



## **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 ( <i>July 1 - Mar 31, 2025</i> )	\$113.7 M	\$1585 M





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



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](http://LeadershipMC.org)





LeadershipMC.org







SMALL BUSINESS  
DEVELOPMENT  
CENTER

Monterey County Businesses Served: **289**

San Benito County Businesses Served: **41**

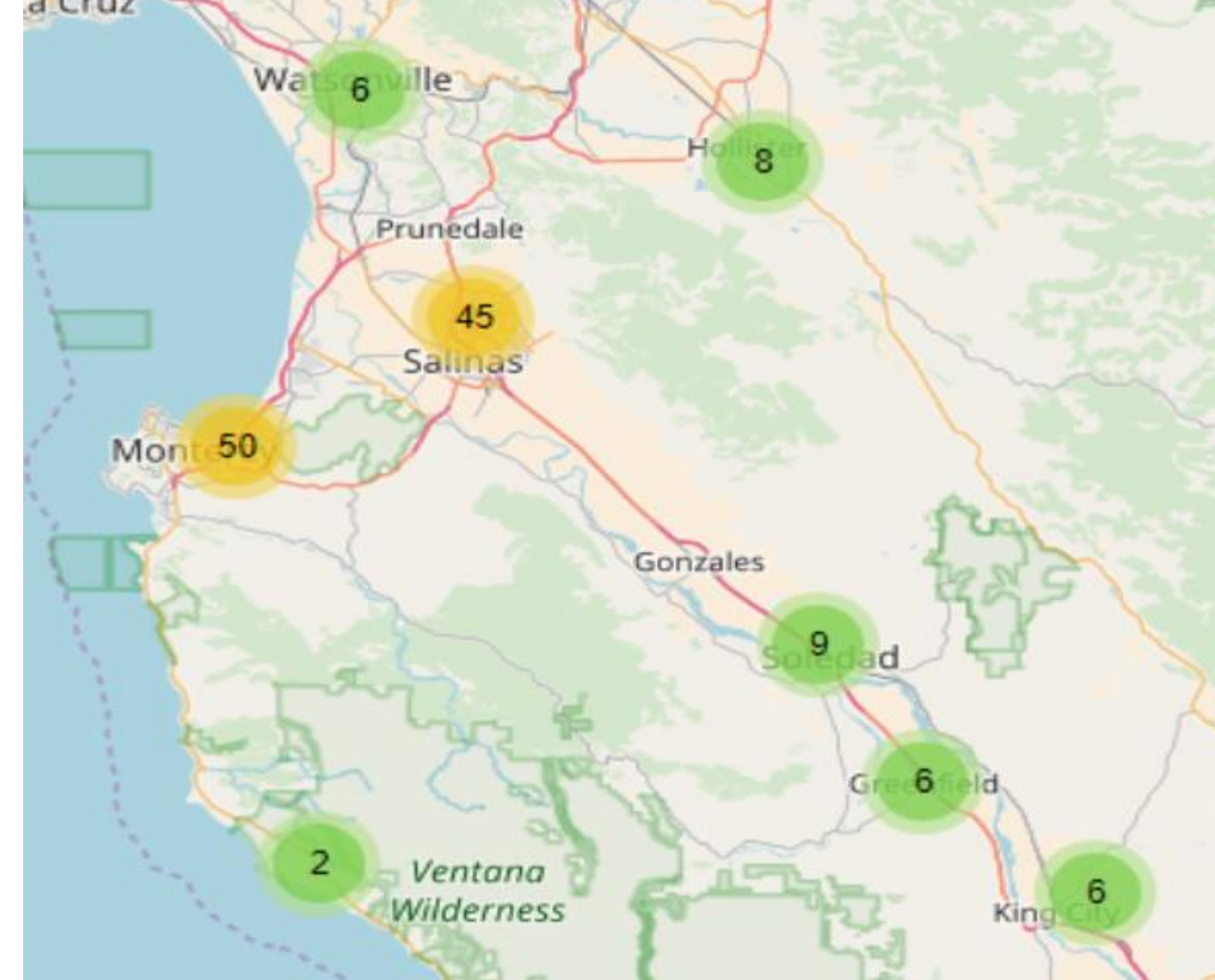
*Outside CCSBDC Service Area: 9*

### **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



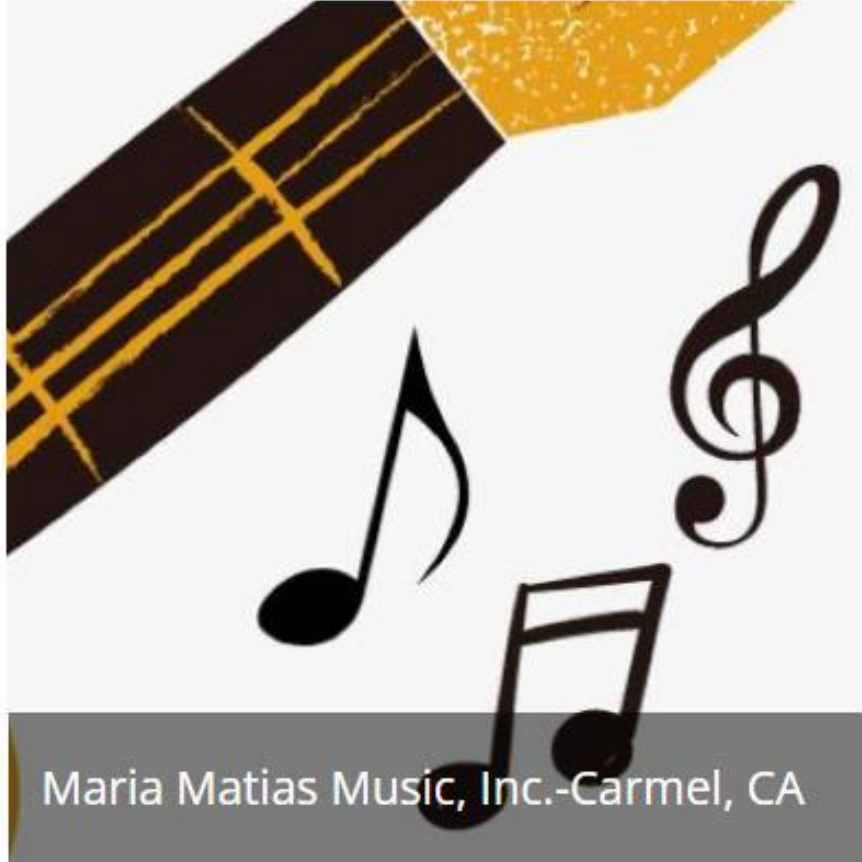
Pacific Paleontology, PaPa



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







“

*“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

## Monterey County Business Council



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