



County of Monterey

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

Board Report

File #: 24-377, Version: 1

- a. Receive a presentation from the Development Set-Aside Agencies, See Monterey (formerly Monterey County Convention and Visitors Bureau), Monterey County Business Council (MCBC), Monterey County Film Commission (MCFC), and Arts Council for Monterey County (Arts4MC); and
- b. Receive the draft Development Set-Aside Workplans for FY24-25.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Receive a presentation from the Development Set-Aside Agencies, See Monterey (formerly Monterey County Convention and Visitors Bureau), Monterey County Business Council (MCBC), Monterey County Film Commission (MCFC), and Arts Council for Monterey County (Arts4MC); and
- b. Receive the draft Development Set-Aside Workplans for FY24-25.

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. The organizations that administer these services provide an annual presentation to the Board of Supervisors detailing their efforts and performance.

The Board will receive a presentation and the Draft FY24-25 Workplans from the DSA agencies: See Monterey, Monterey County Business Council (MCBC), Monterey County Film Commission (MCFC), and Arts Council for Monterey County (Arts4MC).

See Monterey

- See Monterey 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 See Monterey's Marketing Communications department is to inspire and increase overnight visitation amongst Leisure, Group and International travelers. See Monterey 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.

Monterey County Business Council

- The Monterey County Business Council shall create or retain jobs through business expansion and businesses receiving assistance from the Monterey Bay APEX Accelerator 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.

Monterey County Film Commission

- 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.

Arts4MC

- 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 works to expand workforce development opportunities that focus on increasing the number of students ready to work in the arts.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed this staff report.

FINANCING:

Receiving this report does not impact the County budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

Mark a check to the related Board of Supervisors Strategic Initiatives

☒ Economic Development

☐ Administration

☐ Health & Human Services

☐ Infrastructure

☐ Public Safety

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The following attachments are on file with the Clerk of the Board:

Combined DSA PowerPoint Presentations

FY23-24 Q1-3 Performance Reports

FY24-25 Draft Work Plans

