



AGENDA MEMORANDUM

Corpus Christi Business and Job Development Meeting October 28, 2019

DATE: September 19, 2019

TO: President and Honorable Board Members,
Corpus Christi Business and Job Development Corporation

FROM: Mike Culbertson, COO
Corpus Christi Regional Economic Development Corporation
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Extend Grant for Del Mar College Contract Resource Center Program
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CAPTION:

Motion authorizing Renewal No. 1 of the Small Business Incentive agreement with Del Mar College for a contract resource Center program in the amount of \$133,000 from January 1, 2020 through December 31, 2020.

PURPOSE:

Award a Type A Grant for Del Mar College's Contract Resource Center Program for Small Business Assistance until December 31, 2020

BACKGROUND AND FINDINGS:

Del Mar College has begun operations of a technical assistance program with a Contractor Support focus. This Contractor Resource Center (CRC) is housed with the Small Business Development Center and the Procurement Technical Assistant Center. All three programs work in concert to address the specific needs of each client who seeks assistance from the center. The lead advisor for this program has extensive experience with large industry qualification standards, processes and requirements. Services are 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. The City Council approved the initial agreement on February 19, 2019. The agreement allowed for two one-year renewals of the agreement.

ALTERNATIVES:

The Board could decide not to continue the program or to move funds to another program.

FISCAL IMPACT:

This Type A will grant would be an amendment to the 2019-2020 budget. This will use economic development funds.

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:

Staff recommends approve Renewal No. 1 of the Small Business Incentive agreement with Del Mar College for their Contract Resource center program in the amount of \$133,000 from January 1, 2020 through December 31, 2020.

LIST OF SUPPORTING DOCUMENTS:

Letter Requesting Renewal of Program
Del Mar CRC Agreement
Small Business Incentive Agreement renewal– Del Mar CRC