



Corpus Christi  
REGIONAL ECONOMIC  
DEVELOPMENT CORPORATION

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# City Council

## Small Business Agreements

**Randy Almaguer, Compliance Officer**  
**Corpus Christi Regional Economic Development Corporation**  
**September 23, 2025**

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## Service Corps of Retired Executives (SCORE)

- Grant amount request: \$95,225
- 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



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## LiftFund Interest Buy-Down Program

- Grant amount request: \$75,000
- 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
- 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





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## Del Mar College - Internship Program

- Grant amount request: \$150,000
- 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
- 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





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## **Del Mar College - Contract Resource Center (CRC)**

- Grant Amount request: \$150,000
- 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
- Strategic Partnership & Industry Alignment
  - Ongoing collaboration with Gulf Coast Growth Ventures (GCGV) on procurement pipeline
  - Supports local businesses through Contractor Qualification Process to access industrial opportunities
- Training & Capacity Building
  - OSHA 30 Certification
  - Cost Estimating
  - Contract Negotiation
  - Health and safety protocols



## Del Mar College – Cyber Center

- Grant amount request: \$195,000
- 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







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## **Del Mar College-Small Business Development Center (SBDC)**

- Grant amount request: \$150,000
- 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

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