



AGENDA MEMORANDUM

Corpus Christi Business and Job Development Meeting August 16, 2021

DATE: August 4, 2021

TO: President and Honorable Board Members,
Corpus Christi Business and Job Development Corporation

FROM: Mike Culbertson
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Del Mar College Small Business Development Center

CAPTION:

Motion approving a small business incentive agreement with the Del Mar College in the amount of \$150,000 for the Small Business Development Center (SBDC).

PURPOSE:

The SBDC is requesting this grant to help fund conselors to help small businesses in the City.

BACKGROUND AND FINDINGS:

The Small Business Development Center (SBDC) is housed at the Del Mar College location on Staples Street across from Ray High School. The primary goal of the center 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. The Center is here for the life of the business. As businesses grow and move on to new levels, they have new issues, challenges, and opportunities that require expert guidance.

The SBDC, until a few years ago, was funded by State, Federal and Local (DMC) dollars. Recent changes in outside funding stream (State) have necessitated the need for more local funding to support the efforts and preserve critical metrics produced by the center for the Coastal Bend Community. The Board has helped to fund this program for three years. The additional counselors benefited small business owners during COVID. This grant would be for one year from January 1, 2022 through December 31, 2022.

ALTERNATIVES:

The Board may choose to not fund this grant.

FINANCIAL IMPACT:

This item will use \$150,000 of Type A funds.

Funding Detail:

Fund: 1145
Organization/Activity: 15020
Mission Element:
Project # (CIP Only):
Account: 530000

RECOMMENDATION:

Staff recommends approval of this grant for the Del Mar College Small Business Development Center.

LIST OF SUPPORTING DOCUMENTS:

DMC - Agreement