



## Board Report

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**File #:** 15-0769, **Version:** 1

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- a. Ratify and approve the FY 2015-16 Development Set-Aside Agency Standard Agreement with the Monterey County Business Council, effective July 1, 2015; and
- b. Authorize the Economic Development Director to execute the Agreement with the Monterey County Business Council for the period of one (1) year, for the term July 1, 2015 through June 30, 2016, in an amount not to exceed \$87,210.

### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Ratify and approve the FY 2015-16 Development Set-Aside Agency Standard Agreement with the Monterey County Business Council, effective July 1, 2015; and
- b. Authorize the Economic Development Director to execute the Agreement with the Monterey County Business Council for the period of one (1) year, for the term July 1, 2015 through June 30, 2016, in an amount not to exceed \$87,210.

### **SUMMARY:**

The Monterey County Business Council (MCBC) has been the County's private sector partner for the Monterey County Competitive Cluster (C<sup>2</sup>) since its inception in March 2003. The purpose of the Agreement is to continue efforts to implement and facilitate the Competitive Cluster Project. The MCBC will support the designated five economic pillars of Monterey County through accelerating regional development of Small and Medium Businesses and the creation and retention of jobs. These efforts are undertaken in collaboration with the Monterey County Economic Opportunity Committee's designated five pillar working groups: 1) Agriculture, 2) Tourism, 3) Research, 4) Education, and 5) Military Support.

### **DISCUSSION:**

The recommended Agreement compliments existing economic priorities of the Board of Supervisors and initiatives identified as part of the County's existing strategic planning effort.

As set forth in its work plan for fiscal year 2015/2016, the Monterey County Business Council (MCBC) will continue to develop and facilitate the Monterey County Competitive Cluster (C<sup>2</sup>), and support the five key economic pillars. It will accomplish this by means of producing the Monterey County Economic Development/Competitive Cluster Status Report, by hosting the Public-Private Partnership Awards, by facilitating SBA's National Small Business Week in Monterey County; by supporting Ag/Eco/Recreational Tourism - the Monterey Bay Ambassador Program; by supporting Education, Research & Technology - the Innovation and Entrepreneurship training program; and by continued work in other industry clusters, including Higher Education & Research, Creative & Technology; Advanced Manufacturing; Health/Wellness; and Sustainable Building and Design.

The recommended Agreement establishes the following performance measures for MCBC: (1) through the Monterey Bay PTAC, MCBC will create 20 new jobs in Monterey County, or will retain 20 jobs in Monterey County between July 1, 2015 and June 30, 2016; (2) through Monterey Bay PTAC, MCBC will assist small businesses and local entrepreneurs to secure the award of a minimum of \$250,000 in new government contracts between July 1, 2015 and June 30, 2016; and (3) through the small and medium size business outreach efforts

described above, MCBC will create 10 new jobs in Monterey County, or will retain 10 jobs in Monterey County between July 1, 2015 and June 30, 2016.

The MCBC's FY 2015-16 Annual Work Plan was approved by the Board's Economic Opportunity Committee. The Board's Economic Opportunity Committee reviews and oversees MCBC's funding and performance auditing, including monitoring the quarterly performance reports required of MCBC by the recommended Agreement.

**OTHER AGENCY INVOLVEMENT:**

The Board Economic Opportunity Committee supports this recommendation. County Counsel has approved the Agreement as to legal form.

**FINANCING:**

Funds for the Monterey County Business Council, in the amount of \$87,210, have been included in FY 2015-16 Adopted Budget, via the Economic Development Department's Development Set-Aside Unit 001-8043-DE0019. There are no additional fiscal impacts to the Department Budget with this recommendation.

Prepared by: \_\_\_\_\_  
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Approved by: \_\_\_\_\_  
David Spaur, CEcD, EDFP, Economic Development Director, 5387

**Attachments:**

Monterey County Business Council (MCBC) FY 2015-16 Agreement Complete  
(Attachments are on file with the Clerk of the Board)