

# INTRODUCTION

As the leading business organization in the county, Monterey County Business Council (MCBC) is dedicated to promoting economic development and business growth in the region. Our organization is committed to fostering a supportive and inclusive business community that encourages innovation and drives economic prosperity.



MONTEREY COUNTY  
**BUSINESS  
COUNCIL**

# OUR PROGRAMS

The Monterey County Business Council offers a variety of programs designed to promote economic development and support businesses throughout the region. Our programs includes events, workshops, business support, procurement support, and networking opportunities that bring together business leaders, elected officials, and other stakeholders to discuss key issues and promote collaboration in Monterey County.

"Thanks to the generous contributions of our partners, members, and sponsors, we can sustain this essential work."

-Kimbley Craig, President & CEO



# OUR TEAM



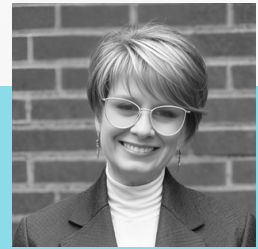
**KIMBLEY CRAIG**

President & Chief  
Executive Officer



**PAUL FARMER**

Chief Operating  
Officer



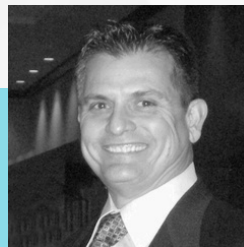
**JENNY MCADAMS**

Director of  
Operations



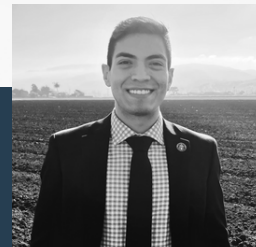
**JESUS ESCUTIA**

Program Manager



**VICTOR VALDEZ**

Program Manager



**JOSE LUIS BARAJAS**

Program Analyst



**JORDAN CABALLERO**

Procurement Counselor



**RHONDA DEVITO**

Procurement Counselor





# EDUCATIONAL PROGRAMS



MCBC provides a variety of educational programs designed to help businesses grow and succeed. Our team hosts a free workshops and seminars designed to provide small businesses with practical skills and knowledge.

Supporting our educational programming and advocacy provides a range of benefits to our partners.



# SUPERVISOR SPEAKER SERIES



**COMMUNITY  
ISSUES**

**COMMUNITY  
ADVOCACY**

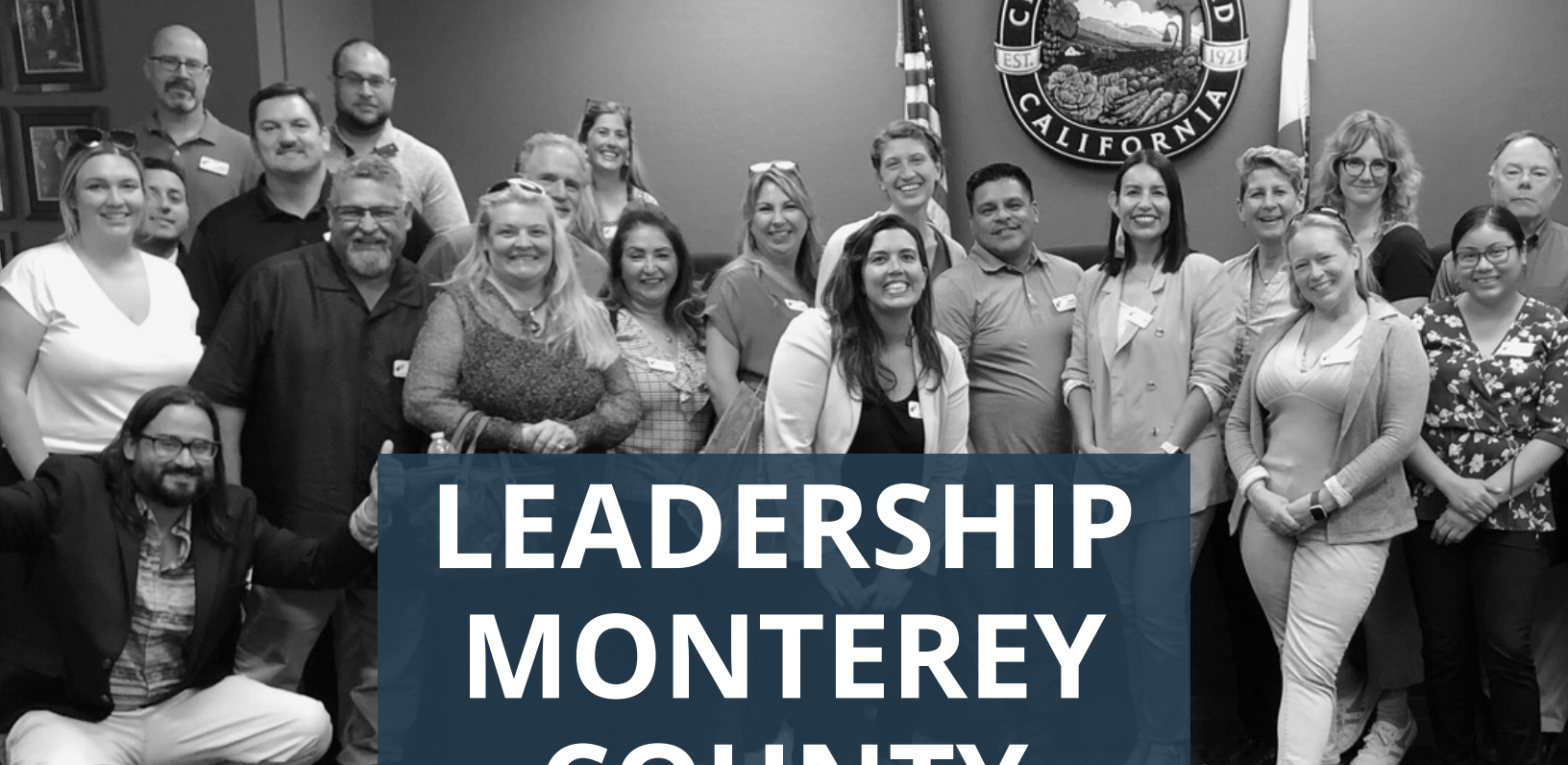


Each year MCBC hosts the Supervisor Speaker Series. Attendees enjoy this transformative platform that brings together leaders, visionaries, and changemakers. This series sells out and provides unique, intimate access with our County Supervisors as they share their vision and important issues to our region.

Supporting this series provides exposure to community leaders, business leaders, and stakeholders.

PARTNER OPPORTUNITIES | 2024





# LEADERSHIP MONTEREY COUNTY

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**FOSTERING  
LEADERSHIP**

**LEADERSHIP  
ADVOCACY**

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Leadership Monterey County is a highly respected program that offers comprehensive leadership training and development to individuals in the Monterey County region.

By supporting Leadership Monterey County, you have the opportunity to invest in the development of emerging leaders and support the growth and vitality of the local community.

PARTNER OPPORTUNITIES | 2024



# MONTEREY BAY APEX ACCELERATOR



**ECONOMIC  
GROWTH**

**ECONOMIC  
ADVOCACY**



Our Monterey Bay Apex Accelerator team assists local businesses with the process of finding, bidding, and winning, government contracts.

Supporting this programming provides an opportunity to invest in the growth and success of local entrepreneurs, while supporting economic development in Monterey County.

PARTNER OPPORTUNITIES | 2024





# SPECIAL EVENTS



**NETWORK  
BUILDING**

**NETWORK  
ADVOCACY**



MCBC orchestrates a diverse array of events on an annual basis. Ranging from our monthly lunches to our Anniversary Gala, our unique gatherings offer the wisdom and expertise of the speakers, and the opportunity to network and connect with like-minded professionals.

Partnering on our events fosters community, celebrates achievements, and strengthens relationships.

PARTNER OPPORTUNITIES | 2024





**2022 - 2023**  
**Fiscal Year Results**



**Total Monterey County Contract Awards**  
**\$18,732,557**

**186**  
CLIENTS  
SERVED

**328**  
JOBS  
CREATED

**26**  
WORKSHOPS  
HELD

## We Deliver Results



Women-Owned  
\$2,525,277.00

Service-Disabled  
\$1,118,000.00

Veteran-Owned  
\$2,523,950.00

8(a) Owned  
\$2,373,266.00

Hispanic-Owned  
\$157,424.00

HUBZones  
\$1,838,833.00

**Helping Businesses Bid and Win  
Government Contracts**





**46**  
GUEST  
SPEAKERS

**36**  
COUNTYWIDE  
SITE VISITS

**10**  
LEADERSHIP  
CLASSES

## Educating Rising Leaders on Monterey County's Economic Pillars



Hospitality  
Agriculture  
Healthcare  
Infrastructure  
South County  
Education  
Defense & Security



**11**  
NETWORKING  
EVENTS

**539**  
EVENT  
ATTENDEES

**3,458**  
FRIDAY FACTS  
SUBSCRIBERS

## Promoting Economic Development and Sustaining Businesses

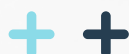
Monterey County Business Alliance  
Supervisor Speaker Series  
Monthly Luncheons  
Central Coast Broadband Consortium  
Monterey Bay Defense Alliance



**2022 - 2023**  
FISCAL YEAR RESULTS



# THANK YOU!



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