



# Monterey County

## Item No.16

### Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

Legistar File Number: 22-435

May 17, 2022

**Introduced:** 5/6/2022

**Current Status:** Scheduled PM

**Version:** 1

**Matter Type:** General Agenda Item

Receive a presentation from the Development Set-Aside Agencies, Monterey County Business Council (MCBC) and Monterey County Convention and Visitors Bureau (MCCVB) on FY21-22 Quarter 1 - Quarter 3 results.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

Receive a presentation from the Development Set-Aside Agencies, Monterey County Business Council (MCBC) and Monterey County Convention and Visitors Bureau (MCCVB) on FY21-22 Quarter 1 - Quarter 3 results.

**SUMMARY/DISCUSSION:**

The Development Set-Aside (DSA) Program was established by the Board of Supervisors to support and promote economic development through tourism promotion, filmmaking, cultural arts programs, small business outreach that strengthen the workforce, and through other programs that broaden the County's economic base to increase revenue and promote the creation and retention of jobs.

These Agreements provide funding for programmatic efforts which complement existing economic priorities of the Board of Supervisors strategic initiatives as described below:

- The Monterey County Convention and Visitors Bureau (MCCVB) acts as the County's marketing channel to maximize the benefits of tourism to the County of Monterey by implementing programs that promote the Monterey County brand. The primary goal of MCCVB's Marketing Communications department is to inspire and increase overnight visitation amongst Leisure, Group and International travelers. The MCCVB shall market Monterey County through public relations, social media, and advertising programs to increase awareness and desire to visit Monterey County. It will do so by increasing web visits and earned media; by procuring group sales and group bookings; and through providing visitor information services with focus on increasing Transient Occupancy Tax revenue by persuading visitors to extend their stays.
- The Arts Council for Monterey County shall develop jobs and business opportunities in the art sector through creative impact grants, training, and promotion to artists' networks and associations. It shall increase public/private partnerships with partner hotels, partner districts, and partner schools to broaden the customer base of partner businesses. It shall leverage County investment by increasing funding from foundations, small businesses, and individuals, and swelling earned revenue from the sale of artwork. It shall expand workforce development opportunities that focus on increasing the number of students ready to work in the arts.

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- The Monterey County Film Commission shall boost film industry outreach by increasing the number of inquiries that have positive results; tracking the number of media productions occurring in Monterey County, and raising the total funds spent in Monterey County from film production. It shall expand education and workforce opportunities by increasing the number of Monterey County film site locations and enhancing film-related job skills.
- The Monterey County Business Council (MCBC) shall create or retain jobs through business expansion and businesses receiving assistance from the Monterey Bay Procurement and Technical Assistance Center and assist small businesses and local entrepreneurs to secure government contracts. MCBC shall continue to educate and engage the public through events, e.g., the Annual Higher Education & Research Summit and Annual Economic Vitality Awards, and host various business advocacy events, Leadership Monterey County, and business luncheons.

The Board will receive presentations from MCBC & MCCVB on May 17, with presentations from the Arts Council for Monterey County (ACMC) and Monterey County Film Commission (MCFC) at a future Board meeting.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed this staff report.

FINANCING:

Receipt of this report does not impact the County budget.


BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Development Set-Aside economic development partners provide programs and services that support the Board-approved Strategic Initiatives.


Mark a check to the related Board of Supervisors Strategic Initiatives

- X Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

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Attachments: Board Report; DSA Presentation - MCCVB and MCBC BOS Presentation