



County of Monterey

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

Board Report

File #: 21-909, Version: 1

a. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for the Monterey County Convention, and Visitors Bureau to develop and implement marketing programs that promote Monterey County as a travel and leisure destination, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$1,716,473; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the MCCVB of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

b. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for the Arts Council for Monterey County to develop and implement cultural arts programs for Monterey County residents and visitors, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$566,436; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the ACMC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

c. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for Monterey County Film Commission to develop and implement programs that promote Monterey County as a film destination and generate increased business, revenue and jobs throughout Monterey County, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$271,775; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the MCFC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

d. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for Monterey County Business Council to perform all tasks necessary to create and/or retain at least 100 jobs in Monterey County, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$100,000; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the MCBC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for the Monterey County Convention and Visitors Bureau to develop and implement marketing programs that promote Monterey County as a travel and leisure destination, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$1,716,473; and authorize the Assistant County

Administrative Officer, Economic Development Manager, or his/her designee to notify the MCCVB of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

b. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for the Arts Council for Monterey County to develop and implement cultural arts programs for Monterey County residents and visitors, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$566,436; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the ACMC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

c. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for Monterey County Film Commission to develop and implement programs that promote Monterey County as a film destination and generate increased business, revenue and jobs throughout Monterey County, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$271,775; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the MCFC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024; and

d. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for FY 2021-22 Development Set-Aside Agencies Standard Agreement for Monterey County Business Council to perform all tasks necessary to create and/or retain at least 100 jobs in Monterey County, for the period of one (1) year, for the term retroactive to July 1, 2021 through June 30, 2022, in the amount not to exceed \$100,000; and authorize the Assistant County Administrative Officer, Economic Development Manager, or his/her designee to notify the MCBC of up to two (2) one (1) year extensions of this agreement, to be effective upon Board approval of funding, until June 30, 2024.

SUMMARY/DISCUSSION

On June 1, 2021, the Board approved the FY 2021-2022 funding allocation for the Development Set-Aside Agencies: 1) Monterey County Convention and Visitors Bureau, 2) Arts Council for Monterey County, 3) Monterey County Film Commission and, 4) Monterey County Business Council, for a total amount of \$2,654,684.

With regards to funding allocations for FY 2022-2023 and FY 2023-2024 approval of an allocation by the Board of Supervisors would serve to authorize extension of the agreement.

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.
- 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 DSA Agencies Agreements/Scope of Services provide the detailed services, programs, and performance measures.

OTHER AGENCY INVOLVEMENT:

County Counsel has approved the Agreements as to form.

FINANCING:

Funds for the DSA Agreements, in the cumulative amount of \$2,654,684, have been included in the FY 2021-22 Adopted Budget, Fund 001, Department 1050, Unit 8512.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

- X Economic Development
- __ Administration
- X Health & Human Services

X Infrastructure
X Public Safety

Prepared by: Richard Vaughn, Economic Development Manager ext. 5602

Approved by: Dewayne Woods, Assistant County Administrative Officer ext. 5309

Attachments:

Board Report

ACMC_FY2021-22_Standard Agreement
ACMC_FY2021-22_Agreement_Exhibit A
ACMC_FY2021-22_Agreement_Exhibit B
MCBC_FY2021-22_Standard Agreement
MCBC_FY2021-22_Agreement_Exhibit A
MCBC_FY2021-22_Agreement_Exhibit B
MCCVB_FY2021-22_Standard Agreement
MCCVB_FY2021-22_Agreement_Exhibit A
MCCVB_FY2021-22_Agreement_Exhibit B
MCFC_FY2021-22_Standard Agreement
MCFC_FY2021-22_Agreement_Exhibit A
MCFC_FY2021-22_Agreement_Exhibit B