



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

City Council

Small Business Agreements

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Corpus Christi Regional Economic Development Corporation
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Service Corps of Retired Executives (SCORE)

- Grant amount request: \$95,225
- In FY25 across three quarters, a total of 1,269 service hours delivered, 115 workshops with more than 1,000 attendees.
- Justification for Increased Funding:
 - Workshop Trainer/Coordinator & Marketing Specialist
 - Administrative Assistant & Client Intake/Event Coordinator
 - These roles are essential to the ongoing success of Corpus Christi's SCORE chapter, particularly as they do not have the internal volunteer capacity or budget to sustain them independently
- 13 certified mentors that have specialized skills in the following areas:
 - Business Plans & Startup
 - Accounting, Budgeting & Cash Flow
 - Marketing, PR & Sales
 - Operations & Strategy
 - Product Development & Manufacturing
 - Franchise & Business Structure
 - Language & Cultural Support
 - Volunteers speak multiple languages allowing SCORE to reach diverse entrepreneur population





LiftFund Interest Buy-Down Program

- Grant amount request: \$75,000
- In FY25, 10 loans disbursed totaling \$249,314 with \$80,928.16 in interest buydowns funds applied, 25 jobs created, and 30 jobs retained
- 2021 – 2024 Highlights:
 - Loan Totals: \$954,990.47
 - Jobs Created: 106
 - Jobs Retained: 103
 - Clients Assisted: 45
- Since 2014, the program has disbursed over \$4 million in loans to 270 clients, primarily supporting low- to moderate-income individuals, minorities, women-owned businesses, and veterans.



Texas A&M University – Corpus Christi Internship Program

- Grant Amount request: \$200,000
- In 2025, the internship program supported 59 students across 45 employers, 7 full-time job conversions
- Justification for Increased Funding:
 - Program improvement:
 - Updated procedures allow interns to work during semester breaks
 - Aims to improve business continuity and intern retention
 - Impact in 2024:
 - 9 interns hired full-time by participating employers
 - 62 businesses hosted interns, reflecting strong demand
 - Goal: Strengthen local workforce, support small business capacity, and respond to evolving employer needs
- Last two years of grant funding:
 - FY23: 125k request, 125k fully expended
 - FY24: 150k request, 150k fully expended





Del Mar College - Internship Program

- Grant amount request: \$150,000
- In 2025, it placed 71 interns with 53 employers, with several transitioning to full-time roles post-graduation
- Justification for Increased Funding:
 - Strong ongoing demand:
 - Weekly interest from both students and small businesses
 - Additional funds will reduce the waitlist and increase placement opportunities
 - Funding increase (7.14%) is based on performance-driven metrics and demonstrated need
 - 100% of the funds go to intern wages, supporting students placed at local small businesses
 - Program Value:
 - Students gain real-world, career-aligned, paid experience
 - Businesses receive affordable staffing support to boost growth and job creation



Del Mar College APEX Accelerator

- Grant amount request: \$160,000
- In 2025 alone, it supported \$274.4 million in contracts, creating/retaining 5,488 jobs
- Justification for Increased Funding:
 - Increase supports transition of a part-time Procurement Specialist to full-time
 - Staffing Enhancements:
 - Current part-time salary: 21k/year
 - Proposed full-time salary: 53k/year + fringe
 - Enables expanded advising capacity and improved client support
 - Type B funding specifically supports the “Plan Room”
 - Offers access to local construction bid packages
 - Provides affordable printing and project visibility
 - Equips small/local firms to compete more effectively in public (local/state/federal) procurement
 - Strategic Impact: Strengthens local contractor competitiveness and boosts participation in government contracting in the area



Del Mar College - Contract Resource Center (CRC)

- Grant Amount request: \$150,000
- In 2025, it assisted 211 clients and facilitated \$1.5 million in contracts
- CRC Program Overview
 - Prepares and connects small businesses to multi-year construction projects, enhancing their ability to compete commercially
 - Serves 2,200+ local firms in construction, manufacturing, oilfield services, and transportation
- Key Services & Benefits
 - Business readiness support: Assists with organizing, presenting, and marketing services
 - Provides access to ConstructConnect, a bid-tracking tool for local commercial project leads
 - Plan room access: Clients can print up to 50 pages free per month, then \$1/page
- Training & Capacity Building
 - OSHA 30 Certification
 - Cost Estimating
 - Contract Negotiation
 - Health and safety protocols



Del Mar College – Cyber Center

- Grant amount request: \$195,000
- In 2025, it had supported 39 businesses and expanded through partnerships and National Institute of Standards and Technology (NIST) funding
- Justification for Increased Funding:
 - Transition full-time Administrative Assistant I from expiring NIST RAMPS grant to Type B Funding
 - Role supports marketing, outreach, and client engagement
- Cyber Center services for small & mid-size businesses:
 - Cybersecurity awareness & training
 - One-on-one confidential advising
 - Compliance assistance with federal cybersecurity standards
- Strategic Value:
 - Help local business mitigate cyber threats
 - Enhances competitiveness for governments and industry contracts
 - Supports regional workforce development through partnerships with industry, academia, and governments
- Outcome: Sustains essential capacity to serve businesses and grow a resilient cybersecurity workforce





Del Mar College-Small Business Development Center (SBDC)

- Grant amount request: \$150,000
- In 2025, it assisted 551 businesses, facilitated \$12.8 million in capital investment and supported created/expansion of 78 businesses while hosting 173 training events
- SBDC Overview
 - Provides no-cost business support services for startups and existing businesses across the Coastal Bend
- Core Services Provided
 - One-on-one confidential advising by certified professionals
 - Over 150+ training events annually
 - Assistance with:
 - Business plans & financial projections
 - Permitting, licensing, and regulatory compliance
 - Market research and funding strategies
- Community & Economic Impact
 - Serves microenterprises to firms with up to 499 employees
 - 97% of Corpus Christi businesses qualify as “small businesses” under SBA guidelines
 - Supported projects ranging from \$3,000 startups to \$40M expansions
 - Client base includes:
 - Retail & service providers
 - Technical firms & specialty medical practices
 - Construction & primary employers





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Questions
