

SEE
MONTEREY

A scenic landscape featuring a large, light-colored building with two prominent bell towers. In the foreground, there is a pond with lily pads and tall grasses. The background shows rolling hills under a clear sky.

See Monterey Tourism & Economic Vitality

Countywide FY2022-23 Total Influenced and Direct Spending



Influenced

330K

Overnight Visitor Trips



Generated

\$712M

Influenced Visitor
Spending



Accounted for

30%

Of Hotel Room Demand



Booked

\$44M

In Economic Impact
(Groups & Meetings)

County Investment Report YTD

Highlights from latest investment report sent to BOS April 2024

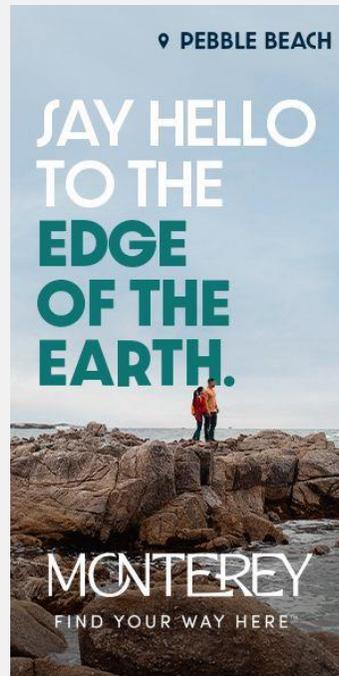
County Investment
in Destination
Marketing: ROI for
unincorporated
county

- "Find Your Way Here" campaign reached over 9.4 million travel-ready households and influenced more than 567,000 trips to Monterey County
- New campaign drives greater influence in smaller communities
- 24 groups booked = \$2.96 million in economic impact
- Sales Team FAM at Earthbound Farms (Carmel Valley)
- 62.5k clicks from SeeMonterey.com to businesses throughout the county (many small businesses)
- Over \$1 million in positive PR coverage: NYT Frugal Traveler included Moss Landing & Salinas Valley
- See Monterey Team FAM trips: Moss Landing/Castroville, Seaside/Marina, and Carmel Valley
- Hosted business workshops: sales, pr, social media trainings
- Door-to-door business outreach: South County, Salinas

FY2023-24 Summary

What the Next Level Looked Like

- New Brand Launch (Find Your Way Here)
- New Events & Conferences
- Expansion into New Markets
- Air Service Growth
- International Market Expansion
- Spanish Language Marketing
- History & Heritage Campaign



New Midwest seasonal flights out of Monterey announced

Monterey Regional Airport announced on Tuesday that nonstop flights to Minnesota will begin in August.

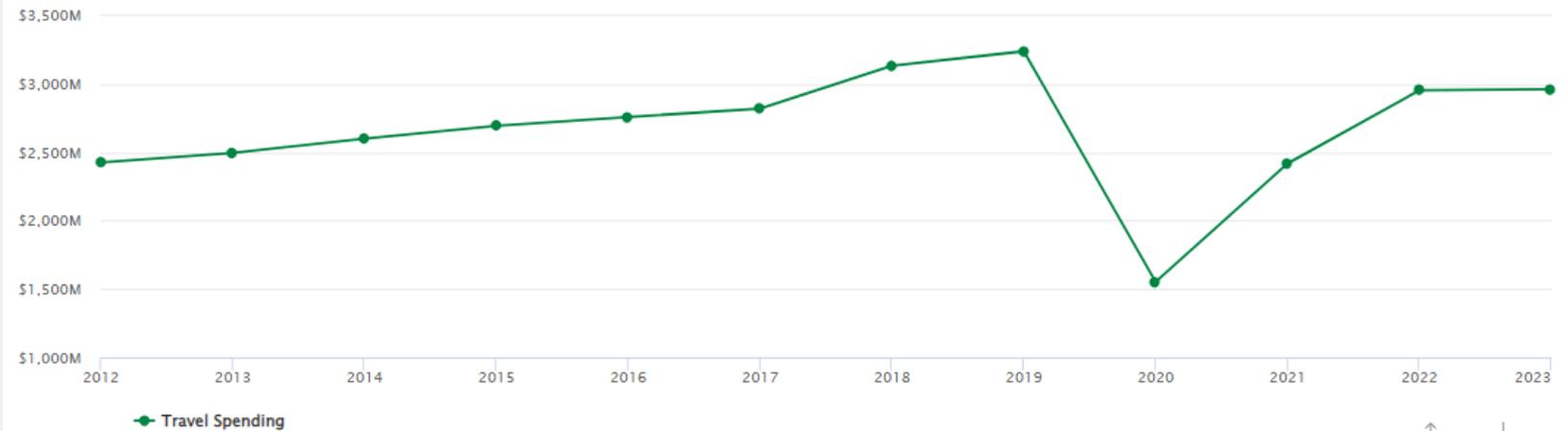


Not 'There' Yet

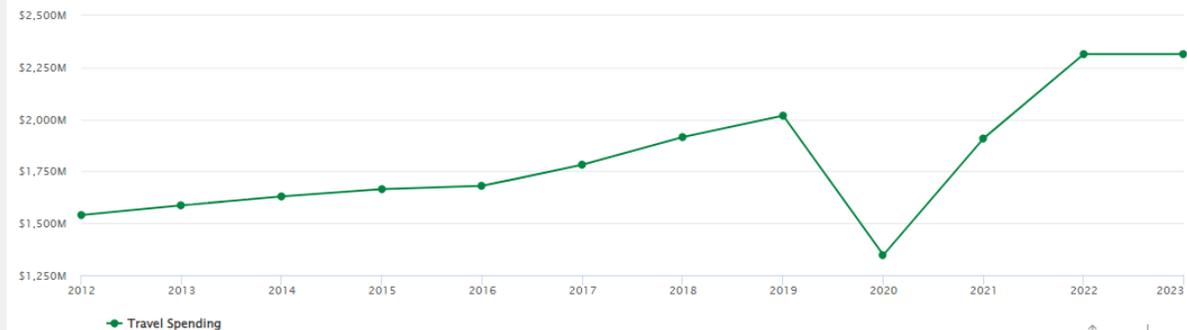
Tourism Spending Not Yet to 2019 Levels

- Monterey County behind statewide recovery
- Slow return of international visitation & Groups/Meetings
- Larger destinations (e.g., Los Angeles, San Diego, Orange County) upping the average
- Some destinations invested more heavily earlier (e.g., SLO Cal)
 - SLO Head Start
 - Less reliant on Group and International

MONTEREY HISTORY OF TRAVEL SPENDING IN CALIFORNIA

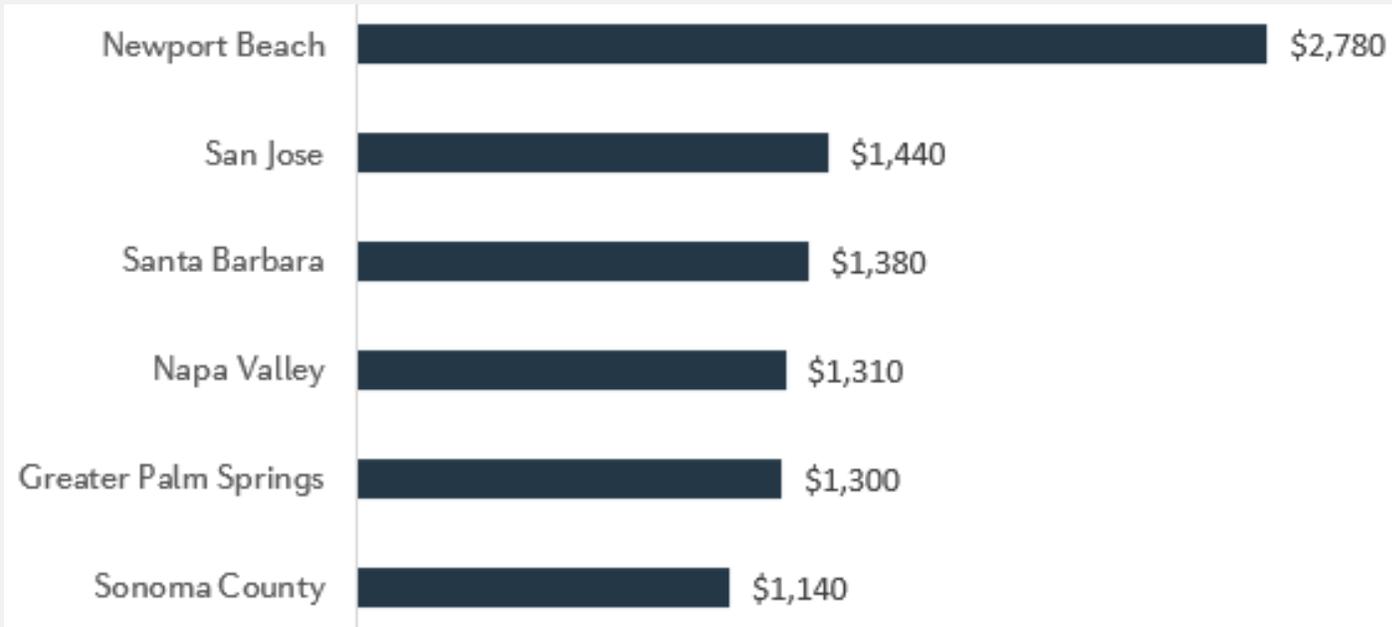


SAN LUIS OBISPO HISTORY OF TRAVEL SPENDING IN CALIFORNIA



BRIDGING THE GAP

DESTINATION MARKETING BUDGET PER HOTEL ROOM



VS

***Monterey County -
\$1,050
(until this FY: \$640)***

FY2024-25 & Beyond

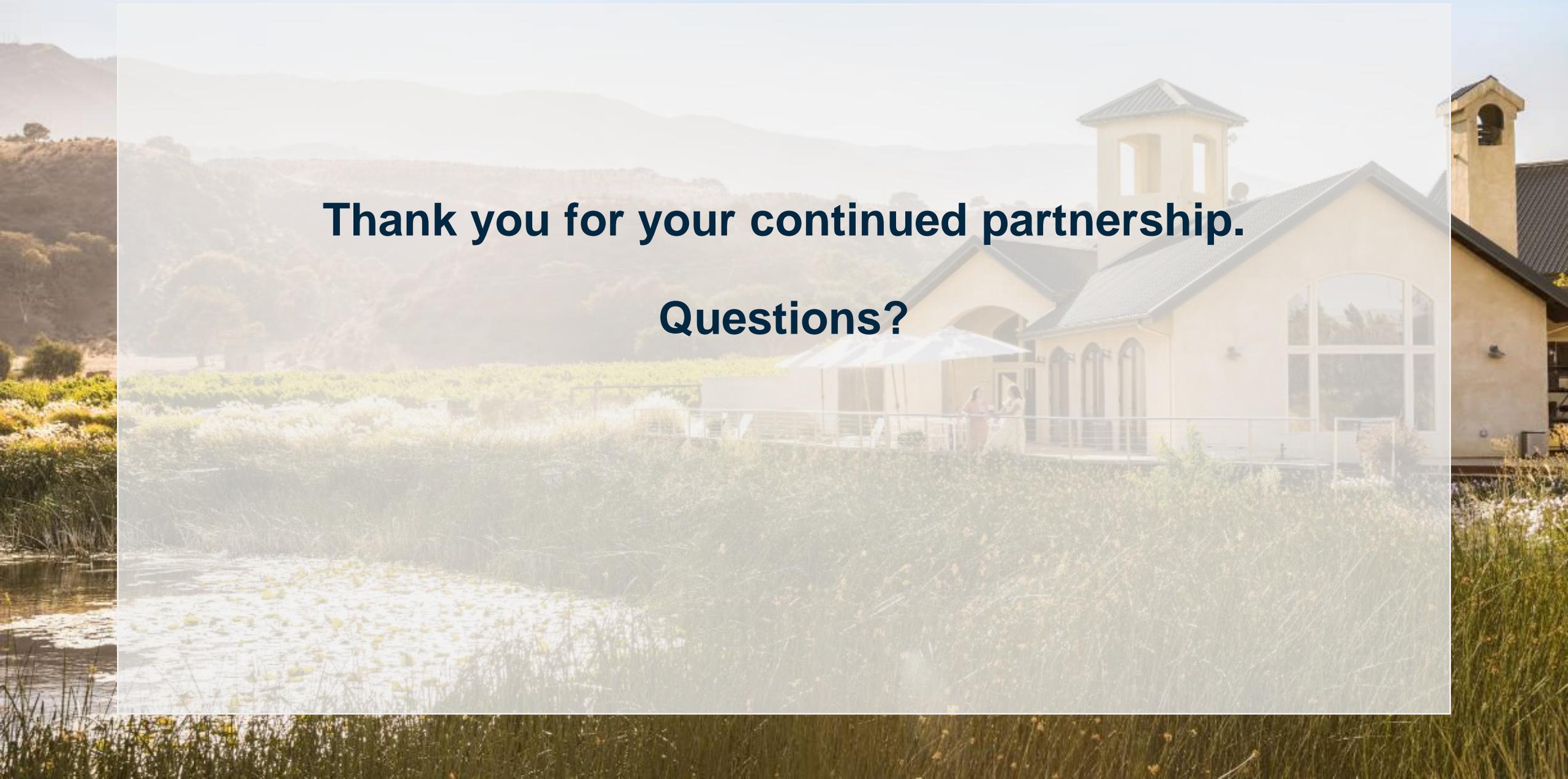
Building on progress made

In the coming year we'll build on the current in ways we've never done in the past...

- Strategic Roadmap Update
- Resident Sentiment Study
- Reimagined digital experience (website, Artificial Intell)
- Brand Launch for Meetings and Luxury segments
- Big Sur North campaign
- Hosting major Group/Meetings Conferences
- And more...

Thank you for your continued partnership.

Questions?





MONTEREY COUNTY
**BUSINESS
COUNCIL**

Monterey County Business Council Annual Report

Q1-Q3 REPORT: JULY 1, 2023- MARCH 31, 2024
2023-2024 FISCAL YEAR

Overview

Monterey County Business Council (MCBC) has continued their business programming and continues to grow and thrive throughout the year. MCBC has maintained their connections in small business advocacy, outreach in multiple cities within the county, and achieved their overall goals with their APEX Accelerator program.

The following programs were implemented during Q3 2023/2024:

- APEX Accelerator counseling and webinars for businesses
- Small Business Development Center (SBDC) awarded to MCBC this quarter!
- Leadership Monterey County
- Member Monthly Luncheons
- Monterey County Business Alliance
- Monterey Bay Defense Alliance

MCBC Executive Board:

Past Chairman: Luis Alvarez, Alvarez Technology Group (Salinas)

Chairman: Chris Steinbruner, Steinbruner Hill CPAs (Carmel)

Vice Chair: , Joe Foster, Kaiser Permanente (Monterey County)

Secretary: Megan Hunter, City of Soledad (Soledad)

Treasurer: Amy Ivey, Bay Federal Credit Union (Salinas)

Member at Large: Pete Scudder, Scudder Roofing (North County)

Leadership Monterey County Hospitality Day February 23, 2024

► The hospitality industry is a critical driver of the economy in Monterey County. Given its importance, the 2024 Leadership Monterey County (LMC) program kicked off with an exploration of the inner workings of this multifaceted industry. On Friday, February 23, 2024, LMC participants heard from industry leaders who shared their experiences and insight into ongoing operational challenges as well as efforts to market the County of Monterey as a tourist destination. Speakers included leaders from Intercontinental the Clement Monterey Hotel; the Monterey County Hospitality Association; See Monterey; and the Monterey Conference Center, Lunch was served at the Paper Wing Theater, located on Cannery Row in Monterey, and featured presentations on jobs and careers in the hospitality industry. The day concluded with a briefing on the culture and operations of The Pebble Beach Company, followed by a walking tour.



Leadership Monterey County Education Day



The second session of the 2024 Leadership Monterey County (LMC) program, held on Friday, March 22, 2024, focused on education. The day's events highlighted critical ties between this sector and the hospitality industry (the focus of LMC's February 23, 2024 session) and agriculture (the focus of LMC's April 26, 2024 session). Moreover, longstanding structural changes affecting public and private institutions alike, not to mention the ongoing challenges posed by the pandemic and other challenges, loomed large throughout the day's conversations. Speakers on March 22 included leaders from California State University Monterey Bay (CSUMB), Hartnell College, the County of Monterey Office of Education; and Monterey Peninsula College (MPC). Speakers representing the three postsecondary education institutions (CSUMB, Hartnell College, and MPC) in addition highlighted their ongoing efforts to prepare students for careers by partnering with local business and other community members—with the goal to provide opportunities for students to cultivate professional skills, whether through internships, experiential and service learning projects, and other arrangements.

APEX ACCELERATOR COUNSELING REPORT

CONTRACT AWARDS for Q1-Q3 - Monterey County

\$37,683,433.27

Q1 (7/1/23-9/30/23) – 14 Monterey County businesses who received 23 government contract awards totaling \$32,733,655.95

Q2 (10/1/23-12/31/23) – 18 Monterey County businesses who received 5 government contract awards totaling \$3,225,891.26

Q3 (1/1/24-3/31/24) – 3 Monterey County businesses who received 3 government contract awards totaling \$1,723,888.06

APEX ACCELERATOR COUNSELING REPORT

▶ Monterey County Business APEX Accelerator Client Demographics

- ▶ There are a total of 195 APEX Accelerator clients in Monterey County.
- ▶ There are a total of 43 Women-Owned Businesses in Monterey County.
- ▶ There are a total of 39 Hispanic-owned Businesses in Monterey County.
- ▶ There are a total of 46 Veteran Owned Businesses in Monterey County.
- ▶ There are a total of 27 Service-Disabled Veteran Owned Businesses in Monterey County.
- ▶ There are a total of 10 businesses that are 8 (a) or DBE in Monterey County.
- ▶ There are a total of 25 businesses that are in a HUB zone in Monterey County.

APEX ACCELERATOR COUNSELING REPORT

Jobs Created and/or Retained

According to officials at the Defense Logistics Agency (DLA) the customary practice in government contracting is to value one job from \$50K - \$200K. In addition, according to the US Bureau of Labor and Statistics, the 2023 median value of a US job was \$61,412. And according to the Bureau of Labor Statistics (BLS), the median wage for workers in the United States in the third quarter of 2023 was \$1,181 per week or \$61,412 per year for a 40-hour workweek.

Therefore, according to slide 5 where Monterey County APEX Accelerator procured **\$37,683,433.27 in contract awards from July 1, 2023 to March 31, 2024;**

613 jobs were either created and/or retained between 1st-3rd Quarter.

MCBC AWARDED SMALL BUSINESS DEVELOPMENT CENTER (SBDC) BY SMALL BUSINESS ADMINISTRATION

After a competitive bid process, Monterey County Business Council was awarded the contract for the Small Business Development Center (SBDC) for Monterey and San Benito Counties.

A local match of \$165,000 is required to run the SBDC, so MCBC has partnered with multiple jurisdictions and nonprofits to ensure its success. And in addition to the home office in Salinas, MCBC plans to have new, bilingual satellite offices in Soledad and Monterey as well.

Our funding partners include:

County of Monterey - \$64,000
Community Foundation - \$5,000
MBEP - \$25,000
City of San Juan Bautista - \$5,000
City of Monterey - \$10,000
City of Soledad - \$10,000
City of Marina - \$5,000
City of Seaside - \$5,000

City of Carmel - \$5,000
City of Pacific Grove - \$5,000
City of Del Rey Oaks - \$5,000
City of Sand City - \$5,000
City of Greenfield - \$5,000
City of King City - \$5,000
City of Gonzales - \$5,000



MCBC
Business
Programming
Funded by
County of
Monterey

REQUESTING FOR 2024-2025

Inclusion in DSA Formula – 0.5% = \$190,000

- ▶ \$100,000 – APEX Accelerator program
- ▶ \$65,000 – SBDC Local Match
- ▶ \$25,000 – Leadership Monterey County and Business programming



MONTEREY COUNTY
FILM COMMISSION

The MCFC mission is to inspire and facilitate film and media production throughout Monterey County, creating positive economic impact.



What does MCFC do?

- ★ MCFC maximizes the economic benefits from on-location filming
- ★ We work to see that Monterey County prospers in a highly competitive global marketplace (more than 360 FCs worldwide)
- ★ MCFC publicizes and showcases the variety of film sites and the numerous resources and local crew available for hire
- ★ We are YOUR Monterey County Film Commission



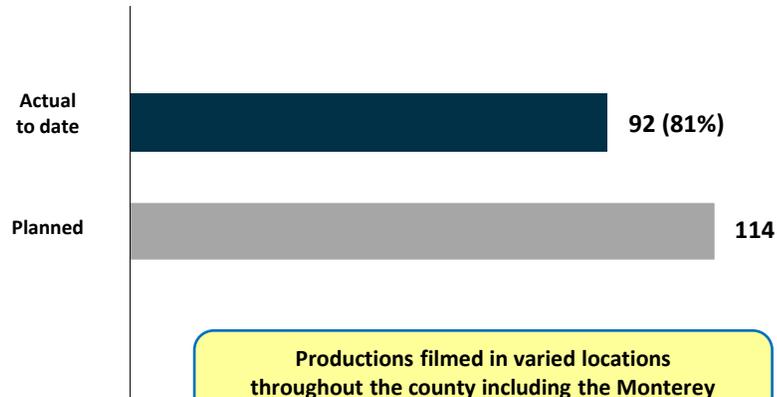
Highlights from July – December 2023

- ★ Korean TV production, “Unexpected Business”
at Marina’s Asian Market
- ★ BBC Natural History documentary, “The Americas”
with Monterey Bay National Marine Sanctuary
- ★ Monterey Bay Chinese-American
historical documentary
- ★ Banana Republic fashion shoot
- ★ WeatherTech Raceway Laguna Seca
for auto race event broadcasts



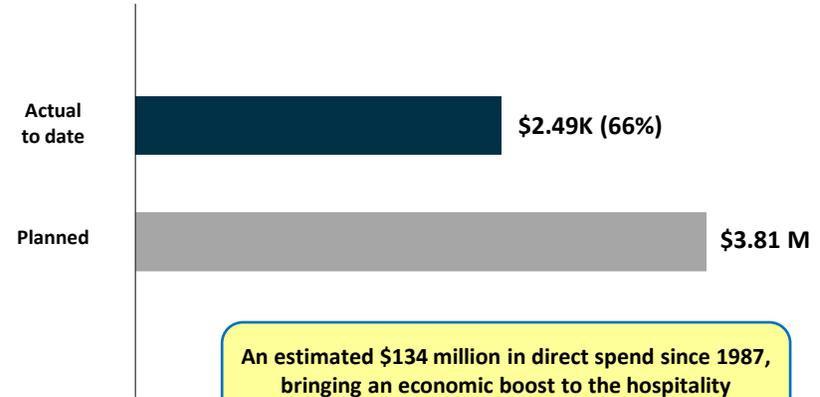
FY2023-24 Mid-Year Summary of Performance Goals (9-months)

Film Productions — 81% of Goal



Productions filmed in varied locations throughout the county including the Monterey Peninsula, State Parks, and Big Sur properties.

Total Local Spend — 66% of Goal



An estimated \$134 million in direct spend since 1987, bringing an economic boost to the hospitality industry, crew, tax base, and small businesses.

Expand Reach of Advertising & Promotions — 65% of Goal



MCFC stayed top-of-mind via exposure on film industry websites, trade publications and guides, print ads, and earned media.

Collaborations & Partnerships — 73% of Goal



Collaborations with local organizations raise MCFC's profile, highlight filming's value to residents, and further leverage business partnerships.

MCFC's film industry advertising with global reach

Salinas Valley crops

Old barn, Salinas Valley

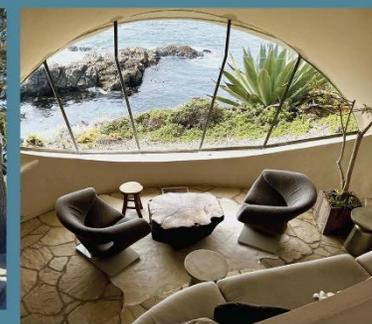
Carmel Beach

Big Sur vista

Steinbeck House, Salinas

Make the Scene
in Monterey County, California

You'll find such varied and stunning locations here.
Plus get free help with locations and resources!
FilmMonterey.org • Karen@FilmMonterey.org



Make the Scene
in Monterey County, California

Picture perfect: The enchanting village of Carmel-by-the-Sea offers a stunning coastline and varied architectural looks in the Monterey Peninsula. Call on us for location connections.



FilmMonterey.org • 831.646.0910



Congratulations to all 2023 LMGI Awards winners, nominees, and honorees...



Like you, our locations are winners!
Come make a scene in Monterey County.
FilmMonterey.org



CA Film Incentive Program: \$330 million to keep film production dollars in the state



Most entertainment jobs in California are created by small businesses with **fewer than ten** employees.

#filmworksca



California's Film & Television Tax Credit Program has encouraged film producers to spend **\$24 billion** in state.

#filmworksca



Making a \$2 million movie in California will create **59 jobs** and generate **\$215,000** in state and local tax revenue.

#filmworksca

Film production means jobs and business support

Crew/Production

Actors/Models/Voice-Over
Art Director
Assistant Director
Assistant Editor
Camera Operator
Carpenter/Construction
Director
Director of Photography
Editor
Grip/Lighting
Location Assistant
Location Scout/Manager
Make-up/Hair Styling
Music Composer/Scoring
Photographer- Still, Aerial,
and Underwater
Post Production Manager
Production Assistant
Production Company
Production Coordinator
Production Designer
Prop Master
Recording Engineer

Screenwriter
Set Construction
Set Decorator
Sound Designer/Technician
Transportation Coordinator
Union/Guilds
Videographer
Wardrobe/Costume Design

Equipment/Facilities

Audio Visual Equipment
Editing Equipment/Software
Expendables
Grip/Lighting Equipment
Motorhomes
Portable Toilets
Production Equipment
Recording Studios
Screening Venues
Stages/Studios
Stock Footage/Images
Teleprompters

Underwater Equipment
Video Post Facilities
Water Trucks

Support Services

Accommodations
Advertising/PR Agencies
Aerial Services/Drones
Airports/Airlines
Animals/Trainers
Auto/Van/Truck Rental
Casting/Talent Agencies
Catering/Craft Services
Delivery Services
Disposal/Janitorial
Event Production/Party Planning
Fitness Trainer
Graphics/Visual Effects
Insurance
Limousine/Shuttles
Marine Services
Massage Therapist

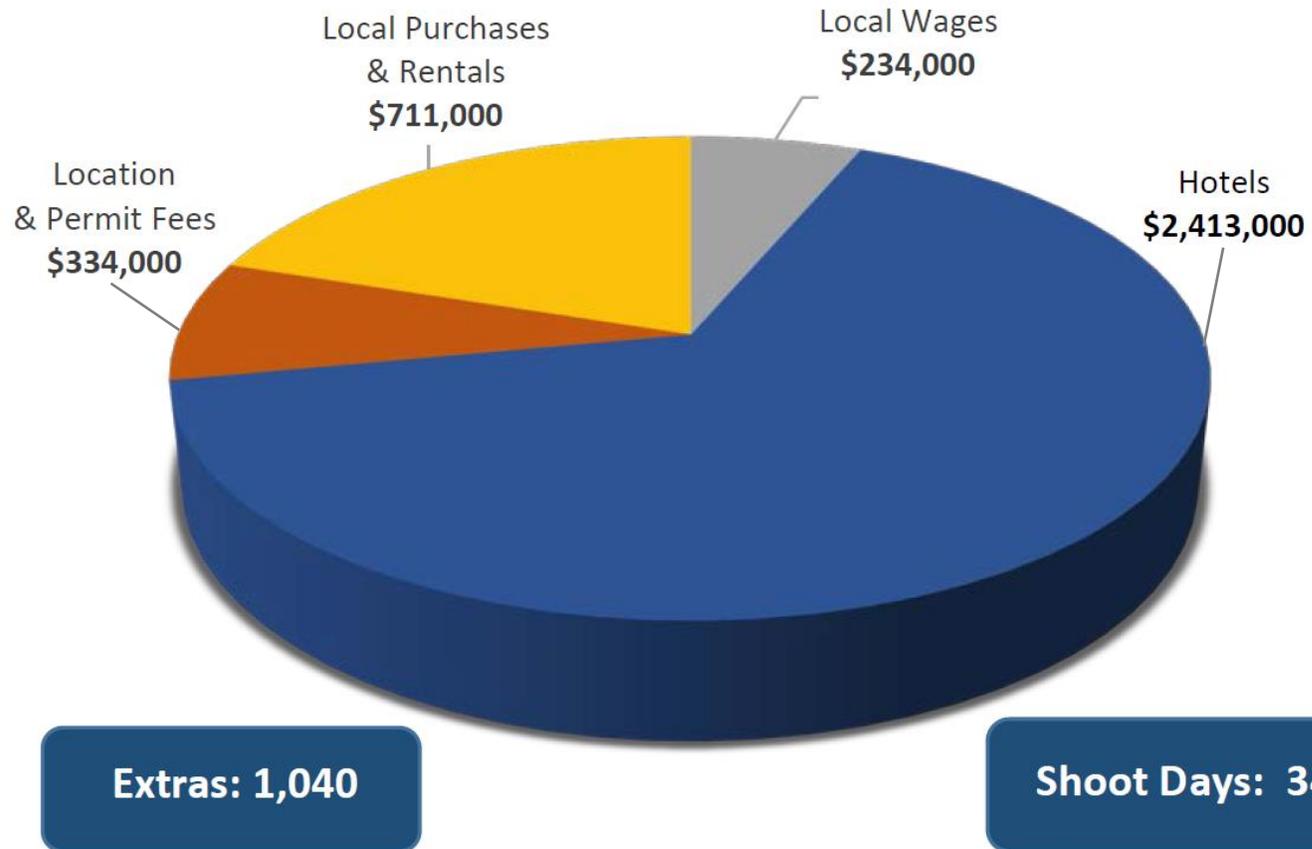
Medical Services
Props/Prop Rental
Realtors/Home Rentals
Secretarial/Temp Agencies
Security
Studio Teacher/Childcare
Traffic Control/Signage
Translation Services
Vintage Cars/Ships/Aircraft

Things to Do

Dining/Nightlife
Events
Film Festivals
Golf
Museums/Aquarium
Shopping
Sightseeing Tours
Spa/Health
Sports/Recreation
Wine Tasting

How productions spend on location

“Big Little Lies” (Season 2) Local Spend in Monterey County: \$3,692,000



County of Monterey benefits from MCFC

- ★ Brings year-round economic boost (+TOT revenue) from on-location film productions
- ★ Keeps Monterey County top-of-mind as a positive filming option
- ★ Provides immediate, professional responses in the fast-moving, highly competitive market
- ★ Helps locals get jobs and updated work experience
- ★ Has an AFCI certified Film Commissioner representing our area (one of 40 globally)



What film people are saying...

“We all wanted to thank you so much for being so helpful and supportive to our production. You and your staff are unbelievably responsive and a real resource to us filmmakers. If given the opportunity we will definitely be coming back up north to shoot.”

-- E.V., Head of Film Production, Los Angeles



Questions? Thank you for your continued support!



ARTS COUNCIL for Monterey County



The mission of the Arts Council for Monterey County (Arts4MC) is to improve the quality of life for everyone in our region through the arts.

DSA Partner since 1985
*to provide arts & cultural programs to
strengthen our economic base*



Economic Development

\$233,700 in funding provided to 54 art organizations this fiscal year to date to build capacity and strengthen our cultural sector.

District 1: Alisal Center for the Fine Arts, United Way of Monterey County, Ciclovía Salinas

District 2: Prunedale Senior Center, Marine Life Studies, Enchantrix Theater

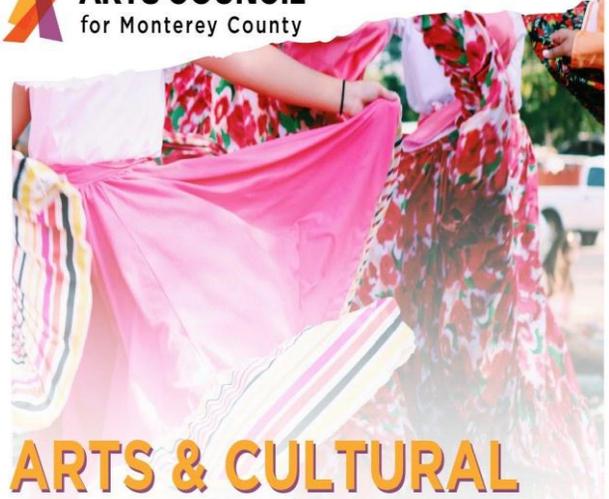
District 3: Sol Treasures, Monterey County Dance Foundation, Urban Arts Collective

District 4: Palenke Arts, New Canon Theater, Supporting Indigenous Communities Group

District 5: Monterey Museum of Art, Henry Miller Library, Monterey Symphony



ARTS COUNCIL
for Monterey County



**ARTS & CULTURAL
IMPACT GRANT** **APPLY TODAY!**



Receive up to \$5,000 for your nonprofit organization towards a public arts and culture project or program!

SPRING APPLICATIONS
MAR. 4 - MAY 15, 2024 Funding provided by 

Arts & Cultural Impact Grant

2023 Fall Cycle Awardees



Palenke Arts



United Way of
Monterey County



Monterey County
Dance Foundation





262 Main Street



Come join us for our open studio
on Saturday, March 30th 11-4 pm
1123 North Fremont Blvd.

Shagufta Khan



Michelle Robertson



Carly Ganley



Andrew Jackson



Monterey County Government Center
***“Raising Awareness of Monterey County’s Native Habitats,
Animals, and Plant Life”*** Exhibition



Annual Art Installation and Exhibition with 30 artists and more than 60 original pieces of art on display through December 2024.

“Fisherman’s Dream”



Mural in West Stairwell of Government Center by LaNeta Murals 2024



Tourism

CULTURAL ROAD TRIP

THE ARTS COUNCIL'S
GUIDE TO A CULTURAL
ROAD TRIP THROUGH
MONTEREY COUNTY





\$320 million in economic impact from performing arts in 2022 including **\$43 million** in state and local tax revenue

80% of attendees to these two festivals are from outside Monterey County, providing over **\$64 million** in economic impact





Workforce/Business Development

Free quarterly marketing and professional development programs for artists, arts leaders and arts organization this year to date:

Jul 2023 - Business Resources to Thrive as an Artist

Oct 2023 - Mural Talk: Planning & Proposing Large-Scale Projects

Jan 2024 - Pricing ArtWork & Attracting Collectors

Business Works
SOLUTIONS FOR BUSY CREATIVES

PRESENTS:
**PRICING ARTWORK &
ATTRACTING COLLECTORS**

Learn what to consider when pricing your artwork and the best way to attract collectors.

Jennifer Perlmutter
JENNIFER PERLMUTTER GALLERY
@jenperlmuttergallery

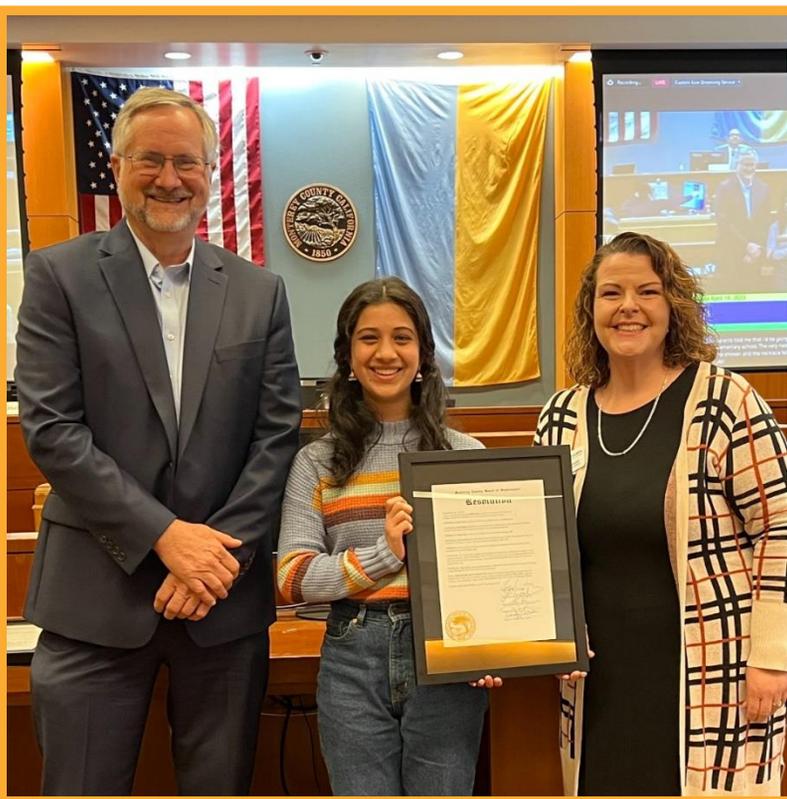
FRIDAY, JANUARY 19, 2024 | 10:00 AM
COMMUNITY FOUNDATION FOR MONTEREY COUNTY
2354 GARDEN ROAD, MONTEREY, CA 93940

REGISTRATION ENCOURAGED
SO WE HAVE ENOUGH COFFEE AND PASTRIES!
[BIT.LY/RSVPBIZWORKS](https://bit.ly/rsvpbizworks)

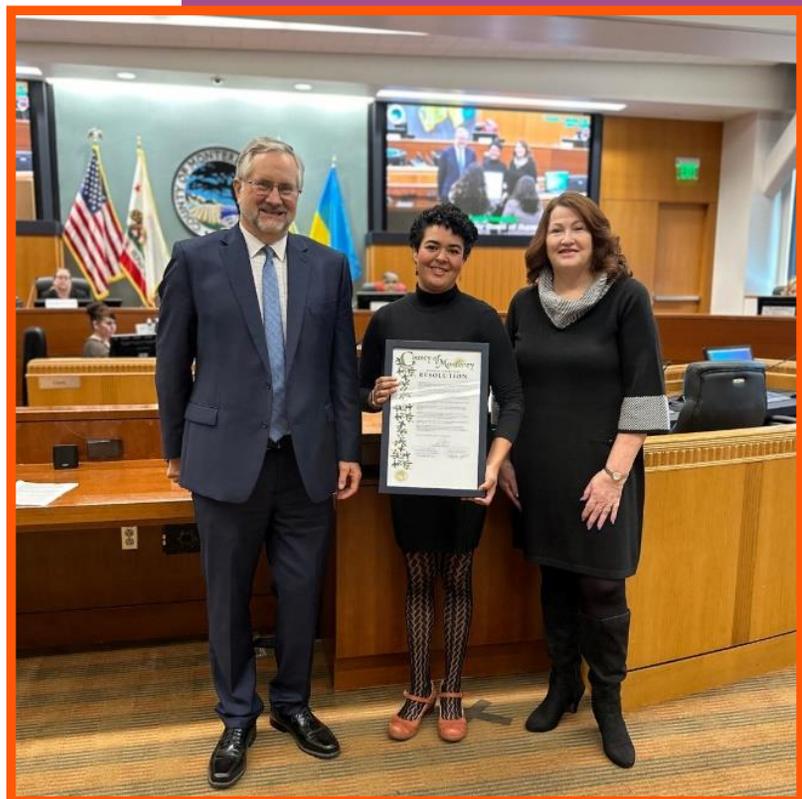
ARTS COUNCIL
for Monterey County



ARTS COUNCIL
for Monterey County



Youth Poet Laureate



Poet Laureate

NEW for 2024-2025



OPEN STUDIOS
A r t T o u r

A program of Arts Council for Monterey County



October 12th & 13th and October 19th & 20th

In Summary

Supporting the arts enhances the economic vitality, cultural richness, and overall well-being of a community.

It strengthens the community's identity, creates opportunities for education and artistic expression, and contributes to the broader cultural and economic landscape.

Communities that invest in the arts recognize the significant positive impact these investments have on their residents and visitors

ART WORK IS REAL WORK. WWW.ARTS4MC.ORG

Questions?



Learn more at Arts4MC.org

The poster features a photograph of a woman and a man in professional attire, both smiling and holding clear acrylic awards. The woman's award is inscribed with 'ARTS COUNCIL OF MONTEREY COUNTY' and '2024 Awardee'. The man's award is inscribed with 'COUNCIL OF MONTEREY COUNTY'. The background of the photo is a yellow and orange gradient with the text 'CHAMPIONS OF THE ARTS' and 'TE. OF THE ARTS'. To the right of the photo, the text 'SAVE THE DATE' is written in large, bold, orange letters. Below this, the 'CHAMPIONS OF THE ARTS' logo is displayed in purple and orange, with three yellow stars. At the bottom right, the event details are listed in orange and black text: 'Friday, August 9, 2024', 'ANNUAL BREAKFAST | 9:00 AM', 'MONTEREY MARRIOTT FERRANTE ROOM', and '350 CALLE PRINCIPAL, MONTEREY'. A small blue logo for 'energ comp' is visible at the bottom left of the photo area.

Thank you for your partnership!

