## **Small business needs:**

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

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