



County of Monterey

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

Board Report

File #: RES 22-018, **Version:** 1

Adopt a Resolution to:

- a. Authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for ARPA Economic Recovery Countywide Business Retention Standard Agreement for Monterey County Business Council to perform all tasks necessary to develop and implement business retention programming in Monterey County, for the period of three (3) years, for the term January 25, 2022 through December 31, 2024, in the amount not to exceed \$3,000,000; and
- b. Authorize the Auditor-Controller to amend the FY 2021-22 County Administrative Office Development Set-Aside Adopted Budget 001-1050-CAO036-8512 to increase appropriations by \$500,000, financed by an increase in non-program revenue 001-1050-CAO019-8041 funded by ARPA revenue (4/5th vote required);

RECOMMENDATION:

It is recommended that the Board of Supervisors adopt a resolution to:

- a. Contingent upon receipt of all required insurance documents, authorize the Assistant County Administrative Officer and/or the Economic Development Manager to execute an Agreement for ARPA Economic Recovery Countywide Business Retention Standard Agreement for Monterey County Business Council to perform all tasks necessary to develop and implement business retention programming in Monterey County, for the period of three (3) years, for the term January 25, 2022 through December 31, 2024, in the amount not to exceed \$3,000,000; and
- b. Authorize the Auditor-Controller to amend the FY 2021-22 County Administrative Office Development Set-Aside Adopted Budget 001-1050-CAO036-8512 to increase appropriations by \$500,000, financed by an increase in non-program revenue 001-1050-CAO019-8041 funded by ARPA revenue (4/5th vote required);

SUMMARY/DISCUSSION

On June 2, 2021, the Board approved ARPA funding allocation for Economic Recovery for Countywide Business Retention and Hospitality/Tourism support. The remaining allocated amounts subject to these agreements is estimated at \$4.8 million of which \$3 million is allocated for Countywide Business Retention. In total the County has allocated \$9.6 million in ARPA funds towards economic endeavors which are required to be utilized within the next three years or be subject to return.

The increase in funding allocation for Countywide Business Retention was determined after further review of the overall three-year program, this increase reflects the full scope of services provided by the Monterey County Business Council.

This programming is designed to assist with the economic recovery of Small Businesses and Tourism/Hospitality Industry, with a focus on minority owned businesses and underserved communities. Monterey County Business Council will provide business retention support through technical assistance programs for small businesses, minority owned businesses, and businesses in underserved communities. The Monterey County Business Council has created flexible programming which can expand if other APRA allocated

funds should become available.

The American Rescue Plan Act provides funding for programmatic efforts which complement existing economic priorities of the Board of Supervisors strategic initiatives.

The ARPA Economic Recovery Countywide Business Retention Agreement/Scope of Services provide the detailed services, programs, and performance measures.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has approved the Agreements as to form. The Budget Committee Chair approved the recommendation.

FINANCING:

If this action is approved, funding in the amount of \$500,000 will be provided by using ARPA funds previously authorized by the Board of Supervisors for economic recovery.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The American Rescue Plan Act funding for Countywide Business Retention will 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

Approved by: Dewayne Woods, Assistant County Administrative Officer

Attachments:

- ARPA_Economic Recovery_Countywide Business Retention_Board Report
- ARPA_Economic Recovery_Countywide Business Retention_Resolution
- ARPA_Economic Recovery_Countywide Business Retention_Standard Agreement
- ARPA_Economic Recovery_Countywide Business Retention Agreement_Exhibit A
- ARPA_Economic Recovery_Countywide Business Retention Agreement_Exhibit B