

## ***APPENDIX J: DIRECTORY OF BUSINESS SUPPORT SERVICES***

Business Support Organization	Name		Title	City, State, Zip	Phone		Email	Web Site	Brief Description of Service
						Fax			
Business and Education Alliance of Monterey	Mr.	Martin Puentes	Director	2200 Garden Road Monterey, CA 93940	(831) 646-5299 (831) 646-0913		<a href="http://www.beammonterey.org">www.beammonterey.org</a>	Defunct? No response to phone calls.	
California Coastal Rural Development Corporation	Mr.	Herb Aaron	President	482 Alvarado Street, Suite N Monterey, CA 93940	831-641-0722 831-641-0723	<a href="mailto:herb_aarons@calcoastal.org">herb_aarons@calcoastal.org</a>	<a href="http://www.calcoastal.org">www.calcoastal.org</a>	Cal Coastal is a California chartered Financial Development Corporation which provides loan capital and other financial services to businesses and farms located on the Central Coast.	
California -Mexico Trade Assistance Centers	Mr.	Richard Gillis	Director	7436 Monterey St. Gilroy, CA 95020	408-847-0373 408-847-0393	<a href="mailto:rgillis@dsl designs.net">rgillis@dsl designs.net</a>	<a href="http://www.gavilansbdc.org">www.gavilansbdc.org</a>	CMTAC provides free and low-cost services including: research; assistance in procuring financing; export/import assistance; marketing support; logistics support; training; trade missions.	
California Trade and Commerce Agency	Mr.	Mark Weaver	Dept of Commerce	417 Pacific Street, Suite 316A Monterey CA 93940	831-641-9850 831-641-9839	<a href="mailto:mark.weaver@mail.doc.gov">mark.weaver@mail.doc.gov</a>	<a href="http://www.commerce.ca.gov">www.commerce.ca.gov</a>	State of California department dedicated to promoting trade and commerce in California. The Small Business Development Centers fall under its auspices, as does the Monterey Export Assistance Center. It helps businesses in a variety of ways, including advocacy and regulatory assistance.	
Central Coast Marketing Team	Mr.	Bill Lindstedt	Chair	399 East San Antonio King City, CA 93930	831-386-1800 831-386-1804	<a href="mailto:info@ca-central-caost.org">info@ca-central-caost.org</a>	<a href="http://www.ca-central-coast.org">www.ca-central-coast.org</a>	CCCM is dedicated to facilitating new investment, expediting projects and assisting business in locating and prospering in our region. It is comprised of economic development professionals representing numerous communities and organizations.	

Central Coast Small Business Development Center (SBDC)	Ms.	Teresa Thoma	Director	6500 Soquel Drive Aptos, CA 95003	831-479-6136 831-479-6166	<a href="mailto:sbdc@businessonline.org">sbdc@businessonline.org</a>	<a href="http://sbdc@businessonline.org">sbdc@businessonline.org</a>	Provides counseling and training to small business owners. Counseling services are <i>free of charge</i> . A wide range of services are available, including management and technical assistance and training and advice on marketing, finances, bookkeeping, international trade and financing. Provides services businesses located in North Monterey County and the Monterey Peninsula cities and unincorporated areas.
Employment Development Department (EDD)	Mr.	Ruben Garcia	Director	730 La Guardia Salinas, CA 93901	831-796-3632 831-796-3650	<a href="mailto:rgarcia@edd.ca.gov">rgarcia@edd.ca.gov</a>	<a href="http://www.edd.ca.gov/eddhome.htm">http://www.edd.ca.gov/eddhome.htm</a>	State of California department devoted to providing labor market services and information throughout the state. One of the three main partners in the One Stop Career Center (along with the Office of Employment Training and the Department of Social Services)
Gavilan College Small Business Development Center (SBDC)	Mr.	Richard Gillis	Director	7436 Monterey St. Gilroy, CA 95020	408-847-0373 408-847-0393	<a href="mailto:rgillis@dsldesigns.net">rgillis@dsldesigns.net</a>	<a href="http://www.gavilansbdc.org">www.gavilansbdc.org</a>	Provides counseling and training to small business owners and managers. Counseling services are free of charge. A wide range of services are available, including management and technical assistance and training and advice on marketing, finances, bookkeeping, international trade and financing. Provides services to businesses located in Salinas and cities and communities in the unincorporated areas in South Monterey County.
King City Small Business Center	Mr.	Keith Breskin	King City Economic Devt Department	212 South Vanderhurst Avenue King City, CA 93930	(831) 386-1800 (831) 385-8447	<a href="mailto:econdev@kingcity.com">econdev@kingcity.com</a>	<a href="http://www.kingcity.com/small-bus.html">http://www.kingcity.com/small-bus.html</a>	The King City Small Business Center offers over 10,000 square feet of ultra-modern, well planned office space, in the heart of the new East Ranch Business Park. The Center has been designed to provide new businesses with inexpensive office space, professional clerical support and a full range of state-of-the-art business equipment and services.
Marina Small Business Incubator	Mr.	Alan Bilinsky	Director	3180 Imjin Road Marina, CA 93933	831-582-9718	<a href="mailto:info@msbi.org">info@msbi.org</a>	<a href="http://www.msbi.org/">http://www.msbi.org/</a>	New small business incubator on the UC MBEST site in Marina. Offers office space, mentoring, training, and access to other services and information.

Monterey Bay Education, Science and Technology Center	Ms.	Loralee Martin	Director	3180 Imjin Road, Suite 102  Marina, CA 93933	831.582.1020  831.582.1021	<a href="mailto:info@ucmbest.org">info@ucmbest.org</a>	<a href="http://www.ucmbest.org/">http://www.ucmbest.org/</a>	The UC MBEST Initiative is a regional economic development effort focused on developing collaborative research-business opportunities in the Monterey Bay Crescent region. A key component of this initiative is the development of a new research and technology center on 1,100 acres of land acquired by the University of California at the former Fort Ord on the Central California Coast.
Monterey Bay International Trade Association (MBITA)	Mr.	Tony Livoti	Executive Director	725 Front Street, Suite 104  Santa Cruz CA 95060	831.469.0148  831.469.0917	<a href="mailto:info@mbita.org">info@mbita.org</a>	<a href="http://www.mbita.org/">http://www.mbita.org/</a>	MBITA is a non-profit international trade association dedicated to promoting business networking, and education in the greater Monterey Bay Region. MBITA provides access to global resources and utilization through the latest technologies in order to maximize their members' profits in the global economy.
Monterey County Convention and Visitor's Bureau	Mr.	Burke Pease	President and CEO	380 Alvarado Street  Monterey, CA 93940	831-626-1424	<a href="mailto:info@mccvb.org">info@mccvb.org</a>	<a href="http://www.montereyinfo.org/">http://www.montereyinfo.org/</a>	Funded primarily by the County and Cities, this organization is responsible for marketing the Monterey County region.
Monterey County Office of Economic Development	Ms.	Mary Claypool	Director	240 Church Street, Room 301  Salinas, CA 93902	831-755-5855  831-751-6933	<a href="mailto:claypoolm@co.monterey.ca.us">claypoolm@co.monterey.ca.us</a>	<a href="http://www.co.monterey.ca.us/oed">www.co.monterey.ca.us/oed</a>	Provides site selection assistance, permit assistance, and access to financial, technical and training services. Also provides demographic information.
Monterey County Planning Department	Mr.	Scott Hennessy	Director	230 Church Street, Modular Building #1  Salinas, CA 93902	831-755-5025 X 5161	<a href="mailto:questions@co.monterey.ca.us">questions@co.monterey.ca.us</a>	<a href="http://www.co.monterey.ca.us/pbi/">http://www.co.monterey.ca.us/pbi/</a>	Implements the County's Planning and Zoning Ordinances.
Office of Employment Training	Mr.	Joseph Werner	Executive Director	    200 Broadway, Ste 62  King City, CA 93930	(831) 386-6801  (831) 755-3246	<a href="mailto:wernerj@co.monterey.ca.us">wernerj@co.monterey.ca.us</a>	<a href="http://www.co.monterey.ca.us/onestop/oet.htm">http://www.co.monterey.ca.us/onestop/oet.htm</a>	The OET is one of the three main partners in the One Stop Career Centers. It offers employment and training opportunities and services to laid off workers, long term unemployed, displaced homemakers, and persons over 55. There are Computerized Resume Centers, and Resource rooms available at the four locations: Salinas, Seaside, Marina, King City.

Monterey Export Assistance Center	Mr.	Mark Weaver	Dept of Commerce	411 Pacific Street, Suite 316A Monterey CA 93940	831-641-9850 831-641-9839	<a href="mailto:mark.weaver@mail.doc.gov">mark.weaver@mail.doc.gov</a>	<a href="http://www.opic.gov/links/USAInfo.asp?state=CA&amp;region=usa">http://www.opic.gov/links/USAInfo.asp?state=CA&amp;region=usa</a>	Located on the Monterey Institute for International Studies, it helps companies tap export markets. Part of the California Department of Trade and Commerce.
One Stop Career Center-King City	Mr.	Joseph Werner	Executive Director	200 Broadway, Ste 62 King City, CA 93930	(831) 386-6801 (831) 755-3246	One-Stop-email	<a href="http://www.co.monterey.ca.us/onestop/">http://www.co.monterey.ca.us/onestop/</a>	The Center is a partnership between the Office for Employment Training, Department of Social Services and the Employment Development Department. The Center posts job listings, provides job placement services, conducts employments skills assessments, provides employee workshops and distributes employer information.
One Stop Career Center-Marina	Mr.	Joseph Werner	Executive Director	249 Tenth Street, Building AA Marina, CA 93933	(831) 384-0388 (831) 755-3246	One-Stop-email	<a href="http://www.co.monterey.ca.us/onestop/">http://www.co.monterey.ca.us/onestop/</a>	See Above
One Stop Career Center-Salinas	Mr.	Joseph Werner	Executive Director	730 La Guardia Salinas, CA 93901	(831) 755-4452 (831) 755-3246	One-Stop-email	<a href="http://www.co.monterey.ca.us/onestop/">http://www.co.monterey.ca.us/onestop/</a>	See Above
One Stop Career Center-Seaside	Mr.	Joseph Werner	Executive Director	1976 Fremont Blvd. Seaside, CA 93955	(831) 899-8236 (831) 755-3246	One-Stop-email	<a href="http://www.co.monterey.ca.us/onestop/">http://www.co.monterey.ca.us/onestop/</a>	See Above
Service Corp of Retired Executives (SCORE)	Mr.	Matt Lopez	President and CEO Monterey Peninsula Chamber of Commerce	380 Alvarado Street Monterey, CA 93940	831-648-5360 831-649-3502	<a href="mailto:mlopez@mpcc.com">mlopez@mpcc.com</a>	<a href="http://www.mpcc.com/">http://www.mpcc.com/</a>	SCORE chapters are locally chartered volunteer organizations that provide expert problem-solving assistance to small businesses. SCORE tries to match counselor experience with client needs. Workshops are held for start-up businesses. Appointments with SCORE volunteers are set up by calling the Monterey Peninsula Chamber of Commerce (649-1770).

## Chambers of Commerce

Business Support Organization	Name		Title	City, State, Zip	Phone		Email	Web Site	Brief Description of Service
						Fax			
Pacific Grove Chamber of Commerce	Mr.	Moe Ammar	President	P.O. Box 167 Pacific Grove, CA 93950	831-373-3305 831-373-3317		<a href="http://www.pacificgrove.org/">http://www.pacificgrove.org/</a>	Provides advocacy and support services to Pacific Grove area businesses.	
Salinas Valley Chamber of Commerce	Mr.	Al Mortenson	President/CEO	119 E. Alisal Street Salinas, CA 93901	831-424-7611 831-424-8639	<a href="mailto:amortensen@salinaschamber.com">amortensen@salinaschamber.com</a>	<a href="http://www.salinaschamber.com/">http://www.salinaschamber.com/</a>	Over 1,100 members in the Salinas Valley Area. Business advocacy and support services.	
Monterey Peninsula Chamber of Commerce	Mr.	Matt Lopez	President/CEO	380 Alvarado Street Monterey, CA 93940	831-648-5360 831-649-3502	<a href="mailto:mlopez@mpcc.com">mlopez@mpcc.com</a>	<a href="http://www.mpcc.com/">http://www.mpcc.com/</a>	Provides advocacy and support services to Monterey Peninsula area businesses.	
Carmel Business Association	Ms.	Brenda Roncarotti	Executive Director	P.O. Box 4444 Carmel, CA	831-624		<a href="http://www.armelcalifornia.org">www.armelcalifornia.org</a>		
King City Chamber of Commerce	Ms.	Barbara Pozzi	Executive Director	200 Broadway, Suite 40 King City, Ca 93930	(831) 385-3814 (831) 386-9462	<a href="mailto:kcchamber@tcsn.net">kcchamber@tcsn.net</a>	<a href="http://www.kingcitychamber.com">www.kingcitychamber.com</a>	Provides advocacy and support services to King City area businesses.	
Carmel Valley Chamber of Commerce	Ms.	Anne Olivier	Executive Director	Carmel Valley, CA		<a href="mailto:annolivier@earthlink.net">annolivier@earthlink.net</a>	<a href="http://www.carmelvalleychamber.com/">http://www.carmelvalleychamber.com/</a>	Provides advocacy and support services to Carmel Valley area businesses.	
City of Greenfield Chamber of Commerce	Mr.	John Brugerman	President	PO Box 333 Greenfield, CA 93927	831/ 674-3222 831-674-3769			Provides advocacy and support services to Greenfield area businesses.	

Castroville Chamber of Commerce	Ms.	Catherine Lindstrom	Executive Director	P.O. Box 744 Castroville, CA 95012-0744	(831)633-6545 831)633-0485	<a href="mailto:castrovillechamber@redshift.com">castrovillechamber@redshift.com</a>		Provides advocacy and support services to Castoville area businesses.
Marina Chamber of Commerce	Mr.	Steve Emerson	President	P.O. Box 425 Marina, CA 93933-0425	(831)384-9155 (831)384-9155	<a href="mailto:marinachamber@hotmail.com">marinachamber@hotmail.com</a>		Provides advocacy and support services to Marina area businesses.
Moss Landing Chamber of Commerce	Ms.	Melanie Gideon	Vice President	P.O. Box 41 Moss Landing, CA 95039-0041	(831)633-4501			Provides advocacy and support services to Moss Landing area businesses.
Prunedale Chamber of Commerce	Ms.	Diane Franciscovich	President	Prunedale, CA 93907-3316	831-449-7685 (831)761-9061	<a href="mailto:dianefran1@aol.com">dianefran1@aol.com</a>	<a href="http://www.prunedale.org">website: www.prunedale.org</a>	Provides advocacy and support services to Prunedale area businesses.