



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Corpus Christi Type B Corporation

Quarterly Report

4th of FY 2022

Mike Culbertson

Interim CEO

January 9, 2023



Botanical Gardens

- Grant: \$89,000 approved by City Council in July 21, 2020
- Start construction by September 1, 2020
- Received TPW Recreation Trails grant of \$200,000
- Expires: 08/21/23



**SOUTH TEXAS
BOTANICAL
GARDENS
& NATURE CENTER**



Del Mar College Process Technology II

- Addition to the Process Technology plant
- Grant: \$2,356,000 approved by City Council in August 2018
- Grant paid: \$2,295,385
- Grant remaining: \$53,415
- Expires: 08/21/23
- Is operational
- They have 600 enrolled and 261 graduates





Next Sports Company

- Grant of \$1,850,000 was signed on October 23, 2020
 - Agreement was amended January 23, 2021 to allow owners more time to complete financing of the project
 - Must complete construction by November 30, 2023
 - Owner purchased an additional acreage adjacent to the site for parking and cleared land
 - Working with Development Services to get permitting to start construction
 - Having problems with supply chain.
-



International Consulting Engineers (ICE)

- Engineering firm
- Grant: \$125,000 approved by City Council May 2018
- Grant paid: \$75,000
- Grant remaining: \$25,000
- Expires: 05/12/23
- The construction is complete \$1,422,850





Texas A&M University – Corpus Christi Industrial and Civil Engineering

- Build out laboratory spaces for two new engineering curricula
- Grant: \$2,000,000
- Amended in August 2018 to extend the time by two years since it was not funded by the legislature and there was a delay with the Higher Education Board approval.
- Approved for both programs by Higher Education Board
- Grant paid: \$1,122,953
- Grant remaining: \$877,047
- Expires: 12/31/23
- 39 students in both curricula and 397 in pre-engineering
- Should be expensed in the next two years





Texas A&M University – Lone Star UAS Center

- Grant: \$4,000,000
- Beyond-Visual-LOS Study (\$250,000)
- Second Mission Control (\$2.13 million)
- Supporting Centers (\$1.62 million)
- Grant paid: \$119,092
- Grant remaining: \$3,880,908
- Expires: 10/18/28





LaVista Pointe (Type B grant)

- Infrastructure improvement on North Beach for apartment complex
 - Grant: \$625,000
 - Have COO's on all apartment buildings – have started leasing apartments
 - Have 159 apartments and 129 are leased
 - Construction is complete except the chapel and restaurant
 - Grant paid: \$625,000
 - Grant remaining: \$0
 - Expires: 11/27/23
-



LiftFund Interest Buy-Down Program

- Micro lender
- Grant: \$49,300 for the fiscal year
- Grant paid: \$49,300
- Grant remaining: \$0
- Helped 8 business
- Loans total \$164,482
- Expires September 30, 2022

LiftFund Corpus Christi Buydown Program & Other Loans



Buydown
Program

\$164,482
FUNDING
PROVIDED

8
LOANS PROVIDED

\$20,560
AVERAGE LOAN
AMOUNT



Other
Corpus
Christi
Loans

\$169,538
FUNDING
PROVIDED

9
LOANS PROVIDED

\$18,838
AVERAGE LOAN
AMOUNT

From 10/1/2021 through 5/31 and 6/15 respectively



Service Corps of Retired Executives (SCORE)

- Provides counseling and workshop training for small businesses
- Grant: \$70,000 for the fiscal year
- Grant paid: \$0 but they have recorded \$14,040 in expenses
- Grant remaining: \$70,000
- Handled 305 cases
- Held 10 workshops with 276 attendees
- Expires September 30, 2023



FOR THE LIFE OF YOUR BUSINESS



Del Mar College Intern

- Help small businesses by providing students. These students work in their major area of study, the Type A fund pays an extra \$5.00/hour in addition to the hourly wage paid by the business
- Grant : \$100,000 for the calendar year
- Interns:33
- Full-Time Jobs: 7
- Grant paid: \$31,866
- Grant remaining: \$68,134
- Expires: December 31, 2022

Small Business Internship Program - Performance Results

Quarterly (October-December 2022)

This quarter, the SBIP has supported **21** student internships, partnered with **15** local Corpus Christi small businesses, and has created **2** permanent jobs.

2022

This year, the SBIP has supported **33** student internships, partnered with **19** local Corpus Christi small businesses, and has created **7** permanent jobs allowing us to retain our talented Del Mar graduates in the Corpus Christi area.

Continued support to the Del Mar College SBIP by the Corpus Christi Business and Job Development Corporation Type B Board will ensure the SBIP continues to provide invaluable assistance and resources to the small business community in Corpus Christi.

Small Business Internship Program (SBIP) – 2022 Activities

1. Development of a student handbook for those applying for positions within the SBIP
2. Development of an employer handbook for those wishing to post a position for SBIP
3. Development of an employer database to track open positions and participating employers for future outreach opportunities.
4. Access to and thorough knowledge of the DMC job board program, Hire Viking
5. Development of a specific SBIP Website Page accessible to students and employers (www.delmar.edu/sbip)
6. Development of a Program Logo and branding for the SBIP
7. Development of collateral materials to market the program to both students and employers.
8. Oversight of two student interns assisting with the SBIP effort
9. Fostering new, vital relationships with faculty/staff associated with majors with a practicum/internship requirement for program completion.
10. Fostering new, vital relationships with area small businesses
11. Community Outreach via fairs, events, business summit to market the program to small businesses.



Texas A&M University – Corpus Christi Intern

- Help small businesses by providing students. These students work in their major area of study, the Type A fund pays an extra \$5.00/hour in addition to the hourly wage paid by the business. They have more openings than students.
- Grant: \$100,000 for the calendar year
- Interns: 30
- Companies: 23
- Grant paid: \$58,32
- Grant remaining: \$41,968
- Expires: December 31, 2022





	Jan-May	May-Aug	Aug-Dec	Totals YTD
Employer Participation	19	12	14	45
New Employer Participation	-	1	1	2
Student Participation	30	12	27	69
Part-Time Jobs Created	-	-	-	-
Full-Time Jobs Created	-	-	-	-
Grant Funding Spent in Dollars	\$37,480.80	\$12,003.30	\$28,658.00	\$78,142.10

<u>Business Partners</u>			<u>Industries</u>	
AAdi Home Health & Hospice	ICA Radio LTD.	Palacios & Palacios PC	Accounting	Healthcare
Bangle and Babe LLC	Kleberg Bank, N.A.	Santos McBain Management & Planning	Advertising, PR & Marketing	Insurance
Bobby Hyatt State Farm	Made in Corpus Christi	Tricia Herte Allstate Agency	Agriculture	Management Consulting
Corpus Christi Downtown Management District	Mathnasium of Corpus Christi	Tropical Fish Haven	Commercial Banking & Credit	Non-Profit - Other
De Colores Child Development Center, LLC.	Mira's Sports & More	United Corpus Christi Chamber of Commerce	Engineering & Construction	Other Education
Ed Cantu Insurance and Financial Services	Mr. Fancy Pants' Carwash	Waddell & Reed	Financial Services	Other Industries
Hemispheres Cafe	Northern Beef Industries	Your Personal Best Training Studio	Food & Beverage	Retail Stores
Hopkins CPA Firm PC	Ocean Glory Homes LLC		Government - Local, State & Federal	Service



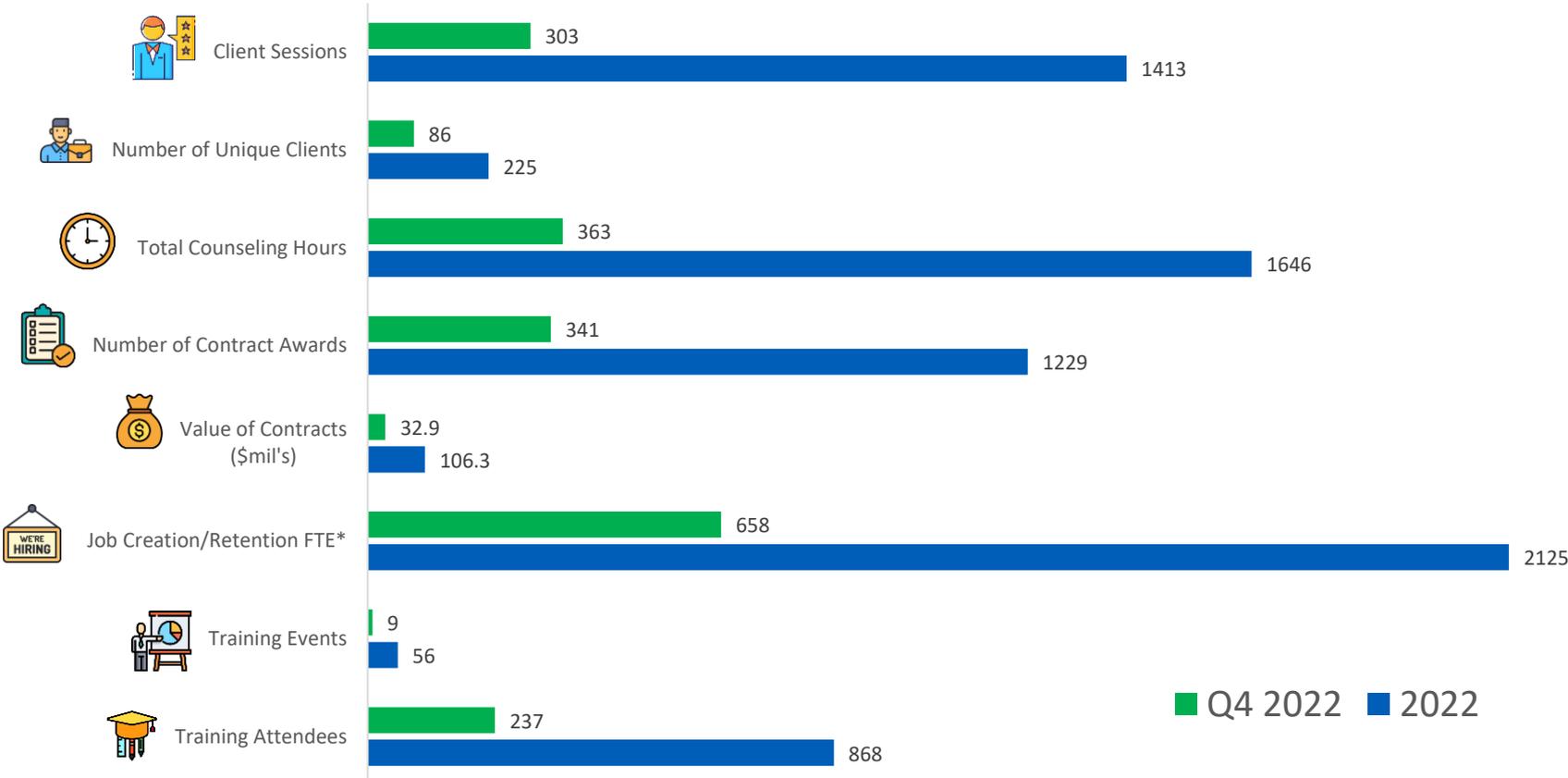
Del Mar College PTAC Procurement Technical Assistance Center

- Help small businesses qualify for, bid, and perform on procurement contracts with all levels of government
- Grant : \$99,500 for the calendar year
- Helped 225 business
- Contracts total \$106.3 million
- Held 56 courses with 868 attendees
- Grant paid: \$69,647
- Grant remaining: \$29,853
- Expires: December 31, 2022



Del Mar College

PTAC PROGRAM Q4 2022 (OCT – DEC) vs 2022 (JAN - DEC)



*Job creation = \$50k full time position
 *PTAC serves 14 counties, numbers above reflect Corpus Christi businesses only
 *Data ending December 14, 2022



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Del Mar College CRC Contract Resource Center

- Help small businesses qualify for, bid, and perform on procurement contracts with large private companies in the area
- Grant: \$133,000 for the calendar year
- Helped 34 businesses
- Held 20 ConstructConnect sessions
- 8 Contracts totaling \$494,950
- Grant paid: \$88,452
- Grant remaining: \$44,548
- Expires: December 31, 2022



Del Mar College

Contractor Resource Center

YTD Report

January 2022- December 2022

CRC Impact	4 th Quarter Results	YTD Results
Client Number	34	99
Client Sessions	67	381
Contracts	8	41
Number of businesses receiving contracts	4	17
New Jobs Created	1	30
Jobs Retained	37	114
Value of Contracts Awarded	\$ 494,950.00	\$ 3,562,021.00
ConstructConnect® Client Sessions	20	99
Training/Webinar Events	10	44
Attendees	12	89

Brief on the CRC local economic impact:

The Del Mar College Contractor Resource Center (CRC) continues to see significant growth in the 2022 Fiscal Year. The CRC has assisted 99 clients and held 381 client sessions which resulted in 41 contracts awarded totaling \$3,562,021.00 with 30 jobs created and 114 jobs retained. Compared to the 2021 fiscal year, the CRC increased their client number by 160% and increased their client sessions by 343%.

In July 2022, the CRC began emailing a weekly LEADS list to their clients which consists of local commercial projects in the planning, bidding and post bid stages obtained from ConstructConnect®, a construction software bid tool that CRC offers as a benefit of becoming a client. Within this software, a client can view project information as well as contact information for commercial projects in all stages within the Nueces County area. As a result, the CRC has held 99 ConstructConnect® client sessions, a 182% increase since last year.

Another perk the CRC offers to their clients is the opportunity to use our plan room to print plans. Every month each client can print 50 pages of plans at no-cost followed by \$1 per page thereafter. The CRC provided a total of 2,580 pages of commercial plans between 170 projects for 26 clients.

The CRC continues to provide training events/webinars on preparing small businesses to become better qualified for large commercial projects. The CRC has held 44 training events with a total of 89 attendees. We have collaborated with the Coastal Bend Innovation Center / Cheniere Energy for promoting, creating network opportunities for our clients and by participating in the “Doing Business with Giants” event. The CRC was able to be part of the planning team for the Gulf Coast Growth Ventures, “How to do business with GCGV/Exxon” procurement event held in September. The CRC held 43 counseling sessions with 34 unique clients to prepare them for one-on-one meetings with a procurement officer from GCGV/Exxon.

Moving forward, CRC will continue the rapport building with GCGV/Exxon and Cheniere Energy for business opportunities for our clients. CRC staff will also continue to market the program by outreach in the community, participating in presentations with civic organizations, chamber events, attending REDC breakfasts, and ensuring a connection with the San Patricio REDC for more awareness in the community



Del Mar College-Small Business Development Center

- Funds small business counselors
- Helped 574 businesses
- Held 165 training events
- 45 businesses created, 38 expanded
- Created 178 new jobs and retained 635 jobs
- Grant: \$150,000 for the calendar year
- Grant paid: \$150,000
- Grant remaining: \$0
- Expires: December 31, 2022



SBDC Quarterly Update 10/1/22 – 12/31/2022

	Quarter	Year to Date
	Oct 1, 2022 – Dec 16, 2022	Jan 1, 2022 – Dec 16, 2022
1. Total Clients Counseled	276	574
2. Long Term Clients (since start of fiscal year)	72	296
3. Total Counselor Hours	1,097.53	4,796.87
4. Business Start-up Milestones	7	45
6. Business Expansions	7	38
7. Jobs Created (Full and part-time)	24.0	178.0
8. Jobs Retained	30.0	635.0
9. CAPITAL INFUSION TOTAL (All Loans and Equity)	\$3,082,995.60	\$12,614,978.25
10. Total Training Events	29	165
11. Training Attendees	330	2,089



Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

Questions
