

July 18, 2019

Type A Board
Corpus Christi Business and Job Development Corp.
1201 Leopard Street
Corpus Christi, TX 78401

Please accept this letter from Del Mar College PTAC (Procurement Technical Assistance Center) as a request to renew funding of the PTAC Program and Plan Room in the amount of \$99,500.00 for 2020. PTAC provides business owners no-cost advising, education, training, small business certification assistance, and a Plan Room which provides a portal for businesses in their pursuit of local government contracting opportunities. To receive PTAC assistance, business owners are asked to provide basic information and notify us of certifications attained, milestones achieved, and contracts awarded in order to provide performance reports on our program.

The services of the plan room include access to 'live' construction projects that take place in the Corpus Christi area. Plan room services are available to assist these business owners with their requests for bid packages and large format plans. Providing these services to area business owners at virtually no cost enables both small businesses and the local economy to expand. The services provided by PTAC also gives local businesses a competitive advantage through small business certification attainment and helps to level the playing field when competing with the larger, and many times, out of town contractors.

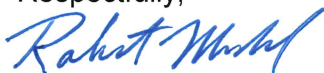
PTAC Performance Results

Cumulative data from 2012 to 2018 (*when PTAC began receiving Type A funds*); reveal Corpus Christi PTAC clients have been awarded \$94,576,302.52 in government contracts which has resulted in 1,892 fulltime jobs created and/or retained. The annual average of the aforementioned figures is \$13,510,900.36 in government contracts awarded and 207 full time employees created/retained. As PTAC's performance goals call for education/training, historical data shows a yearly average of 38 training events with 1,021 persons attending.

Currently (2019 to date); Corpus Christi PTAC clients have been awarded \$26,029,746.30 in government contract awards which equates to 521 full time jobs created/retained. Of particular note; PTAC clients have in recent years been reporting higher contract awards in dollars which has resulted in increased job creation. This trend continues upward as more businesses learn about the PTAC mission and funding of our program remains constant.

Continued support to the Del Mar College PTAC program by the Corpus Christi Business and Job Development Corp. will ensure PTAC continues to provide invaluable assistance and growth potential to the small business community in Corpus Christi.

Respectfully,



Robert Mirabal
Program Manager
Del Mar College, PTAC