



DSA Report

Reporting period: Jul 1, 2024 - Mar 31, 2025

2024-2025 FISCAL YEAR



MCBC executes the following programs:

- Monterey Bay APEX Accelerator
- Leadership Monterey County
- Small Business Development Center
- Monterey County Business Alliance
- South County Roundtable
- Supervisor Speaker Series





Helping small businesses contract with Federal, State, & Local Governments at no cost.

- 1 on 1 Business Counseling
- Workshops and Events
- Bid-matching Program
- Proposal Preparation
- Post Award Assistance
- Bilingual Staff
- All Services are Free



Federal Government Contract Awards

	Monterey County	All 14 Counties
# of Businesses Receiving Federal Contracts	29	251
# of Contracts	120	1683
Value of contracts (July 1 - Mar 31, 2025)	\$113.7 M	\$1585 M



APEX Clients Served	Monterey County	All 14 Counties
Women-owned Businesses	101	532
Hispanic-owned Businesses	105	452
Veteran-owned Businesses	67	377
Service-Disabled Veteran-owned Businesses	62	249
8 (a) or DBE	22	157
Businesses in a HUB Zone	62	381
TOTAL CLIENTS	449	1852



MontereyBayAPEX.org

Jobs Created / Retained

	Monterey County	All 14 Counties
Value of contracts	\$113.7 M	\$1585 M
Median Wage for Q4 2024*	\$61,984	\$61,984
Jobs Created/Retained	1834	25,571

** Median Wage, as reported by the Bureau of Labor Statistics*



Educating Rising Leaders on Monterey County's Economic Drivers



- Understand Local Issues
- Meet the “Movers and Shakers”
- Strengthen Professional Skills
- Broaden Networks
- Encourage Community Service
- Explore all of Monterey County



LMC fosters local business and community engagement, promoting active participation in shaping Monterey County's future, by addressing critical community concerns.

Cohort of 30 – Diverse in Ethnicity, Gender, Geography, Industry, and Beyond



Class Theme Days include:

- Hospitality
- Agriculture
- Infrastructure
- South Monterey County
- Art/History/Culture



LeadershipMC.org



LeadershipMC.org





SMALL BUSINESS
DEVELOPMENT
CENTER

Monterey County Businesses Served: **289**

San Benito County Businesses Served: **41**

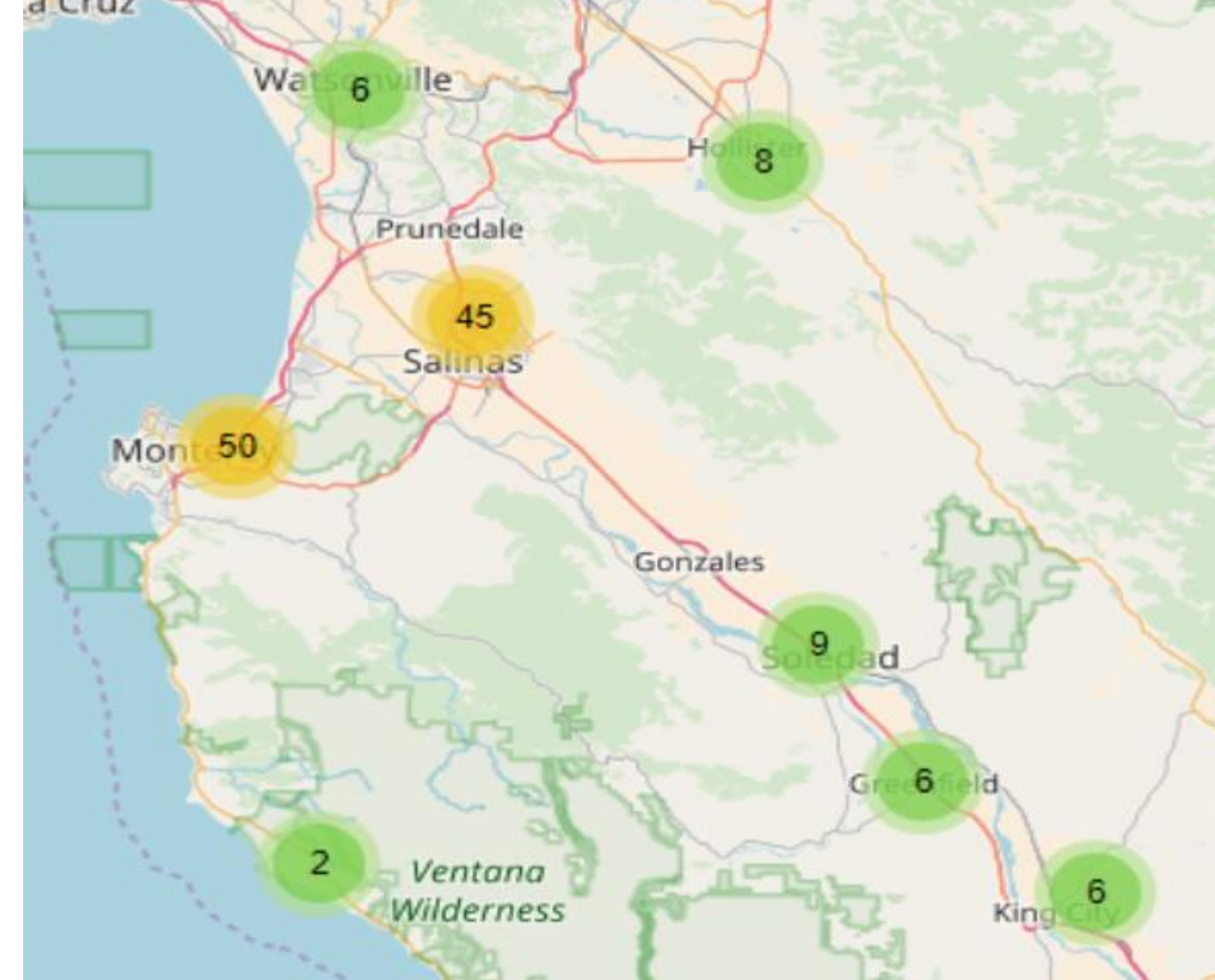
Outside CCSBDC Service Area: 9

Top Business Sectors Served

1. Childcare Services
2. Food Services and Manufacturing
3. Educational Services, Recreational Services & Locations, and Retail (various types)

Top Services Requested

1. Business Planning and Startup Support
2. Financing
3. Marketing



CentralCoastSBDC.com

SE HABLA
ESPAÑOL

SCAN
ME



OUTREACH CENTERS

EVERY MONDAY

📍 MONTEREY PENINSULA
CHAMBER

📍 CITY OF SOLEDAD
GATEWAY CENTER

🕒 9 AM - 4 PM



HELPING YOUR BUSINESS
START, GROW, & SUCCEED

Monterey County Success Stories



Lavender Creek Co., LLC



Bloom Coffee Shop LLC



Haydee Beauty Salon



KHOFIPOUROVER LLC DBA: KAFENS



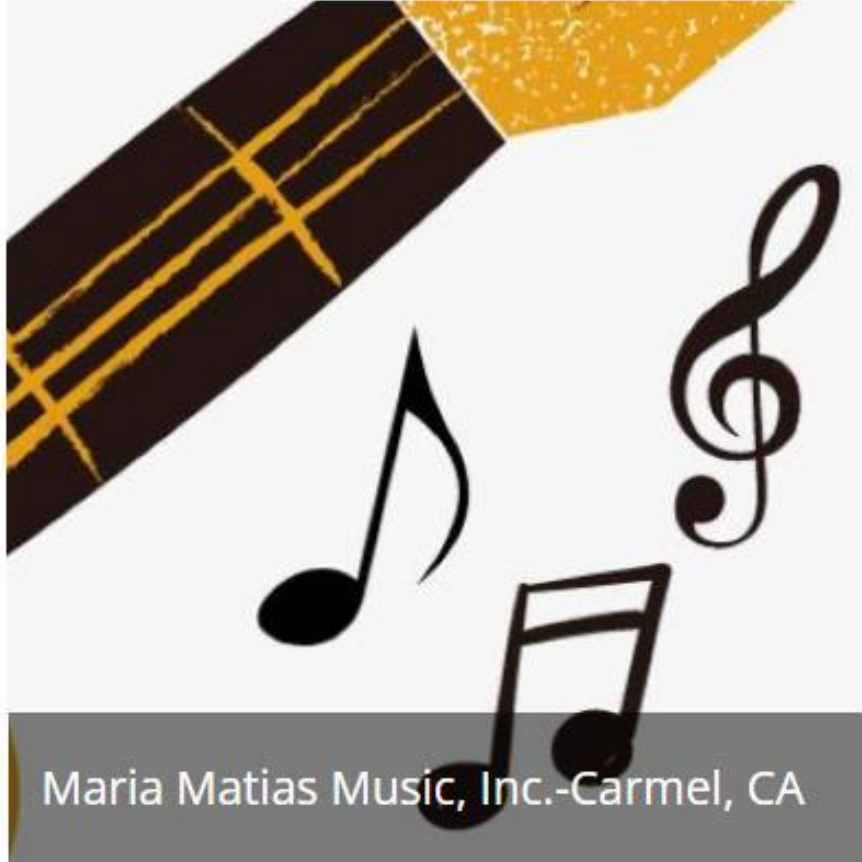
Pacific Paleontology, PaPa



68 Produce



Fleurs du Soleil



Maria Matias Music, Inc.-Carmel, CA



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“I’ve relied on the Building Business Back program to help me grow my business.

Jesus and the BBB team told me about a marketing and technology grant from the City of Salinas. I’m not tech-savvy so I wouldn’t have been able to complete the application on my own. Fortunately, they walked me through each step and I received the grant.”

Laura Salgado, Owner
Kafens Cafe De Olla





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“Building Business Back helped me keep my doors open during the pandemic. I have a small general construction business that was in danger of closing due to the lack of new projects. With help from BBB, I was able to put my business online, increasing my sales. Without Building Business Back's assistance, I wouldn't have been able to keep all of my employees.”





Francisco Luna, Owner
F Luna Construction



CONTACT US

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