



# BUSINESS PROGRAMS & INCENTIVES

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Economic Development Department  
County of Monterey  
[tinyurl.com/MoCoEconDev](http://tinyurl.com/MoCoEconDev)



Dear Business Leaders,

Welcome to Monterey County, where innovation meets opportunity! We are thrilled to extend a warm invitation to all businesses, both established and aspiring, who are considering locating or expanding their operations in our vibrant region. Nestled along California's breathtaking Central Coast, Monterey County offers an ideal environment for economic growth and development.

With a rich history and diverse economy, our county presents an array of advantages for businesses across various industries. From the flourishing agricultural sector to the thriving tourism and hospitality industry, our region boasts abundant resources and a skilled workforce to support your ventures. Additionally, Monterey County's strategic location between the bustling cities of San Francisco and Los Angeles provides a gateway to extensive markets and lucrative business opportunities. As your trusted partner in economic development, we are committed to providing tailored support, fostering a business-friendly climate, and facilitating connections to help you thrive. Join us in Monterey County, where business dreams take flight, and success finds its home.

# WELCOME TO MONTEREY COUNTY



# MEET YOUR TEAM

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## SECTION 1

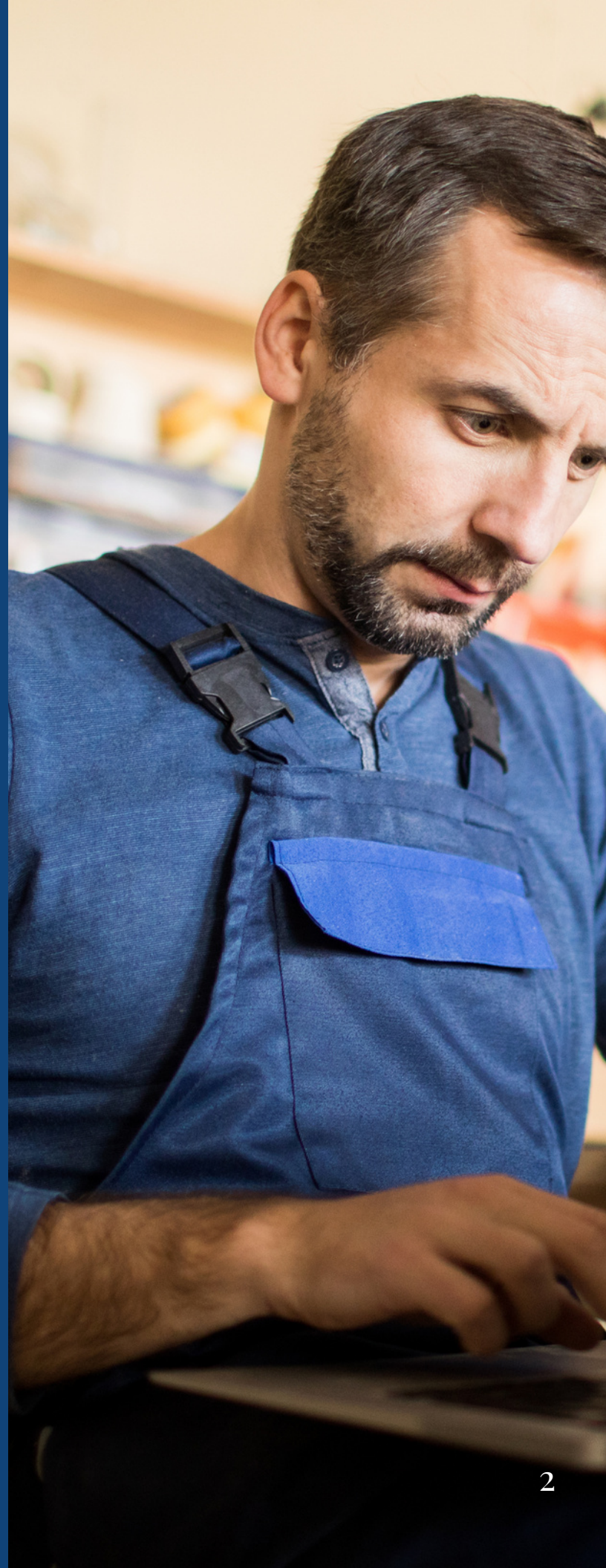
# Grants



Discover a world of financial support through grants specifically designed for businesses. These grants offer funding opportunities that can fuel innovation, research, development, and expansion initiatives.

Leverage grants to access capital, invest in new technologies, drive sustainability, and achieve your business goals while minimizing financial burdens.

*Note: Some grants may be fully exhausted at any given time.*



<b>CALIFORNIA CLEAN TRANSPORTATION PROGRAM</b> <b>01</b>	<b>HIGH ROAD TRAINING PARTNERSHIPS (RWTP)</b> <b>05</b>
<ul style="list-style-type: none"> <li>• Provides funding to support innovation and accelerate the development and deployment of advanced transportation and fuel technologies</li> <li>• Grant award varies by program</li> <li>• California Clean Energy Commission <ul style="list-style-type: none"> <li>◦ (916) 776-0738</li> <li>◦ ftd@energy.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Public-private partnerships with funding support from the state to build skills for California's "high road" employers through worker-focused training partnerships</li> <li>• Grant award varies</li> <li>• California Workforce Development Board <ul style="list-style-type: none"> <li>◦ hrtp@cwdb.ca.gov</li> </ul> </li> </ul>
<b>ELECTRIC PROGRAM INVESTMENT CHARGE (EPIC)</b> <b>02</b>	<b>HYDROGEN REFUELING INFRASTRUCTURE GRANTS</b> <b>06</b>
<ul style="list-style-type: none"> <li>• Invests in scientific and technological research to accelerate the transformation of the electricity sector to meet the state's energy and climate goals</li> <li>• Grant award varies by program</li> <li>• California Clean Energy Commission <ul style="list-style-type: none"> <li>◦ erdd@energy.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Funding for grant projects that provide publicly available hydrogen refueling stations to enable continued growth of the California fuel cell electric vehicle (FCEV) market</li> <li>• Grant award varies</li> <li>• California Clean Energy Commission <ul style="list-style-type: none"> <li>◦ natalie.johnson@energy.ca.gov</li> <li>◦ (916) 891-8523</li> </ul> </li> </ul>
<b>FOREST HEALTH GRANTS</b> <b>03</b>	<b>ORGANIC GRANT PROGRAM</b> <b>07</b>
<ul style="list-style-type: none"> <li>• Funds active restoration and reforestation activities aimed at providing for more resilient and sustained forests</li> <li>• Maximum grant award: \$ 7 M</li> <li>• Department of Forestry and Fire Protection <ul style="list-style-type: none"> <li>◦ foresthealth@fire.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides financial support to lower overall greenhouse gas emissions by expanding existing capacity or establishing new facilities in California to reduce the amount of California-generated green materials, food materials, and/or Alternative Daily Cover being sent to landfills</li> <li>• Grant award varies</li> <li>• Department of Resources Recycling and Recovery <ul style="list-style-type: none"> <li>◦ ghgreductions@calrecycle.ca.gov</li> <li>◦ (916) 341-5062</li> </ul> </li> </ul>
<b>HEALTHY SOILS PROGRAM</b> <b>04</b>	<b>RECOVERY GRANT PROGRAM - EDIBLE FOOD</b> <b>08</b>
<ul style="list-style-type: none"> <li>• Provides financial assistance for implementation of conservation management that improves soil health, sequesters carbon and reduces greenhouse gas emissions.</li> <li>• Grant award varies</li> <li>• California Department of Food and Agriculture <ul style="list-style-type: none"> <li>◦ cdfa.hsp_tech@cdfa.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Funds programs that support new and expanded edible food recovery and food waste prevention projects</li> <li>• Maximum grant award: \$ 250,000</li> <li>• Department of Resources Recycling and Recovery <ul style="list-style-type: none"> <li>◦ ghgreductions@calrecycle.ca.gov</li> <li>◦ (916) 341-5062</li> </ul> </li> </ul>

<b>SPECIALTY CROP GRANT PROGRAM</b> <b>09</b>	<b>CARL MOYER MEMORIAL AIR QUALITY STANDARDS ATTAINMENT PROGRAM</b> <b>13</b>
<ul style="list-style-type: none"> <li>• Provides funding to projects that enhance the competitiveness of California specialty crops. Specialty crops are fruits, vegetables, tree nuts, dried nuts, and horticulture and nursery crops (including floriculture)</li> <li>• Maximum grant award: \$ 500,000</li> <li>• California Department of Food and Agriculture <ul style="list-style-type: none"> <li>◦ grants@cdfa.ca.gov</li> <li>◦ (916) 657-3231</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides funding for cleaner-than-required engines, equipment, and other sources of air pollution</li> <li>• Grant award varies</li> <li>• California Air Resources Board <ul style="list-style-type: none"> <li>◦ 866diesel@arb.ca.gov</li> <li>◦ (866) 634-3735</li> </ul> </li> </ul>
<b>TIRE RECYCLING GRANTS</b> <b>10</b>	<b>FARMER PROGRAM</b> <b>14</b>
<ul style="list-style-type: none"> <li>• Funding is provided to a variety of existing grant programs to reduce the number of tires going to landfills for disposal and eliminating the stockpiling of waste tires</li> <li>• Grant award varies by program</li> <li>• California Department of Resources Recycling and Recovery <ul style="list-style-type: none"> <li>◦ tiregrants@calrecycle.ca.gov</li> <li>◦ (916) 341-5062</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides funding through local air districts for agricultural harvesting equipment, heavy-duty trucks, agricultural pump engines, tractors, and other equipment used in agricultural operations</li> <li>• Grant award varies</li> <li>• California Air Resources Board <ul style="list-style-type: none"> <li>◦ farmer@arb.ca.gov</li> <li>◦ (916) 282-6273</li> </ul> </li> </ul>
<b>CALIFORNIA VENUES GRANT PROGRAM</b> <b>11</b>	<b>F-GAS EMISSION REDUCTION INCENTIVE</b> <b>15</b>
<ul style="list-style-type: none"> <li>• Provides financial support for eligible independent live events venues that have been affected by Covid-19 in order to support their continued operation</li> <li>• Grant award contingent on business revenues</li> <li>• California Office of the Small Business Advocate <ul style="list-style-type: none"> <li>◦ (888) 984-1173</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Funding is provided to support the food retail sector's transition to best available refrigerant technologies by promoting the adoption of climate-friendly low global warming potential refrigerant technologies</li> <li>• Grant award varies</li> <li>• California Air Resources Board <ul style="list-style-type: none"> <li>◦ frip@arb.ca.gov</li> <li>◦ (916) 323-1510</li> </ul> </li> </ul>
<b>CALFIRE BUSINESS &amp; WORKFORCE DEVELOPMENT GRANTS</b> <b>12</b>	<b>FOOD PRODUCTION INVESTMENT PROGRAM</b> <b>16</b>
<ul style="list-style-type: none"> <li>• Funding is provided to maintain and enhance the forest-sector workforce and businesses in California to promote healthy resilient forests throughout the state by supporting a diverse set of business development and workforce development projects</li> <li>• Grant award varies from \$ 500,000 - \$ 5,000,000</li> <li>• Department of Forestry and Fire Protection <ul style="list-style-type: none"> <li>◦ woodproducts@fire.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides grants to help food processors accelerate the adoption of advanced energy and decarbonization technologies to support electrical grid reliability and reduce greenhouse gas emissions</li> <li>• Grant award varies annually</li> <li>• California Energy Commission <ul style="list-style-type: none"> <li>◦ angela.hockaday@energy.ca.gov</li> <li>◦ (916) 654-5186</li> </ul> </li> </ul>

<b>HEALTHY REFRIGERATION GRANT PROGRAM</b> <span style="float: right;"><b>17</b></span>	<b>CLEANUP &amp; BROWNFIELD ASSISTANCE</b> <span style="float: right;"><b>21</b></span>
<ul style="list-style-type: none"> <li>• Funds energy efficient refrigeration units in corner stores, small businesses, and food donation programs in low-income or low-access areas throughout the state to stock California-grown fresh produce, nuts, dairy, meat, eggs, minimally processed, and culturally appropriate foods</li> <li>• Grant award varies by business</li> <li>• California Department of Food and Agriculture <ul style="list-style-type: none"> <li>◦ <a href="mailto:cafarmtofork@cdfa.ca.gov">cafarmtofork@cdfa.ca.gov</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Offers loans and grants to assist with addressing environmental investigations and cleanups at properties throughout California</li> <li>• Grant award varies by program and project type</li> <li>• California Department of Toxic Substance Control <ul style="list-style-type: none"> <li>◦ <a href="mailto:maryam.tasnifabbasi@dtsc.ca.gov">maryam.tasnifabbasi@dtsc.ca.gov</a></li> <li>◦ (714) 484-5489</li> </ul> </li> </ul>
<b>CITY OF PACIFIC GROVE GRANT OPPORTUNITY FOR BUSINESSES SERVING WOMEN AND MINORITY POPULATIONS</b> <span style="float: right;"><b>18</b></span>	<b>CITY OF SALINAS MARKETING &amp; TECHNOLOGY GRANT PROGRAM</b> <span style="float: right;"><b>22</b></span>
<ul style="list-style-type: none"> <li>• Provides unrestricted funding to small businesses within Pacific Grove that are majority women or minority-owned businesses</li> <li>• Maximum grant award: \$ 10,000</li> <li>• Community Development Department <ul style="list-style-type: none"> <li>◦ <a href="mailto:lohallowan@cityofpacificgrove.org">lohallowan@cityofpacificgrove.org</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides grant funding to businesses located in the Alisal and City-Wide to cover eligible expenses</li> <li>• Maximum grant award: \$ 2,500</li> <li>• City of Salinas Business Navigator <ul style="list-style-type: none"> <li>◦ <a href="mailto:bizsupport@ci.salinas.ca.us">bizsupport@ci.salinas.ca.us</a></li> <li>◦ (831) 758-7493</li> </ul> </li> </ul>
<b>CA SUSTAINABLE ENERGY ENTREPRENEUR DEVELOPMENT FUNDING (CALSEED)</b> <span style="float: right;"><b>19</b></span>	<b>CITY OF KING COVID-19 BUSINESS RELIEF GRANTS</b> <span style="float: right;"><b>23</b></span>
<ul style="list-style-type: none"> <li>• Provides grant funding, mentorship, access to key accelerator and incubator programs and test facilities, and enhanced access to private capital among other benefits</li> <li>• Maximum grant award: \$ 600,000</li> <li>• CalSeed <ul style="list-style-type: none"> <li>◦ <a href="mailto:info@calseed.fund">info@calseed.fund</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides grant funding to small businesses operating prior to March 2020 within city limits</li> <li>• Maximum grant award: \$ 10,000</li> <li>• City of King <ul style="list-style-type: none"> <li>◦ <a href="mailto:ycervantes@kingcity.com">ycervantes@kingcity.com</a></li> <li>◦ (831) 386-5929</li> </ul> </li> </ul>
<b>CITY OF SOLEDAD CITY-WIDE BUSINESS FACADE IMPROVEMENT GRANT</b> <span style="float: right;"><b>20</b></span>	
<ul style="list-style-type: none"> <li>• Provides funding to businesses located within eligible designated commercial districts to make eligible facade improvements</li> <li>• Maximum grant award: \$ 25,000</li> <li>• City of Soledad Economic Development <ul style="list-style-type: none"> <li>◦ <a href="mailto:tvargas@cityofsoledad.com">tvargas@cityofsoledad.com</a></li> <li>◦ (831) 223-5016</li> </ul> </li> </ul>	



## SECTION 2

# Access to Capital

Unlock the capital you need to fuel your business's growth and ambitions. Explore a range of financing options, including traditional loans, venture capital, and government-backed programs, tailored to meet your unique funding requirements.

With accessible capital, you can invest in infrastructure, technology, talent acquisition, and marketing efforts to drive your business forward.

*Note: These programs are subject to change and may close at any time.*



<b>CALCAP: HEAVY-DUTY VEHICLE AIR QUALITY LOAN PROGRAM (HDVAQLP)</b> <b>01</b>	<b>CLIMATE CATALYST REVOLVING LOAN FUND</b> <b>04</b>
<ul style="list-style-type: none"> <li>• HDVAQLP is a loan loss reserve program, which may provide up to 100% coverage on losses from certain loan defaults</li> <li>• Financial institutions receive support when making loans to small businesses for air quality compliant vehicles for small fleet owners</li> <li>• Office of the California State Treasurer <ul style="list-style-type: none"> <li>◦ <a href="mailto:calcap@treasurer.ca.gov">calcap@treasurer.ca.gov</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Climate Catalyst Revolving Loan Fund provides a range of financial instruments to help bridge the financing gap currently preventing advanced technologies from scaling into the marketplace</li> <li>• The Catalyst Fund's current focus is on three sectors critical to the state's climate mitigation and resilience strategies: <ul style="list-style-type: none"> <li>◦ Climate-Smart Agriculture</li> <li>◦ Forest Biomass Management and Utilization</li> <li>◦ Clean Energy Transmission</li> </ul> </li> <li>• IBank <ul style="list-style-type: none"> <li>◦ <a href="mailto:climatefinancing@ibank.ca.gov">climatefinancing@ibank.ca.gov</a></li> <li>◦ (916) 341-6600</li> </ul> </li> </ul>
<b>CALCAP: AMERICANS WITH DISABILITIES ACT (ADA) FINANCING PROGRAM</b> <b>02</b>	<b>CLIMATE TECH FINANCE</b> <b>05</b>
<ul style="list-style-type: none"> <li>• The CalCap ADA Financing Program is a loan loss reserve program which provides up to 100% coverage on losses as a result of certain loan defaults</li> <li>• The program supports financial institutions when they make loans to small businesses that may otherwise have difficulty obtaining financing in order to make physical alterations or retrofits to a business</li> <li>• Small businesses with 30 or fewer full time equivalent employees OR have a total annual gross income of less than \$5 M requiring a loan for facilities under \$10,000 square feet. ADA compliance-related costs are eligible for more favorable loan terms</li> <li>• Office of the California State Treasurer <ul style="list-style-type: none"> <li>◦ <a href="mailto:calcap@treasurer.ca.gov">calcap@treasurer.ca.gov</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Climate Tech Finance program bridges the gap between climate entrepreneurs needing working capital and commercial and community lenders seeking to participate in the high-growth, high-impact clean technology market by offering loan guarantees that lower the risk of the lending process and helping climate entrepreneurs secure working capital</li> <li>• IBank <ul style="list-style-type: none"> <li>◦ <a href="mailto:ctf@baaqmd.gov">ctf@baaqmd.gov</a></li> <li>◦ (415) 749-4900</li> </ul> </li> </ul>
<b>CALCAP: SMALL BUSINESS</b> <b>03</b>	<b>EXPANDING VENTURE CAPITAL PROGRAM</b> <b>06</b>
<ul style="list-style-type: none"> <li>• The CalCap for Small Business is a loan loss reserve program for participating financial institutions (PFI) which provides up to 100% reimbursement for certain loan defaults from PFI's CalCap SB loan loss reserve account</li> <li>• The program supports PFI's when they make loans to small businesses that may otherwise have difficulty obtaining financing</li> <li>• Office of the California State Treasurer <ul style="list-style-type: none"> <li>◦ <a href="mailto:calcap@treasurer.ca.gov">calcap@treasurer.ca.gov</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Expanding Venture Capital program is funded through the State Small Business Credit Initiative (SSBCI 2.0) program, which was created through the federal American Rescue Plan Act of 2021 and will invest \$200M in venture capital (VC) funds and businesses in the state. \$150M of the funds will be invested in VC funds, and the balance directed to businesses</li> <li>• IBank <ul style="list-style-type: none"> <li>◦ <a href="mailto:vc@test.ibank.ca.gov">vc@test.ibank.ca.gov</a></li> <li>◦ (916) 341-6600</li> </ul> </li> </ul>

<b>CALCAP: SEISMIC SAFETY FINANCING PROGRAM (SSFP)</b>	<b>07</b>	<b>FARM LOANS</b>	<b>09</b>
<ul style="list-style-type: none"> <li>• The CalCap SSFP is designed to assist California small businesses and residential property owners with financing the costs for seismic retrofit construction alterations to buildings in order to substantially mitigate potential damage from seismic events</li> <li>• CalCap SSFP is a loan loss reserve program for participating financial institutions which provides up to 100% reimbursement for certain loan defaults</li> <li>• Office of the California State Treasurer <ul style="list-style-type: none"> <li>◦ calcap@treasurer.ca.gov</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• The Farm Service Agency (FSA) administers a variety of farm loan programs offered by the U.S. Department of Agriculture (USDA) including: <ul style="list-style-type: none"> <li>◦ Beginning Farmers and Ranchers Loans</li> <li>◦ Emergency Farm Loans</li> <li>◦ Farm Loan Servicing</li> <li>◦ Farm Operating Loans</li> <li>◦ Farm Ownership Loans</li> <li>◦ Guaranteed Farm Loans</li> <li>◦ Microloans</li> <li>◦ Minority and Women Farmers and Ranchers</li> <li>◦ Native American Loans</li> <li>◦ Youth Loans</li> </ul> </li> <li>• Monterey County Farm Service Agency <ul style="list-style-type: none"> <li>◦ amy.davis3@usda.gov</li> <li>◦ (831) 975-7742</li> </ul> </li> </ul>	
<b>RECYCLING MARKET DEVELOPMENT ZONE LOAN PROGRAM (RMDZ)</b>	<b>08</b>	<b>SMALL BUSINESS ADMINISTRATION: 7(A) LOAN PROGRAM</b>	<b>10</b>
<ul style="list-style-type: none"> <li>• The RMDZ program combines recycling with economic development to fuel new businesses, expand existing ones, create jobs, and divert waste from landfills</li> <li>• This program provides attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream to manufacture their products and are located in a zone</li> <li>• Local government incentives may include relaxed building codes and zoning laws, streamlined local permit process, reduced taxes and licensing, and increased and consistent secondary material feedstock supply</li> <li>• County of Monterey Economic Development <ul style="list-style-type: none"> <li>◦ vaughnr@co.monterey.ca.us</li> <li>◦ (831) 784-5602</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• The 7(a) Loan Program, SBA's most common loan program, includes financial help for small businesses with special requirements. This is a good option when real estate is part of a business purchase but it can also be used for other business expenses</li> <li>• The maximum loan amount of a 7(a) loan is \$ 5M</li> <li>• Cal Coastal Rural Development Corporation <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>	

<b>GREENHOUSE GAS REDUCTION FUND (GGRF)</b> <b>11</b>	<b>STATE SMALL BUSINESS LOAN GUARANTEE</b> <b>13</b>
<ul style="list-style-type: none"> <li>• CalRecycle established the GGRF to provide financial incentives for capital investments in infrastructure for aerobic composting, anaerobic digestion and recycling and manufacturing facilities that will reduce greenhouse gas emissions</li> <li>• These programs are part of California Climate Investments, a statewide program that puts billions of cap-and-trade dollars to work reducing greenhouse gas emissions, strengthening the economy and improving public health and the environment - particularly in disadvantaged and low-income communities</li> <li>• CalRecycle <ul style="list-style-type: none"> <li>◦ ghgreductions@calrecycle.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• IBank's loan guarantees can pay lenders up to 80% of a small business's outstanding loan in the event the small business is unable to pay</li> <li>• By guaranteeing loans, IBank gives lenders the confidence they need to issue loans to small businesses that otherwise struggle to access capital</li> <li>• IBank <ul style="list-style-type: none"> <li>◦ sbfc-programs@ibank.ca.gov</li> <li>◦ (916) 341-6600</li> </ul> </li> </ul>
<b>JUMP START MICROLOAN PROGRAM</b> <b>12</b>	<b>SMALL BUSINESS ADMINISTRATION: 504 LOAN PROGRAM</b> <b>14</b>
<ul style="list-style-type: none"> <li>• IBank's Small Business Finance Center features a microloan program for businesses in low-wealth communities. The Jump Start Loan Program helps small businesses in low-wealth communities start, grow and thrive. Jump Start's goal includes assisting underserved groups such as women, people of color, veterans, the disabled and those previously incarcerated</li> <li>• The Jump Start Loan Program can help start or grow businesses for entrepreneurs that may not qualify for loans with traditional lenders or other programs because they are often too new or too small</li> <li>• Cal Coastal Rural Development Corporation <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The 504 Loan Program provides long-term, fixed rate financing for major fixed assets that promote business growth and job creation</li> <li>• The maximum loan amount for a 504 loan is \$ 5.5M</li> <li>• For certain energy projects, the borrower can receive a 504 loan for up to \$ 5.5M per project, for up to three projects not to exceed \$16.5M total</li> <li>• Cal Coastal Rural Development Corporation <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>

<p><b>EL PAJARO COMMUNITY DEVELOPMENT CORPORATION (CDC): JOB CREATION MICROLOAN</b> 15</p>	<p><b>SMALL BUSINESS ADMINISTRATION: COMMUNITY ADVANTAGE PROGRAMS</b> 18</p>
<ul style="list-style-type: none"> <li>• El Pajaro CDC offers a host of financing opportunities for pre-venture, startup, and existing businesses in Monterey, Santa Cruz and San Benito Counties</li> <li>• The maximum loan amount for the Job Creation Microloan is \$50,000</li> <li>• Loan must result in creation of new jobs or reinstatement of jobs lost due to Covid-19</li> <li>• El Pajaro CDC <ul style="list-style-type: none"> <li>◦ loans@elpajarocdc.org</li> <li>◦ (831) 722-1224</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Community Advantage (CA) Pilot Loan Program was introduced by the SBA to meet the credit, management, and technical assistance needs of small businesses in underserved markets</li> <li>• CA provides mission-oriented lenders, primarily nonprofit financial intermediaries focused on economic development, access to 7(a) loan guarantees for loans of \$350,000 or less</li> <li>• Cal Coastal Rural Development Corporation <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>
<p><b>EL PAJARO CDC: FONDO ALISAL MICROLOAN</b> 16</p>	<p><b>SMALL BUSINESS ADMINISTRATION: EXPRESS LOAN</b> 19</p>
<ul style="list-style-type: none"> <li>• The Fondo Alisal Microloans offers loans with a maximum amount of \$50,000</li> <li>• The business must be based within the City of Salinas</li> <li>• El Pajaro CDC <ul style="list-style-type: none"> <li>◦ loans@elpajarocdc.org</li> <li>◦ (831) 722-1224</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The SBA Express Loan Program features an accelerated turnaround time for SBA review. The SBA will respond to your application within 36 hours</li> <li>• The maximum loan amount for an SBA Express Loan is \$ 500,000</li> <li>• Cal Coastal Rural Development Corporation <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>
<p><b>EL PAJARO CDC: RURAL BUSINESS MICROLOAN</b> 17</p>	<p><b>MONTEREY COUNTY REVOLVING LOAN FUND</b> 20</p>
<ul style="list-style-type: none"> <li>• The Rural Business Microloan offers loans of up to \$50,00 to eligible businesses</li> <li>• Business must be based in HUD-designated rural areas within Monterey, Santa Cruz or San Benito Counties</li> <li>• 0 % interest rate</li> <li>• El Pajaro CDC <ul style="list-style-type: none"> <li>◦ loans@elpajarocdc.org</li> <li>◦ (831) 722-1224</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Monterey County Revolving Loan Fund provides Monterey County businesses loans of up to \$400,000</li> <li>• One jobs must be created or retained for each \$20,000 lent</li> <li>• County of Monterey Economic Development <ul style="list-style-type: none"> <li>◦ vaughnr@co.monterey.ca.us</li> <li>◦ (831) 784-5602</li> </ul> </li> </ul>



## SECTION 3

# Workforce



Empower your business with a wide array of workforce resources designed to optimize productivity and success. From talent acquisition platforms and recruitment strategies to comprehensive employee training programs, these resources enable you to attract top talent and develop a skilled workforce. Leverage workforce resources to enhance employee engagement, foster a positive work culture, and drive your business towards sustainable growth.

<b>CALIFORNIA EMPLOYMENT TRAINING PANEL</b> <b>01</b>	<b>WORKFORCE TAX INCENTIVES</b> <b>03</b>
<ul style="list-style-type: none"> <li>• Provides funding to employers to help upgrade the skills of their workers through training that leads to well-paying, long-term jobs</li> <li>• Funding is provided as a reimbursement for training provided</li> <li>• Employment Training Panel <ul style="list-style-type: none"> <li>◦ San Francisco Bay Area Regional Office</li> <li>◦ (650) 655-6930</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• To see the full list of workforce related tax credits and more, please refer to the Tax Incentives section</li> </ul>
<b>MONTEREY COUNTY WORKFORCE DEVELOPMENT BOARD (MCWDB)</b> <b>02</b>	
<ul style="list-style-type: none"> <li>• MCWDB provides recruiting assistance, workforce training, On-the-Job training, human resource assistance, financial assistance, and layoff aversion services. Resources related to Covid-19 are also available.</li> <li>• Monterey County Workforce Development Board <ul style="list-style-type: none"> <li>◦ (831) 796-6434</li> </ul> </li> </ul>	





## SECTION 4

# Tax Incentives

Explore a range of tax credits, deductions, and exemptions available to businesses, helping you reduce your tax liability and increase your profitability. By leveraging these incentives, you can optimize your tax strategy and allocate more resources toward expanding your operations and achieving your business goals.





<b>CALIFORNIA COMPETES TAX CREDIT (CCTC)</b> <b>01</b>	<b>HIGH ROAD CANNABIS TAX CREDIT</b> <b>05</b>
<ul style="list-style-type: none"> <li>• Income tax credit available to businesses that want to locate in California or stay and grow in California</li> <li>• Maximum tax credit award is up to 20% of the total amount allotted for the fiscal year</li> <li>• Governor's Office of Business and Economic Development (GO-Biz) <ul style="list-style-type: none"> <li>◦ (916) 322-4051</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Qualified cannabis businesses may receive a tax credit of 25% of their qualified expenditures in the taxable year</li> <li>• Maximum tax credit award is \$ 250,000</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ ftbcannabis@ftb.ca.gov</li> </ul> </li> </ul>
<b>CAPITAL INVESTMENT INCENTIVE PROGRAM (CIIP)</b> <b>02</b>	<b>NEW MARKET TAX CREDIT</b> <b>06</b>
<ul style="list-style-type: none"> <li>• Partial property tax abatement for qualified manufacturing facilities for assessed property values in excess of \$ 150M</li> <li>• Maximum tax credit is based on property assessment</li> <li>• Governor's Office of Business and Economic Development <ul style="list-style-type: none"> <li>◦ (877) 345-4633</li> <li>◦ calbiz@gobiz.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Federal tax credit for businesses making equity investments in specialized financial intermediaries called Community Development Entities</li> <li>• Maximum tax credit totals 39% of the original investment amount and is claimed over a period of 7 years</li> <li>• Community Development Financial Institutions Fund <ul style="list-style-type: none"> <li>◦ cdfihelp@cdfi.treas.gov</li> </ul> </li> </ul>
<b>FILM &amp; TV SOUNDSTAGE TAX CREDIT (NEW)</b> <b>03</b>	<b>OPPORTUNITY ZONES</b> <b>07</b>
<ul style="list-style-type: none"> <li>• State tax credit allocated to qualified production entities with projects filming on certified soundstages as outlined by the California Film Commission</li> <li>• Maximum tax credit is \$ 12M per season/film</li> <li>• California Film Commission <ul style="list-style-type: none"> <li>◦ soundstageincentive@film.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Federally certified census tracts that offer an array of incentives including tax credits for eligible businesses</li> <li>• Tax credits and incentives are contingent upon a variety of factors</li> <li>• Governor's Office of Business and Economic Development <ul style="list-style-type: none"> <li>◦ zones@gobiz.ca.gov</li> <li>◦ (877) 345-4633</li> </ul> </li> </ul>
<b>FILM &amp; TV SOUNDSTAGE TAX CREDIT 3.0</b> <b>04</b>	<b>RESEARCH AND DEVELOPMENT TAX CREDIT (R&amp;D)</b> <b>08</b>
<ul style="list-style-type: none"> <li>• State tax credit for qualifying motion pictures for eligible expenses</li> <li>• Maximum tax credit varies by applicant type</li> <li>• California Film Commission <ul style="list-style-type: none"> <li>◦ incentiveprogram3@film.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• State tax credit for qualified businesses conducting eligible research and development activities</li> <li>• Maximum tax credit is \$ 5M</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ (800) 852-5711</li> </ul> </li> </ul>

<b>STATE HISTORIC TAX CREDIT</b> <span style="float: right;"><b>09</b></span>	<b>WORK OPPORTUNITY TAX CREDIT</b> <span style="float: right;"><b>13</b></span>
<ul style="list-style-type: none"> <li>• State tax credit for qualified businesses seeking to rehabilitate historic buildings that reflect the character of communities</li> <li>• Maximum tax credit award is to be determined</li> <li>• California State Parks Office of Historic Preservation <ul style="list-style-type: none"> <li>◦ info.calshpo@parks.ca.gov</li> <li>◦ (916) 445-7000</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Federal tax credit for businesses hiring individuals belonging to one of 10 targeted groups as certified by a designated local agency</li> <li>• Maximum tax credit award is \$ 9,600 per eligible employee</li> <li>• California Employment Development Department <ul style="list-style-type: none"> <li>◦ wotcsupport@edd.ca.gov</li> <li>◦ (916) 277-5140</li> </ul> </li> </ul>
<b>HOMELESS HIRING TAX CREDIT</b> <span style="float: right;"><b>10</b></span>	<b>CLEAN VEHICLE REBATE PROJECT</b> <span style="float: right;"><b>14</b></span>
<ul style="list-style-type: none"> <li>• Tax credit for qualified businesses hiring individuals currently experiencing homelessness as certified by Continuum of Care programs and community-based service providers</li> <li>• Tax credit award varies from \$ 2,500 – \$ 10,000 per eligible employee for maximum award of \$ 30M per year</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ ftbhhtc@ftb.ca.gov</li> <li>◦ (800)852-5711</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• State rebate for qualified businesses purchasing clean vehicles</li> <li>• Maximum rebate is up to \$ 7,000 per vehicle</li> <li>• Center for Sustainable Energy <ul style="list-style-type: none"> <li>◦ cvrp@energycenter.org</li> <li>◦ (866) 984-2532</li> </ul> </li> </ul>
<b>EMPLOYEE RETENTION TAX CREDIT (ERC)</b> <span style="float: right;"><b>11</b></span>	<b>HYBRID &amp; ZERO EMISSION TRUCK &amp; BUS INCENTIVE (HVIP)</b> <span style="float: right;"><b>15</b></span>
<ul style="list-style-type: none"> <li>• Federal tax credit designed to support businesses that retained their employees during the Covid-19 pandemic</li> <li>• Tax credit of up to \$ 26,000 per eligible employee and other factors</li> <li>• Monterey County Business Council <ul style="list-style-type: none"> <li>◦ info@mcbc.biz</li> <li>◦ (831) 216-3000</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• State voucher program for businesses purchasing hybrid and zero emission trucks and buses</li> <li>• Vouchers vary per vehicle type</li> <li>• California HVIP <ul style="list-style-type: none"> <li>◦ info@californiahvip.org</li> <li>◦ (888) 457-4847</li> </ul> </li> </ul>
<b>NEW EMPLOYMENT TAX CREDIT</b> <span style="float: right;"><b>12</b></span>	<b>PARTIAL SALES &amp; USE TAX EXEMPTION: DIESEL FUEL</b> <span style="float: right;"><b>16</b></span>
<ul style="list-style-type: none"> <li>• Corporate income tax credit equal to 35% of wages (above \$15/hr and below \$35/hr) in the first five years of employment (up to \$56,000) per eligible employee</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ (916) 845-3464</li> <li>◦ gedi@ftb.ca.gov</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Partial Sales &amp; Use tax exemption for the sale, storage, use, or other consumption of diesel fuel used in farming activities or food processing</li> <li>• Sales &amp; Use tax exemption of 5%</li> <li>• California Franchise Tax Board</li> <li>• (800) 400-7115</li> </ul>

<b>PARTIAL SALES &amp; USE TAX EXEMPTION: FARM EQUIPMENT AND MACHINERY</b>	<b>17</b>	<b>PARTIAL SALES &amp; USE TAX EXEMPTION: TIMBER HARVEST</b>	<b>20</b>
<ul style="list-style-type: none"> <li>• Partial Sales &amp; Use tax exemption for the sale, storage, use, or other consumption of farm equipment, machinery, and their parts to qualified persons for use in qualifying activities</li> <li>• Sales &amp; Use tax exemption of 5%</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ (800) 400-7115</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• Partial Sales &amp; Use tax exemption for sales and purchases of equipment, machinery and their parts designed primarily for off-road use in commercial timber harvesting operation by a "qualified person." The partial exemption also applies to leases of off-road commercial timber harvesting equipment and machinery subject to tax measured by rentals payable</li> <li>• Sales &amp; Use tax exemption of 5%</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ (800) 400-7115</li> </ul> </li> </ul>	
<b>PARTIAL SALES &amp; USE TAX EXEMPTION: TELEPRODUCTION</b>	<b>18</b>	<b>INDUSTRIAL DEVELOPMENT BONDS (IDB)</b>	<b>21</b>
<ul style="list-style-type: none"> <li>• Partial Sales &amp; Use tax exemption for the sale, storage, use or other consumption of machinery, equipment including component parts to a qualified person used primarily in teleproduction or other postproduction services. The exemption also includes other qualified uses and expenditures. Visit website for the full list</li> <li>• Sales &amp; Use tax exemption of 5%</li> <li>• California Franchise Tax Board <ul style="list-style-type: none"> <li>◦ (800) 400-7115</li> <li>◦ www.ftb.ca.gov</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• Offers tax-exempt financing for qualified manufacturing and processing companies for the construction or acquisition of facilities and equipment. IDBs allow private companies to borrow at low interest rates normally reserved for state and local governmental entities</li> <li>• Maximum bond amount is \$ 10M</li> <li>• California Infrastructure and Economic Development Bank <ul style="list-style-type: none"> <li>◦ bondunit@ibank.ca.gov</li> <li>◦ (916) 341-6600</li> </ul> </li> </ul>	
<b>PARTIAL SALES &amp; USE TAX EXEMPTION: MANUFACTURING, RESEARCH, &amp; DEVELOPMENT</b>	<b>19</b>	<b>INDUSTRIAL DEVELOPMENT BONDS (IDB): POLLUTION CONTROL &amp; MANUFACTURING</b>	<b>22</b>
<ul style="list-style-type: none"> <li>• Partial Sales &amp; Use tax exemption for the purchase or lease of qualified machinery and equipment primarily used in manufacturing, research and development, and electric power generation or production, storage or distribution</li> <li>• Sales &amp; Use tax exemption of 3.9375%</li> <li>• California Franchise Tax Board</li> <li>• (800) 400-7115</li> </ul>		<ul style="list-style-type: none"> <li>• Offers tax-exempt financing for projects which involve a pollution control facility and also feature a manufacturing component</li> <li>• Maximum bond amount is subject to tax-exempt allocation</li> <li>• California State Treasurer <ul style="list-style-type: none"> <li>◦ cpcfabond@treasurer.ca.gov</li> <li>◦ (916) 654-5610</li> </ul> </li> </ul>	

# Special Economic Development Zones

Step into a world of opportunity with special economic development zones designed to empower businesses like yours. These zones offer a unique blend of incentives, tax benefits, streamlined regulations, and infrastructure support, creating an environment conducive to business growth and innovation. Take advantage of these zones to expand your operations, access new markets, and thrive in a dynamic business ecosystem.



<p><b>OPPORTUNITY ZONES</b> <span style="float: right;"><b>01</b></span></p>	<p><b>RECYCLING MARKET DEVELOPMENT ZONES (RMDZ)</b> <span style="float: right;"><b>03</b></span></p>
<ul style="list-style-type: none"> <li>• Provides preferential capital gains treatment for investments within designated low-income census tracts: <ul style="list-style-type: none"> <li>◦ temporary tax deferral on any capital against reinvested in a QOF within 180 days of realization</li> <li>◦ 10% step-up in basis for capital gains reinvested in a QOF if the investment is held for 5 years</li> <li>◦ basis is increased an additional 5% for any investments held for 7 years</li> <li>◦ taxpayers can exclude up to 15% of the value of their reinvested capital gains from their taxable income</li> <li>◦ permanently exclude from taxation any capital gains that accrue after their investment in a QOF, if the investment is held for at least 10 years</li> </ul> </li> <li>• County of Monterey Economic Development <ul style="list-style-type: none"> <li>◦ vaughnr@co.monterey.ca.us</li> <li>◦ (831) 784-5602</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provides attractive loans, technical assistance, and free product marketing to businesses that use materials from the waste stream to manufacture their products and are located in a RMDZ</li> <li>• Local government incentives* may include relaxed building codes and zoning laws, streamlined local permit processes, reduced taxes and licensing, and increased and consistent secondary material feedstock supply</li> </ul> <p>*Local incentives vary from jurisdiction to jurisdiction</p> <ul style="list-style-type: none"> <li>• County of Monterey Economic Development <ul style="list-style-type: none"> <li>◦ vaughnr@co.monterey.ca.us</li> <li>◦ (831) 784-5602</li> </ul> </li> </ul>
<p><b>HUBZONE PROGRAM</b> <span style="float: right;"><b>02</b></span></p>	<p><b>U.S. DEPARTMENT OF AGRICULTURE (USDA): RURAL DEVELOPMENT BUSINESS PROGRAMS</b> <span style="float: right;"><b>04</b></span></p>
<ul style="list-style-type: none"> <li>• Federal government contracting program that limits competition for certain contracts to businesses in historically underutilized business zones and gives preferential consideration to those businesses in full and open competition</li> <li>• HUBZone-certified businesses also get a 10% price evaluation preference in full and open contract competitions</li> <li>• Monterey Bay APEX Accelerator <ul style="list-style-type: none"> <li>◦ apex@mcbc.biz</li> <li>◦ (831) 216-3000</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Provide financial backing and technical assistance to stimulate business creation and growth in rural areas</li> <li>• These programs help to provide capital, equipment, space, job training, and entrepreneurial skills that can help start and/or grow a business</li> <li>• They also support the creation and preservation of quality jobs in rural areas</li> <li>• Farm Service Agency - Salinas <ul style="list-style-type: none"> <li>◦ vivian.soffa@usda.gov</li> <li>◦ (831) 424-7377</li> </ul> </li> </ul>



## SECTION 6

# Business Support Organizations

Tap into a robust network of support organizations dedicated to empowering businesses. To help you navigate challenges and foster growth, these organizations provide a range of resources, such as mentorship programs, professional development courses, and access to funding opportunities. Benefit from their expertise and guidance to accelerate your business's success and stay ahead in a competitive market.



<b>BUILDING BUSINESS BACK (BBB)</b> <b>01</b>	<b>MONTEREY BAY APEX ACCELERATOR</b> <b>04</b>
<ul style="list-style-type: none"> <li>• A program of the County of Monterey in partnership with the Monterey County Business Council, BBB helps businesses find the resources they need to grow and thrive</li> <li>• BBB provides free technical grant assistance and free workshops for business owners and entrepreneurs throughout Monterey County</li> <li>• Services are offered in English and Spanish</li> <li>• Building Business Back <ul style="list-style-type: none"> <li>◦ info@mcbc.biz</li> <li>◦ (831) 216-3000</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Helps small businesses contract with Federal, State, and Local governments at no cost</li> <li>• Offers one-on-one counseling, workshops, certification &amp; registration assistance, a bid-matching service, proposal preparation, and post award assistance</li> <li>• Monterey Bay Apex Accelerator <ul style="list-style-type: none"> <li>◦ apex@mcbc.biz</li> <li>◦ (831) 216-3000</li> </ul> </li> </ul>
<b>CAL COASTAL SMALL BUSINESS DEVELOPMENT CENTER (SBDC)</b> <b>02</b>	<b>EXPORT-IMPORT BANK OF THE UNITED STATES (EXIM)</b> <b>05</b>
<ul style="list-style-type: none"> <li>• Cal Coastal SBDC provides free consulting services to business owners and entrepreneurs to assist with one-on-one counseling as well as trainings and workshops</li> <li>• Services are offered in English and Spanish</li> <li>• Cal Coastal SBDC <ul style="list-style-type: none"> <li>◦ sbdc@calcoastal.org</li> <li>◦ (831) 676-2017</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• EXIM is the official export credit agency of the United States and is an independent Executive Branch agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services</li> <li>• Fills the gap for American businesses by equipping them with the financing tools necessary to compete for global sales when private sector lenders are unable or unwilling to provide financing</li> <li>• Western Regional Office - EXIM <ul style="list-style-type: none"> <li>◦ sandra.donzella@exim.gov</li> <li>◦ (858) 467-7035</li> </ul> </li> </ul>
<b>CAL COASTAL RURAL DEVELOPMENT CORPORATION (RDC)</b> <b>03</b>	<b>U.S. COMMERCIAL SERVICE</b> <b>06</b>
<ul style="list-style-type: none"> <li>• Cal Coastal RDC is a chartered nonprofit public-benefit corporation servicing the financial needs of small businesses and farmers</li> <li>• Provides direct loans and loan guarantees to businesses located on the Central Coast through offices located in Salinas and Santa Maria</li> <li>• Cal Coastal RDC <ul style="list-style-type: none"> <li>◦ (831) 424-1099</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration</li> <li>• The mission of the organization is to increase U.S. exports, enhance job creation, strengthen national security, promote and protect U.S. commercial interests abroad, and deliver customized solutions to ensure that U.S. businesses compete and win in the global marketplace</li> <li>• The U.S. Commercial Service provides: international trade counseling, business matchmaking, market intelligence, customized services, and trade finance options</li> <li>• U.S. Commercial Service <ul style="list-style-type: none"> <li>◦ (909) 390-8293</li> </ul> </li> </ul>

<b>CALIFORNIA INFRASTRUCTURE AND DEVELOPMENT BANK (IBANK)</b>	<b>07</b>	<b>MONTEREY COUNTY FARM BUREAU</b>	<b>10</b>
<ul style="list-style-type: none"> <li>• IBank was created to finance public infrastructure and private development that promote a healthy climate for jobs, contribute to a strong economy and improve the quality of life in California communities</li> <li>• IBank's current programs include: <ul style="list-style-type: none"> <li>◦ Infrastructure State Revolving Loan Fund (ISRF)</li> <li>◦ California Lending for Energy and Environmental Needs Center (CLEEN)</li> <li>◦ Climate Catalyst Revolving Loan Fund</li> <li>◦ Small Business Finance Center</li> <li>◦ Bond Financing Program</li> </ul> </li> <li>• IBank <ul style="list-style-type: none"> <li>◦ (916) 341-6600</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• Monterey County Farm Bureau is a private nonprofit association of farmers and ranchers throughout Monterey County that provides information, benefits, and services to its members</li> <li>• Monterey County Farm Bureau <ul style="list-style-type: none"> <li>◦ (831) 751-3100</li> </ul> </li> </ul>	
<b>CALIFORNIA FILM COMMISSION (CFC)</b>	<b>08</b>	<b>NEGOZEE</b>	<b>11</b>
<ul style="list-style-type: none"> <li>• CFC supports film, television, and commercial productions of all sized and budgets by providing one-stop support services including: <ul style="list-style-type: none"> <li>◦ location and troubleshooting assistance</li> <li>◦ permits for filming at state-owned facilities</li> <li>◦ access to resources including an extensive digital location library</li> </ul> </li> <li>• CFC also administers the State's Film &amp; Television Tax Credit Programs</li> <li>• California Film Commission <ul style="list-style-type: none"> <li>◦ (323) 860-2960</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• Negozee supports Hispanic business owners and entrepreneurs by providing technical assistance, workshops, and other professional development opportunities</li> <li>• Negozee <ul style="list-style-type: none"> <li>◦ negozee.com</li> </ul> </li> </ul>	
<b>EL PAJARO COMMUNITY DEVELOPMENT CORPORATION AND WOMEN'S BUSINESS CENTER (CDC &amp; WBC)</b>	<b>09</b>	<b>SCORE CENTRAL COAST</b>	<b>12</b>
<ul style="list-style-type: none"> <li>• El Pajaro CDC &amp; WBC offers technical assistance, loan application and packaging, business plans, marketing, management, and business technology applications solutions</li> <li>• El Pajaro CDC &amp; WBC also hosts a commercial kitchen and childcare business incubator programs</li> <li>• El Pajaro CDC &amp; WBC <ul style="list-style-type: none"> <li>◦ (831) 722-1224</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• SCORE Central Coast offers free small business assistance to new or aspiring business owners in Santa Cruz and Monterey Counties by connecting them with expert mentors in your industry</li> <li>• SCORE Central Coast <ul style="list-style-type: none"> <li>◦ central.coast@scorevolunteer.org</li> <li>◦ (831) 621-3735</li> </ul> </li> </ul>	



<b>CALIFORNIA OFFICE OF THE SMALL BUSINESS ADVOCATE (CALOSBA)</b>	13	<b>VISIT CALIFORNIA</b>	17
<ul style="list-style-type: none"> <li>• CalOSBA supports economic growth and innovation and ensures that ALL California small businesses and innovative startups have the information and direct support they need to better navigate resources, programs, and regulations</li> <li>• Central California Region - CalOSBA <ul style="list-style-type: none"> <li>◦ linda.quinones-vaughan@gobiz.ca.gov</li> <li>◦ (916) 447-7937</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• Visit California is a nonprofit corporation with a mission to develop and maintain marketing programs - in partnership with the State's travel industry - that keep California top-of-mind as a premier travel destination</li> <li>• California Welcome Center - Salinas <ul style="list-style-type: none"> <li>◦ info@soulofca.org</li> <li>◦ (831) 757-8687</li> </ul> </li> </ul>	
<b>WESTERN GROWERS CENTER FOR INNOVATION AND TECHNOLOGY (WGCIT)</b>	14	<b>SALINAS UNITED BUSINESS ASSOCIATION (SUBA)</b>	18
<ul style="list-style-type: none"> <li>• The Center was created to help identify industry priorities, discover technologies to address those priorities, set up testing, facilitate industry feedback and communicate progress to California, Arizona, and Colorado fresh produce farmers</li> <li>• WGCIT offers low-cost office spaces in their Downtown Salinas location</li> <li>• WGCIT <ul style="list-style-type: none"> <li>◦ info@wginnovation.com</li> <li>◦ (831) 272-0661</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• SUBA is a Business Improvement District (BID) within the City of Salinas that primarily serves businesses in the Alisal district</li> <li>• SUBA offers a variety of workshops and events</li> <li>• SUBA <ul style="list-style-type: none"> <li>◦ subadirector@gmail.com</li> <li>◦ (831) 796-0896</li> </ul> </li> </ul>	
<b>MONTEREY BAY ECONOMIC PARTNERSHIP (MBEP)</b>	15	<b>MONTEREY COUNTY VINTNERS &amp; GROWERS ASSOCIATION (MCVGA)</b>	19
<ul style="list-style-type: none"> <li>• MBEP is a regional member-supported nonprofit organization consisting of public, private, and civic entities located throughout the Counties of Monterey, San Benito, and Santa Cruz</li> <li>• MBEP leads initiatives in: <ul style="list-style-type: none"> <li>◦ Housing</li> <li>◦ Broadband</li> <li>◦ Economic Development</li> </ul> </li> <li>• MBEP <ul style="list-style-type: none"> <li>◦ admin@mbep.biz</li> <li>◦ (831) 915-2806</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>• MCVGA represents the wine industry in Monterey County and promotes viticulture tourism in the region</li> <li>• MCVGA <ul style="list-style-type: none"> <li>◦ (831) 375-9400</li> </ul> </li> </ul>	

<b>CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING (CMTC)</b> 20	<b>CALIFORNIA VETERANS - CALVET</b> 22
<ul style="list-style-type: none"> <li>• CMTC is a private non-profit organization that provides free technical assistance, workforce development, and consulting services to small and medium-sized manufacturers throughout the State of California</li> <li>• CMTC <ul style="list-style-type: none"> <li>◦ (310) 263-3060</li> <li>◦ comm@cmtc.com</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• CalVet is the agency that oversees veterans affairs within the State of California and provides a variety of support programs</li> <li>• Business programs offered by CalVet include: <ul style="list-style-type: none"> <li>◦ Disabled Veteran Business Enterprise (DVBE) Program</li> <li>◦ Apprenticeship &amp; On-the-Job Training Programs</li> <li>◦ Business License, Tax, and Fee Waivers</li> </ul> </li> <li>• Monterey County Veterans Service Office <ul style="list-style-type: none"> <li>◦ (831) 647-7613</li> </ul> </li> </ul>
<b>MONTEREY BAY DRONE AUTOMATION &amp; ROBOTICS TECHNOLOGIES (DART)</b> 21	<b>UC SANTA CRUZ MBEST CENTER</b> 23
<ul style="list-style-type: none"> <li>• Monterey Bay DART brings together industry, government, academia, and practitioners in these industry clusters and provides a regional coordination and advancement forum</li> <li>• Monterey Bay DART <ul style="list-style-type: none"> <li>◦ (831) 264-8299</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The UC Santa Cruz MBEST Initiative is an effort to develop properties owned by the University of California for the purpose of fostering economic development, light industrial, housing and research</li> <li>• MBEST Center <ul style="list-style-type: none"> <li>◦ mbest-help@ucsc.edu</li> </ul> </li> </ul>
<b>MONTEREY COUNTY BUSINESS COUNCIL</b> 20	<b>MONTEREY COUNTY CONVENTION &amp; VISITORS BUREAU</b> 22
<ul style="list-style-type: none"> <li>• Monterey County Business Council is a leading business organization in Monterey County dedicated to promoting economic development and business growth in the region.</li> <li>• Monterey County Business Council <ul style="list-style-type: none"> <li>◦ (831) 216-3000</li> <li>◦ info@mcbc.biz</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Monterey County Convention &amp; Visitors Bureau provides resources to attract more visitors to our region and help promote businesses to leisure travelers, media outlets and groups.</li> <li>• See Monterey <ul style="list-style-type: none"> <li>◦ (831) 657-6426</li> <li>◦ sales@seemonterey.com</li> </ul> </li> </ul>

<b>ARTS COUNCIL FOR MONTEREY COUNTY</b> <b>21</b>	<b>MONTEREY COUNTY FILM COMMISSION</b> <b>23</b>
<ul style="list-style-type: none"> <li>• The Arts Council for Monterey County (Arts4MC) provides promotional, technical, and financial support to arts and cultural organizations.</li> <li>• Arts Council for Monterey County <ul style="list-style-type: none"> <li>◦ info@arts4mcb.org</li> <li>◦ (831) 622-9060</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The Monterey County Film Commission works to increase economic development through the film industry, and also to support locals through employment and education related to the film industry.</li> <li>• Monterey County Film Commission <ul style="list-style-type: none"> <li>◦ info@filmmonterey.org</li> <li>◦ (831) 646-0910</li> </ul> </li> </ul>
<b>CHAMBERS OF COMMERCE</b> <b>21</b>	
<ul style="list-style-type: none"> <li>◦ The chambers offer a wealth of benefits, including valuable networking opportunities, access to industry knowledge and expertise, and a platform for collaboration and advocacy. By becoming a member, businesses gain visibility, credibility, and the chance to actively contribute to the economic growth and development of their local area. <ul style="list-style-type: none"> <li>▪ Big Sur Chamber of Commerce</li> <li>▪ Carmel Chamber of Commerce</li> <li>▪ King City Chamber of Commerce</li> <li>▪ Marina Chamber of Commerce</li> <li>▪ Monterey Peninsula Chamber of Commerce</li> <li>▪ North Monterey County Chamber of Commerce</li> <li>▪ Salinas Valley Chamber of Commerce</li> </ul> </li> </ul>	



Luis Alejo  
District 1

Chair of the Board



Glenn Church  
District 2



Chris Lopez  
District 3



Wendy Root Askew  
District 4



Mary Adams  
District 5

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# Message from the Board

The Board of Supervisors offers our unwavering support for economic development in our diverse county. We are committed to fostering an environment that promotes entrepreneurship, job creation, and sustainable growth, ensuring a prosperous future for all residents. Through strategic partnerships, targeted investments, and innovative initiatives, we aim to cultivate emerging industries, attract new businesses, and enhance the overall economic well-being of Monterey County.

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