



AGENDA MEMORANDUM

First Reading Ordinance the City Council Meeting of February 12, 2019
Second Reading Ordinance for the City Council Meeting of February 19, 2019

DATE: January 22, 2019
TO: Keith Selman, Interim City Manager
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Type A Grant for the Del Mar College Contract Resource Center (CRC)

CAPTION:

Ordinance approving a Small Business Incentives Agreement between the Corpus Christi Business and Job Development Corporation and Del Mar College to provide grant up to \$133,000 for their Contractor Resource Center program; appropriating \$133,000 from the unreserved fund balance in the Business/Job Development Fund; and amending the budget.

PURPOSE:

Provide a grant from the Type A fund to the Del Mar College Contractor Resource Center (CRC) program to assist small businesses bid for existing and upcoming large industrial opportunities.

BACKGROUND AND FINDINGS:

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 within the Del Mar College Center for Economic Development building on Staples Street. 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. The primary goal of the CRC will be to prepare existing local companies to be qualified to meet the needs of industry.

ALTERNATIVES:

The Board may choose to not fund this grant.

OTHER CONSIDERATIONS:

Not applicable

CONFORMITY TO CITY POLICY:

This is compliance of the Type A Guidelines and the Type A ballot language under small business assistance.

EMERGENCY / NON-EMERGENCY:

Non-emergency

DEPARTMENTAL CLEARANCES:

Legal

FINANCIAL IMPACT:

Operating Revenue Capital Not applicable

Fiscal Year: 2018-2019	Project to Date Expenditures (CIP only)	Current Year	Future Years	TOTALS
Line Item Budget		\$703,500		\$703,500
Encumbered / Expended Amount		-		-
This item		133,000		133,000
BALANCE		\$570,500		\$570,500

Fund: Type A

RECOMMENDATION:

Staff and the CCREDC Board of Directors, and the Type A Board recommends approval of this grant.

LIST OF SUPPORTING DOCUMENTS:

Letter – DMC
Proposal – DMC
Letter – CCREDC Board