



**AGENDA MEMORANDUM**  
City Council Meeting of September 8, 2020

**DATE:** July 21, 2020

**TO:** Peter Zaroni, City Manager

**FROM:** Mike Culbertson, COO  
Corpus Christi Regional Economic Development Corporation  
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Type A Grant for Service Corps of Retired Executives (SCORE) Chapter 221

**CAPTION:**

Motion approving a Small Business Incentives Agreement between the Corpus Christi Business and Job Development Corporation and Service Corps of Retired Executives (SCORE) Chapter 221 to provide a grant of up to \$54,000 in FY 2021 to assist small businesses.

**PURPOSE:**

Provide a grant from the Type A fund to SCORE to provide workshops or various topics that help small businesses grow and thrive. The Type A Grant for SCORE runs from January 1, 2021 through December 31, 2021

**BACKGROUND AND FINDINGS:**

The ballot language that passed the Type A sales tax stated that “these funds will be used to develop programs and facilities that assist small and start-up companies that have the ability to produce jobs in the future. SCORE has been aiding small businesses in Corpus Christi through their outreach by holding workshops on various subjects of use to the small business owner, and by providing counseling through face to face meetings and through emails. This grant funds the marketing coordinator position, marketing for these workshops, and the “lunch and learns” that SCORE uses to inform small businesses on such topics as: how to qualify for and get government procurement contracts, getting started with email marketing, and tax issues for small businesses. SCORE will have a contractor to coordinate the workshops and the advertising for these workshops. They have averaged 2,000 workshop attendees each year for the past three years. During the current pandemic, SCORE has continued providing workshops for small businesses to get them ready to reopen.

SCORE has received funding since 2008. The Board approved the Small Business Assistance budget in June that included this program. This agreement would allow the Board to extend this agreement for one additional year.

**ALTERNATIVES:**

If Council does not fund the program or fund it at a lesser amount, this program will be cut back or may be discontinued without this grant.

**FISCAL IMPACTS:**

This Type A will grant has been approved by the Type A Board and is in their 2020-2021 budget. This will use economic development funds of \$54,000 of the small business budget of \$903,500.

**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 approval of an agreement for SCORE for \$54,000 from October 1, 2020 through September 30, 2021.

**LIST OF SUPPORTING DOCUMENTS:**

Agreement – SCORE