

Exhibit A

The following information was utilized to determine the one-time local match funds request to support the proposal by Monterey County Business Council to the RFP for Small Business Technical Assistance Services for Monterey and San Benito Counties.

The following is a summary of clients served (not trained) by County and City from July 1, 2022 – June 30, 2023.

<b><u>Monterey County</u></b>	<b><u>839</u></b>
Aromas	4
Big Sur	2
Carmel	69
Carmel Valley	27
Carmel-by-the-Sea	4
Castroville	14
Chualar	3
Gonzales	12
Greenfield	14
King City	33
Marina	46
Monterey	131
Moss Landing	3
Pacific Grove	37
Pebble Beach	6
Prunedale	10
Royal Oaks	11
Salinas	308
Sand City	3
Seaside	71
Soledad	28
Spreckels	3
<b><u>San Benito County</u></b>	<b><u>115</u></b>
Aromas	3
Hollister	95
Paicines	2
San Juan Bautista	14
Tres Pinos	1

Exhibit A

The Following is a calculation table that was utilized to determine a fair assessment of one-time funds the County of Monterey could issue as matching funds.

Calculation:

Jurisdiction	Clients Serviced	% of total County clientele	Estimate of match funding	Commitment
Unincorporated County	152	%18.1	\$31,675	\$32,000
Carmel-by-the-Sea	4	%0.4	\$700	\$5,000
Gonzales	12	%1.4	\$2,450	\$5,000
Greenfield	14	%1.7	\$2,975	TBD
King City	33	%3.9	\$6,825	\$5,000
Marina	46	%5.5	\$9,625	TBD
Monterey	131	%15.6	\$27,300	\$10,000
Pacific Grove	37	%4.5	\$7,875	TBD
Salinas	308	%36.7	\$64,225	TBD
Sand City	3	%0.4	\$700	TBD
Seaside	71	%8.4	\$14,700	TBD
Soledad	28	%3.3	\$5,775	\$10,000
Total:	839	%100	\$175,000	\$67,000