



Monterey County Business Council

Economic Development Committee Report

NOVEMBER 1, 2023

Our Mission:

Forging cross-sector alliances to build a vibrant and prosperous Monterey County business community.



Programs of Monterey County Business Council

**MCBC FLAT AMOUNT FROM DSA PARTNERSHIP: \$175,000
(\$100,000 for PTAC/\$75,000 for Business Programming)**

- APEX Accelerator – Department of Defense program
- Leadership Monterey County
- Member Monthly Luncheons
- Monterey County Business Alliance
- Supervisor Speaker Series
- Monterey Bay Defense Alliance
- Coming Soon: South County Roundtable



MONTEREY
BAY
APEX
ACCELERATOR

WELCOME TO OUR TEAM



Jordan Caballero

We are proud to announce the hiring of Jordan Caballero as our new Procurement Counselor with our Monterey Bay APEX Accelerator team.

Welcome, Jordan!



MONTEREY COUNTY
BUSINESS
COUNCIL



MONTEREY
BAY
APEX
ACCELERATOR

WELCOME TO OUR TEAM



Jared Wiegand

We are proud to announce the hiring of Jared Wiegand as our new Procurement Counselor with our Monterey Bay APEX Accelerator team.

Welcome, Jared!

We Mean (& Bring) Business to Monterey County

Monterey County Contracts
4/1/2023 - 6/30/2023

\$12,961,287

won by our Monterey County
APEX clients

Monterey County Contracts
4/1/2023 - 6/30/2023

Women-owned Business
\$309,210

Hispanic-owned Business
\$128,582

Veteran-owned Business
\$2,066,347

Service-Disabled owned Client
\$848,000

8(a) Owned Business Clients
\$348,429

MontereyBayAPEX.org



See how our free services
can assist your business!

APEX Accelerator Counseling Report

*Helping businesses
bid and win
government
contracts*

APEX Accelerator Counseling Report

Monterey County Business APEX Client Demographics

- There are a total of 178 APEX clients in Monterey County.
- There are a total of 40 Women-owned Businesses who are APEX clients in Monterey County.
- There are a total of 37 Hispanic-owned Businesses who are APEX clients in Monterey County.
- There are a total of 42 Veteran-owned Businesses who are APEX clients in Monterey County.
- There are a total of 24 Service-Disabled Veteran-owned Businesses who are APEX clients in Monterey County.
- There are a total of 10 businesses that are 8 (a) or DBE who are APEX clients in Monterey County.
- There are a total of 16 businesses that are APEX clients in a HUB zone in Monterey County.

BUSINESS STATISTICS FROM OUR APEX COUNSELING

<u>Monterey County</u>	<u>Government Contract Award Dollars</u>
Women-owned business = 3	\$ 309,210.43
Hispanic-owned Business = 1	\$ 128,582.90
Total Veteran-owned business Clients = 2	\$ 2,066,347.75
Total Service-Disabled Owned Clients = 3	\$ 848,000.00
Total 8 (a) owned business Clients = 2	\$ 348,429.70
Total HUB zone Clients = 3	\$ 1,663,119.45

Leadership Monterey County Hospitality Day



Tours and discussions of the Hospitality industry in Monterey County, including TOT (Transient Occupancy Tax) and the overall desire to ensure our economy is thriving. Students have visited Portola Hotel & Spa, The Monterey Conference Center, Cannery Row, and The Pebble Beach Company's properties.

Speakers included:

Janine Chicourrat, Managing Director, The Portola Hotel and Spa

Rob O'Keefe, President and Chief Executive Officer, Monterey County Convention & Visitors Bureau

Kristin Horton, Executive Director, Monterey County Hospitality Association

Doug Phillips, General Manager, Monterey Conference Center

Ted Balestreri, Chairman and CEO, The Cannery Row Company

Dawn Mathes, Director of Environmental, Government, and Community Affairs

Leadership Monterey County Agriculture Day



In April, Leadership Monterey County, explored the world of agriculture. The 30 program participants spent the day in Salinas, meeting with leaders and exploring the operations of the following organizations: Growers Inc, a real estate company specializing in pre-cooling, cold storage, processing, and value-added facilities; GrupoFlor, whose mission is to enhance lives and empower communities through cannabis; and Tanimura and Antle, an industry leader in providing premium quality produce. In addition, the group learned about water issues and the future of farming in the Salinas Valley from Norm Groot, Executive Director of the Monterey County Farm Bureau, a private, nonprofit association of farmers and ranchers from throughout Monterey County.

Leadership Monterey County Infrastructure Day (August 25, 2023)

Infrastructure refers to basic facilities and systems serving a country, city, or area, such as garbage collection, water, transportation and communication systems, among others. Far too often, we fail to see the vital role this infrastructure plays in a healthy, vibrant local economy—especially in the County of Monterey.

The August 25, 2023, Leadership Monterey County (LMC) Program focused on this very infrastructure, with the 30 participants spending the day visiting and engaging with key personnel at organizations charged with overseeing structures and facilities vital for County of Monterey residents. The day began with a visit to ReGen Monterey, whose mission is to turn waste into resources in the most cost effective and environmentally sound manner to benefit local communities. LMC participants toured its recycling operations under the insightful guidance of key communications and operations staff. Next up was a visit to Monterey One Water to visit the sewer treatment facility that serves residents of North Monterey County. LMC participants then toured the Monterey Regional Airport, where they were briefed on its operations and ongoing renovation and modification efforts. The day ended at Joby Aviation, with a demonstration of a prototype all-electric, vertical take-off and landing air taxi. In short, it was a full and fun day that offered LMC participants unique insight into critical issues and vital organizations.



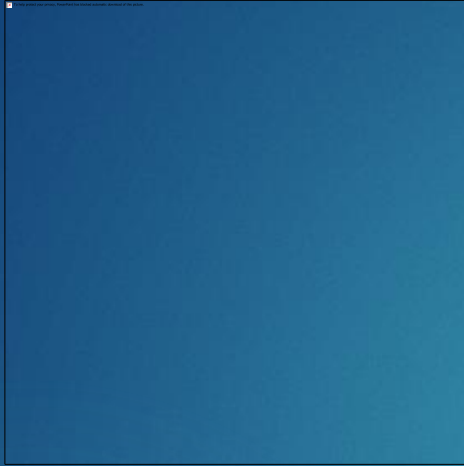
Leadership Monterey County South County Day (September 22, 2023)

The County of Monterey ranks as the 43rd largest California county (out of 58) in terms of its square mileage. According to Wikipedia, most of its residents live near the northern coast or in the Salinas Valley—leaving the vast expanse of its southern coast and inland region sparsely populated and often unexplored even by its residents. Leadership Monterey County (LMC)'s recent exploration of the southern part of the county attempted to rectify this oversight.

To that end, Friday, September 22, 2023, was “South County Day” in the LMC program. 25 participants and a board member (see upper photo right) spent the day visiting with leaders at diverse organizations located throughout southern Monterey County. The day began with a visit to the San Ardo site of Aera Energy LLC, a natural gas, oil exploration, and production company managed as a joint venture between Shell USA and ExxonMobil. LMC participants received an extensive briefing on all aspects of its operations, which highlighted their technical aspects as well as the company's ongoing efforts to communicate about their work to key stakeholders throughout the county (see lower photo right). Next up was a visit to the Monterey County Agricultural and Rural Life Museum in King City, whose extensive, primarily agricultural-related collection of artifacts and structures from the late 1800s through World War II offers visitors insight into the history of the area that's unavailable elsewhere. A visit to Sol Treasures, a nonprofit organization whose mission is to awaken and nurture appreciation and passion for the arts in people of all ages in South Monterey County, followed. The day concluded with a tour of the Third Street Apartments in Greenfield, an example of how a local developer partnered with industry to provide housing for an important segment of the workforce, farmworkers.



Other MCBC Business Programming



Sonia De la Rosa, CAO
County of Monterey

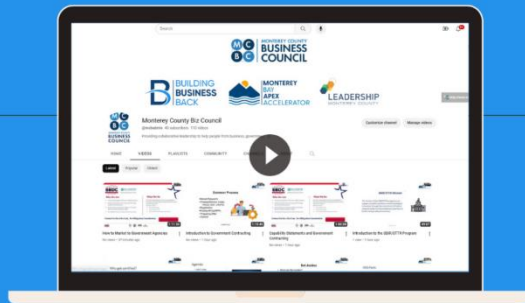


Vania Quinones, President
CSU Monterey Bay



John Narigi, General Manager
Laguna Seca Raceway

WEBINAR ARCHIVE CATCH UP ON OUR WORKSHOPS



THROUGHOUT MONTEREY COUNTY
FREE | DATES VARY

NOVEMBER WORKSHOPS FREE RESOURCES



LOCATIONS VARY
FREE | NOV. 1, 14, 28

Future MCBC Events...stay tuned!



**The View
from D.C.
with MCBC**

Annual Members Meeting



Your seat at the table awaits!
Friday, December 8th
11:30 AM
Laguna Seca Golf Ranch

RSVP
jenny@mcbc.biz
(831) 216-3000

MEMBERSHIP LUNCHEON



ASSEMBLYMEMBER DAWN ADDIS
FRIDAY | JANUARY 19

Leadership Monterey County – NOW ACCEPTING APPLICATIONS for 2023 cohort!
www.leadershipmc.org



**Salinas Home Office: 123 Capitol St. Suite B
831-216-3000**

www.MCBC.biz

www.MontereyCountyBusiness.com

¡Hablamos español!

Satellite Offices – 1st and 3rd Tuesdays:

Soledad – 502 Front St.

Pajaro – 100 Salinas Rd.

Monterey – 353 Camino El Estero

King City – 320 Broadway St