



AGENDA MEMORANDUM

Action Item for the City Council Meeting October 12, 2021

DATE: August 17, 2021
TO: Peter Zaroni, City Manager
FROM: Mike Culbertson
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Type B Small Business Assistance Programs

CAPTION:

Motion authorizing seven Corpus Christi B Corporation Small Business Assistance Agreements with the following entities for one year: LiftFund, Inc., Service Corps of Retired Executives, Texas A&M University – Corpus Christi, and Del Mar College for a total amount not to exceed \$701,800 to support small businesses within the City of Corpus Christi.

SUMMARY:

This agenda item approves agreements for the Del Mar College Small Business Development Center (SBDC), Procurement Technical Assistance Center (PTAC), Contractor Resource Center (CRC), and Internship programs, LiftFund, Service Corps of Retired Executives (SCORE), and Texas A&M University – Corpus Christi Internship program with funding from the Corpus Christi B Corporation in Fiscal Year (FY) 2022.

BACKGROUND AND FINDINGS:

On July 19, 2021, the Corpus Christi Business and Job Development Corporation's Board (Type A Board) approved the FY 2021-2022 operating budget for all three Type A funds: Seawall, Arena, and Business and Job Development. Included in the Type A Business and Job Development Fund's budget was \$701,800 for seven Small Business Assistance programs. On August 16, 2021, the Type A Board approved agreements for each of the seven Small Business Assistance programs.

On August 30, 2021, a special meeting of the Type A Board was held to address City staff's recommendation to cancel these contracts with the Type A Corporation and instead move the funding to the Corpus Christi B Corporation. The Type A Board voted at the special meeting to reallocate \$701,800 from the small business agreements to another project for FY 2022. The Corpus Christi B Corporation also held a special meeting on

August 30, 2021 and voted to amend their FY 2022 Business and Job Development budget to appropriate \$701,800 and approve the agreements for the seven Small Business Assistance Programs.

Below is a list of the programs.

| Small Business Projects | Grant Amounts |
|--|---------------|
| LiftFund, Inc | \$ 49,300 |
| SCORE | 70,000 |
| Texas A&M Internship | 100,000 |
| Del Mar College Internship | 100,000 |
| Del Mar College – PTAC (Process Technical Assistance Center) | 99,500 |
| Del Mar College – CRC (Contract Resource Center) | 133,000 |
| Del Mar College – SBDC (Small Business Development Center) | 150,000 |
| Totals | \$ 701,800 |

LiftFund Interest Buy-Down Program

The goal of this program is to level the financial “playing field” in entrepreneurship by ensuring every entrepreneur has access to the financial support needed to start or grow their business.

The Service Corps of Retired Executives (SCORE)

SCORE is a nonprofit association dedicated to educate entrepreneurs and to help small businesses start, grow, and succeed nationwide by providing mentoring and training for small business owners.

Both TAMUCC & Del Mar College Internship programs

Benefits of the internship programs include increasing graduate retention rates by exposing students to local companies prior to graduation and increasing local companies’ access to a high quality, educated workforce.

The Procurement Technical Assistance Center (PTAC)

PTAC is a federally sponsored program located at Del Mar College’s Small Business Development Center that assists any business interested in pursuing federal, state, or local government contracts through a wide range of services.

The Contract Resource Center (CRC)

CRC offers one-on-one advising to better prepare and connect small businesses with large, multi-year projects. Some of the benefits of becoming a CRC client are the following:

- Training and development in specific areas
- Access to be listed on the Contractor Ready List shared with Corpus Christi Regional Economic Development Corporation (CCREDC) and large industry partners
- Access to the Plan Room to print bids and specs for local commercial contracts

Small Business Development Center (SBDC)

The primary goal of the SBDC is to provide technical support that businesses need, when they need it, and for however long they need it. Some clients have been working with the Center for over 20 years. As businesses grow and move on to new levels, they have new issues, challenges, and opportunities that require expert guidance.

The Corpus Christi Business and Job Development Corporation (Type A Board) approved these agreements at their August 16, 2021 meeting. Funding for these agreements was subsequently moved to the Corpus Christi B Corporation at their August 30, 2021 meeting.

ALTERNATIVES:

The City Council may choose to not fund these agreements or could choose to fund them at a lesser amount.

FISCAL IMPACT:

The financial impact is an amount not to exceed \$701,800 to be funded with the Type B Economic Development Fund in FY 2022.

Funding Detail:

| | | |
|------------------------|--------|-------------------------------|
| Fund: | 1146 | Economic Development Fund |
| Organization/Activity: | 15020 | Small Business Projects |
| Mission Element: | | |
| Project # (CIP Only): | | |
| Account: | 530000 | Professional Services Expense |

RECOMMENDATION:

Staff recommends approval of these seven agreements in an amount not to exceed \$701,800 to be funded by the Corpus Christi B Corporation in FY 2022.

LIST OF SUPPORTING DOCUMENTS:

Agreements