

Type A Board Proposal Detail Support Contractor Resource Center

OPPORTUNITY:

As Oil & Gas projects continue to fluctuate and many more diverse businesses move to the Coastal Bend, there is an opportunity to prepare and connect area small businesses with large, multi-year construction projects which will assist local businesses to fill some of the sales gap and expand their capabilities to compete in this commercial arena for current and future projects.

Although there are several small business technical assistance programs already in place, none of them focus specifically on contractor preparation for large, commercial projects. The PTAC, primarily funded from Defense Logistics Agency, has a specific mission to assist businesses to enter and compete in the government contracting arena. Likewise, the Small Business Development Center offers a broad array of general business support, but not a specific focus on the key areas identified as needed for those seeking to qualify for large commercial participation. Many of these areas are extremely detailed, time-consuming and specific to particular industries.

Challenging areas of assistance needed include, but are not limited to, the following:

1. Development/maintenance of Safety Plans/Records
2. Procurement of/Qualification for appropriate levels of Insurance/Bonding to be competitive
3. Development/maintenance of Audited Financial Statements
4. OSHA Compliance knowledge/records management
5. Human Resources training/records management
6. Quality Control processes/certifications (ISO)
7. Access to and proper classification of Workforce
8. Workers Compensation Program/records management
9. Understanding Scopes of Work
10. Importance/Development of Contractor Qualifications Statements
11. Knowledge and Guidance to set up Joint Ventures

PROPOSAL:

Del Mar College proposes to create/staff/support a specific technical assistance program with a Contractor Support focus. This Contractor Resource Center (CRC) will be housed with the SBDC and PTAC. All three programs will work in concert to address the specific needs of each client who seeks assistance from the center. The lead advisor for this program will have extensive experience with large industry qualification standards, processes and requirements. Services will be delivered primarily via one-on-one advising as so many of these topics and issues are going to be unique to each business and confidentiality will be paramount. The goal of this effort will be to prepare as many as possible of the local contractors to be viable business vendors for existing and upcoming large-industry opportunities. Nueces County has over 2,200

construction/manufacturing/oilfield service/transportation firms. A good portion of them are not currently organized to be qualified to do business with large firms. There is a LOT of potential to develop a strong, QUALIFIED base of support vendors. Many firms already have most of the pieces they need; they just need assistance with organizing, presenting and marketing themselves to be competitive. In addition to one-on-one advising, the Center will also organize and conduct training workshops on the more general topics to address the need for this information on a broader scale.

In addition to training/advising clients, the Center will also endeavor to connect this client base to large industry purchasing personnel to discuss opportunities. The Center will work closely with Industrial Companies which will be identified by CCREDC as needing local small business vendors to fill upcoming needs on projects. Many of these Industrial Companies will have received incentive packages which contain requirements for utilization of local business vendors. The primary goal of the CRC will be to prepare existing local companies to be qualified to meet those needs.

Additionally, the CRC will generate a GAP Analysis or utilize one already generated by the CCREDC to encourage development/relocation of companies specializing in identified high-demand products/services. Whenever a gap industry opportunity has been identified, the CRC will research the reason for the existing gap and notify CCREDC of current impediments.

CRC Budget FY 2019 (Proposed)	
Program Manager	\$60,000
Admin. Assistant (P/T)	\$17,000
Fringe	\$21,000
Travel	\$4,000
Phone	\$1,000
Start-up Expenses (equip., collateral materials, etc.)	\$30,000
Total	\$133,000

Metrics to be tracked:

CRC
Contract Award \$
Jobs Created/Retained
Business Expansions
Increased Sales