



## AGENDA MEMORANDUM

Action Item for the City Council Meeting of September 17, 2019

**DATE:** August 19, 2019  
**TO:** Peter Zaroni, City Manager  
**FROM:** Mike Culbertson  
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Renewal No. 2 Type A Grant for Service Corps of Retired Executives (SCORE) Chapter 221

### **CAPTION:**

Resolution approving Renewal No. 2 to the Small Business Incentives Agreement between the Corpus Christi Business and Job Development Corporation and Service Corps of Retired Executives (SCORE) Chapter 221 to provide a grant up to \$54,000 for their small business assistance program from October 1, 2019 through September 30, 2020.

### **SUMMARY:**

The Type A Board has approved a grant of \$54,000 for SCORE to provide workshops or various topics that help small businesses grow and thrive. This grant pays for that workshop person and expense. This grant covers the program from October 1, 2019 through September 30, 2020.

### **BACKGROUND AND FINDINGS:**

The ballot language that passed the Type A sales tax stated that “these funds will be used to develop programs and facilities that assist small and start-up companies that have the ability to produce jobs in the future. SCORE has been aiding small businesses in Corpus Christi through their outreach by holding workshops on various subjects of use to the small business owner, and by providing counseling through face to face meetings and through emails. This grant funds the marketing coordinator position, marketing for these workshops, and the “lunch and learns” that SCORE uses to inform small businesses on such topics as: how to qualify for and get government procurement contracts, getting started with email marketing, and tax issues for small businesses. SCORE will have a contractor to coordinate the workshops and the advertising for these workshops. They have averaged 2,000 workshop attendees each year for the past three years. SCORE has received funding since 2008. The Board approved the Small Business Assistance budget in July that included this program. The current agreement allows for the Board to extend this agreement for up to two additional years.

### **ALTERNATIVES:**

If Council does not fund the program or fund it at a lesser amount, this program will be cut back or may be discontinued without this grant.

**FISCAL IMPACTS:**

This Type A will grant has been approved by the Type A Board and is in their 2019-2020 budget. This will use economic development funds of \$54,000 of the small business budget of \$603,500.

**FUNDING DETAIL:**

Fund: 1140 Business and Job Development Fund  
Organization/Activity: 15020 Small Business Projects  
Mission Element: 707 Economic Development  
Project # (CIP Only):  
Account: 530000 Professional Services

**RECOMMENDATION:**

The Type A Board approved this grant at their August 19, 2019 meeting, as did CCREDC's Board. Staff recommends approval of an agreement for SCORE for \$54,000 from October 1, 2019 through September 30, 2020. This is an important tool in helping small businesses grow in our community.

**LIST OF SUPPORTING DOCUMENTS:**

Resolution  
Agreement