



Foundation

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FY 19/20
Outside Agency
Report

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October 6, 2020

Hon. Barbara Canales
Nueces County Judge
901 Leopard Street Room 303
Corpus Christi, TX 78401

Dear Judge Canales,

\$1,000 - Commissioner Pct 3

On behalf of the Small Business Development Center (SBDC), I want to thank you for the generous \$1,000 grant to the SBDC's *The BIG Event* program provided through the Del Mar College Foundation. The SBDC offers a secure environment for aspiring and early-stage micro entrepreneurs to gain knowledge and training to successfully launch or expand their business.

Measurable Results

The BIG Event (August 5, 2020) was a huge success with 93 total users in attendance and 5 contactors. For the first time ever, our event was held virtually due to COVID-19. The event was comprised of panelist webinars and 1:1 contractor matchmaking, as well as breakout meetings. Our keynote address was *10 Essential Team Needs During Crisis and Uncertainty* by Beverly Beuerman-King of LiveSmart, WorkSmart.

Detail Accounting of Expenditures

The \$1,000 provided by Nueces County supported our marketing expenses as well as assist in sponsoring our presenter fee.

SBDC 2020-2021 Planned Events

Our *SmartStart* series did not take place in 2020. Our event was scheduled to start in March 2020 when we were hit with COVID-19 and our in-person events had to be cancelled. However, we are looking forward to presenting this event in 2021. Our event targets individuals wanting to start a new business which will cover eight (8) important, high-energy, interactive modules. The series will serve 12 new business.

Also planned for 2021 is our *GrowSmart* series which targets existing businesses poised to grow to the next level. It will cover five (5) high-energy and interactive modules. This series will serve 12 existing businesses.

The SBDC continues to be an important resource for aspiring business entrepreneurs in the Nueces County area. These new businesses provide jobs, pay taxes and form the backbone of a thriving business community in our region. Thank you for your generous and continued support.

Sincerely,

Mary C. McQueen, CFRE
Executive Director of Development

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OCT - 8 2020

Nueces County
Commissioners Court
Administration



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Executive Director
of Development