

**Small Business Development Service Providers List**  
(As of November 2, 2011)

| Name of Agency/Org:   | Contact Person:  | Agency/organization Represents:                            | Funding Source: | Private Funding:     | Federal Funding: | State Funding:   | Special Proj & Grant Awards: | Other(s), please specify:       | Services Provided: | Bookkeeping Systems | Business Expansion Planning | Business Plan Preparation | Cash Flow Projections | Financial Analysis | Financial Lending | Financial Management | Human Resources | Management Reviews | Marketing Plans | Operations Review | Org Management | Personnel Management | Procurement Assistance | Restaurant/Hospitality Management | Start-Up Info | Strategic plans | Tune-Up Program | Wholesale or Co-op Purchasing   | Other(s), please specify. (i.e. industry specific programs) |
|---|--|--|-----------------|----------------------|------------------|--|------------------------------|---------------------------------|--------------------|---------------------|-----------------------------|---------------------------|-----------------------|--------------------|-------------------|----------------------|-----------------|--------------------|-----------------|-------------------|----------------|----------------------|------------------------|-----------------------------------|---------------|-----------------|-----------------|---|---|
| <b>Agriculture &amp; Land-Based Training Association (ALBA)</b> | Agriculture & Land-Based Training Association (ALBA), P.O. Box 6264, Salinas, CA, 93912, 831-758-1469, brett@albafarmers.org   | Private Not-for-Profit Organization (Community Based Orgs) |                 | \$450,799            | \$490,301        | 0%   | \$80,000 (Corporations)      | \$17,145 (Individual Donations) |                    | •                   | •                           | •                         | •                     |                    |                   |                      |                 |                    | •               |                   |                |                      |                        | •                                 |               |                 |                 | Farmer Education Program- 6 month organic farming course and incubator services   |   |
| <b>Center for Employment Training</b>                           | Diana Carrillo, Regional Director, Center for Employment Training, 421 Monterey Street, Salinas, CA, 93901, 831-424-0665, dianac@cet2000.org   | Private Not-for-Profit Organization (Community Based Orgs) |                 | 0%                   | 96%              | 4%   | 0%                           | 0%                              |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | WORKFORCE DEVELOPMENT   |   |
| <b>Central Coast College</b>                                    | Sara Benevento, Director of Program Development, Central Coast College, 480 S. Main Street, Salinas, CA, 93901, 831.424.6767, sbenevento@centralcoastcollege.edu                     | Private for Profit Corporation                             |                 | 12%                  | 79%              | 9%   | 0%                           | 0%                              |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | Training for office work, bookkeeping (including Quickbooks) and healthcare   |   |
| <b>Central Coast SBDC at Cabrillo College</b>                   | Teresa Thomae, Director, Central Coast SBDC at Cabrillo College, 6500 Soquel Drive, Aptos, CA, 95003, 831 479 6136, tethomae@cabrillo.edu  | Other  |                 | 25,000 - 7%          | 140,000 - 50%    | 60,000 - 20%   | 10,000 3%                    | 50,000 RDA funds - 20%          |                    | •                   | •                           | •                         | •                     | •                  | •                 | •                    | •               | •                  | •               | •                 | •              | •                    | •                      | •                                 | •             | •               | •               | childcare, agricultural, international trade  |   |
| <b>City of Salinas, Econ Development</b>                        | Jeffrey H. Weir, Economic Development Director, City of Salinas, 65 West Alisal Street, 2nd Floor, Salinas, CA, 93901, 831-758-7408, jeffreyw@ci.salinas.ca.us                       | Public Agency  |                 | 0%                   | 0%               | 0%   | 0%                           | City of Salinas                 |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | Enterprise Zone, Site selection, Permitting Assistance  |   |
| <b>CSUMB Small Business Development Center</b>                  | Andrea Nield, Associate Director, CSUMB Small Business Development Center, 425 Belden St., (mail to P. O. Box 540), Gonzales, CA, 93926, 831 675-7232, SBDC@csumb.edu                | Private Not-for-Profit Organization (Community Based Orgs) |                 | 0%                   | 50%              | 42%  | 8%                           | 0%                              |                    | •                   | •                           | •                         | •                     | •                  | •                 | •                    | •               | •                  | •               | •                 | •              | •                    | •                      | •                                 | •             | •               | •               | commercialization of technology, access to capital  |   |
| <b>DSES-CWES</b>  | Diana Jimenez, Program Manager, DSES- CWES Branch, 730 La Guardia, Salinas, CA, 93905, 831-755-4457, jimenezdm@co.monterey.ca.us   | Public Agency  |                 | 0%                   | 100%             | 0%   | 0%                           | 0%                              |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | Supportive Services such as child care, ancillary, and transportation   |   |
| <b>El Pajaro Community Development Corp</b>                     | Amy Mascareñas, Outreach & Business Development Specialist, El Pajaro Community Development Corp., 23 E Beach St. Ste.209, Watsonville, CA, 95076, 831-722-1224, amy@elpajarocdc.org | Private Not-for-Profit Organization (Community Based Orgs) |                 | 20%                  | 38%              | 9%   | 7%                           | 26% (organization income)       |                    | •                   | •                           | •                         | •                     | •                  | •                 | •                    | •               | •                  | •               | •                 | •              | •                    | •                      | •                                 | •             | •               |                 |   |   |
| <b>Enterprise Zone</b>  | Andrew Myrick, Enterprise Zone Manager, Salinas Valley Enterprise Zone, 65 West Alisal Street, 2nd Floor, Salinas, CA, 93901, (831) 758-7362, andym@ci.salinas.ca.us                 | Public Agency  |                 | 20%                  | 0%               | 0%   | 0%                           | Local Government, 80%           |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | Tax Incentives  |   |
| <b>Hartnell College, Salinas</b>                                | Zahi Atallah, Dean of Advanced Technology, Hartnell  | Educational Institution                                    |                 | 0%                   | 0%               | 95%  | 5%                           | 0%                              |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 | education   |   |
| <b>Hartnell College, South County</b>                           | Paulette Bumbalough, Dean Education Svcs., South   | Educational Institution                                    |                 | none                 | none             | community college  | none                         | none                            |                    |                     | •                           |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        | •                                 |               |                 |                 |   |   |
| <b>Marina Technology Cluster</b>                                | Chris Khan, Associate Director, Marina Technology Cluster, 3180 Imjin Road, Suite 149, Marina, CA, 93933, 831-582-9718, chris.khan@marinatechnologycluster.org                       | Public Agency  |                 | 2% (Local CRA funds) | (see below)      | 89% CDBG grants (competitive State grants using Federal funds) | (see State Funding)          | 9% Local jurisdiction match     |                    | •                   | •                           | •                         | •                     | •                  | •                 | •                    | •               | •                  | •               | •                 | •              | •                    | •                      | •                                 | •             | •               | •               | Start-up training and incubation, Individual consulting, office spaces and cubicles                                       |   |
| <b>Monterey County Business Council</b>                         | Machell Sterbick, Director of Competitive Clusters, Monterey County Business Council, P.O. Box 2746, Monterey, CA, 93940, 831-883-9443, msterbick@mcbc.biz                           | Private Not-for-Profit Organization (Community Based Orgs) |                 | Membership 30%       | 0%               | 0%   | 40%                          | Sponsors hips 30%               |                    | •                   |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        | •                                 | •             | •               |                 | connect individuals, businesses and organizations for the financial growth and opportunities that are mutually beneficial |   |

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|--|--|--|-----------------|------------------|------------------|----------------|------------------------------|---------------------------------------|--------------------|---------------------|-----------------------------|---------------------------|-----------------------|--------------------|-------------------|----------------------|-----------------|--------------------|-----------------|-------------------|----------------|----------------------|------------------------|-----------------------------------|---------------|-----------------|-----------------|-------------------------------|--|
| <b>Monterey Peninsula College</b>                        | Douglas Garrison, Superintendent/President, Monterey Peninsula College, 980 Fremont St., Monterey, CA, 93940, 831-646-4060, dgarrison@mpc.edu                                    | Educational Institution                                    |                 | 0%               | 2%               | 90%            | 0%                           | 8% - Local Property Taxes             |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 |                               | Education & Training   |
| <b>Office for Employment Training, Business Services</b> | Rod Powell, Program Manager, Monterey County Office for Employment Training, 730 La Guardia St., Salinas, CA, 93905, (831)755-3248, powellr@co.monterey.ca.us                    | Public Agency  |                 | 0%               | WIA - 95%        | 0%             |                              | Various state and federal grants - 5% |                    |                     |                             |                           |                       |                    |                   |                      | •               |                    |                 |                   |                | •                    |                        |                                   |               |                 |                 |                               |  |
| <b>Office for Employment Training, Rapid Response</b>    | Harry Gamotan, Rapid Response Coordinator, Office for Employment Training, Rapid Response, 730 La Guardia Street, Salinas, CA, 93905, (831) 796-3354, gamotanh@co.monterey.ca.us | Public Agency  |                 | 0%               | 0%               | 0%             |                              | 100% - WIA Rapid Response             |                    |                     |                             |                           |                       |                    |                   |                      | •               |                    |                 |                   |                | •                    |                        |                                   |               |                 |                 |                               | Services are designed to respond to layoffs and plant closings by quickly coordinating services and providing immediate aid to companies and their affected workers. Services available through One-Stops include resume and interview workshops, counseling, job search, skills upgrading, and job training, etc. |
| <b>OfficeStar Training</b>                               | Paul Farmer, President, 333 B Abbott St, Salinas CA 93901 (831) 755-8200, Paul@OfficeStarTraining.com  | Private for Profit Corporation                             |                 | 50%              | 30%              | 20%            | 0%                           | 0%                                    |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 |                               | Education and Training Services, including Career Training Programs (Microsoft Office, Medical, IT Technical Training, Project Management) and day classes for business  |
| <b>Salinas United Business Association</b>               | Jose Martinez-Saldana, Executive Director, Salinas United Business Association, 546 E. Market St., Salinas, CA, 93905, 831-796-0896, josem@subasalinas.com                       | Private Not-for-Profit Organization (Community Based Orgs) |                 | 10%              | 0%               | 0%             | 60%                          | 30% (Assessment Fees)                 |                    |                     |                             |                           |                       |                    |                   |                      |                 |                    |                 |                   |                |                      |                        |                                   |               |                 |                 |                               | Safety, advocacy with city, cooperative marketing  |

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| Name of Agency/Org:   | Service Barrier Solutions:<br>How are barriers broken down to provide tech assist?   | Areas of Service:<br>Castroville | East Salinas | Pajaro | Other(s), please specify.  | On-site Services:<br>Does your agency/organization provide off-site services? | If no, please indicate your particular service areas.   | Costs for Services:<br>Is there a cost associated with your services?<br>If yes, please explain.   | Add'l Service Info:<br>Does your agency provide translation svcs?<br>If yes, please explain.   | Share info on 2-1-1? | Additional info for 2-1-1:  |
|---|--|----------------------------------|--------------|--------|--|---|---|--|--|----------------------|---|
| <b>Agriculture &amp; Land-Based Training Association (ALBA)</b> | Culturally sensitive forms and bilingual classes and workshops. Bilingual technical assistance. Provide workshops and other events based on the availability of our clients. Help clients with little or no experience operating a business; start-ups.  | •                                | •            | •      |  | Yes   | Some workshops are offered in Pajaro, Hollister, Greenfield, Salinas or Las Lomas. We begin workshop outreach 6 weeks prior to an event indicating where the event will take place. | Yes<br>Most of our workshops are offered at no cost. Our Farmer Education Program fee is determined using a sliding scale based on income. Cost for the 6 month program ranges from \$150-\$2500.  | Yes<br>All of our workshops are bilingual and including interpretation to English or Spanish.  | Yes                  | ALBA should already be listed on 2-1-1. I believe we registered at some point last year.  |
| <b>Center for Employment Training</b>                           | PERSONAL INTERVIEWS; VISUAL AIDS; CULTURALLY SENSITIVE FORMS; GROUP ORIENTATIONS; RESOURCE & REFERRAL  | •                                | •            | •      | SOUTH MONTEREY COUNTY  | No  |   | Yes<br>THERE IS A COST FOR TUITION IF THE INDIVIDUAL IS NOT ELIGIBLE FOR ONE OF OUR GRANTS   | Yes<br>WE HAVE THE CAPACITY FOR SPANISH/ENGLISH TRANSLATIONS   | Yes                  |   |
| <b>Central Coast College</b>                                    | In person interview process for individuals. On site training available for employers.   | •                                | •            | •      | Tri-county area  | Yes   | Tri-county area   | Yes<br>Hourly rate TBD   | No<br>We have bilingual staff but instruction is given in English, with the exception of Medical Spanish.  | Yes                  |   |
| <b>Central Coast SBDC at Cabrillo College</b>                   | All of the SBDC services are offered in Spanish and English. Counseling can be provided at the most convenient location for the client, forms are in Spanish, etc. As an agency funded by the federal government we offer all reasonable accommodations with sufficient advance notice.  | •                                |              | •      | Coastal communities of Monterey County, Santa Cruz County  | Yes   |   | Yes<br>business counseling is free of charge, seminars are offered at very low cost or free of charge  | Yes  | Yes                  |   |
| <b>City of Salinas, Econ Development</b>                        | technical services   | •                                | •            |        | Salinas Valley   | Yes   |   | No   | No   | Yes                  |   |
| <b>CSUMB Small Business Development Center</b>                  | The SBDC offers workshops and private individualized consultation services in both English and Spanish. Services may be delivered in person, online or by phone. Forms and processes are generally as prescribed by the federal guidelines that oversee the national SBDC program.   |                                  |              | •      | in summary, the CSUMB SBDC serves all communities along the highway 101 corridor from Gilroy & Hollister to the north to King City in the south. | Yes   |   | No<br>In the future, some workshops may have a small fee.  | Yes  | Yes                  |   |
| <b>DSES-CWES</b>  | We have bilingual/bicultural staff, bilingual forms, and culturally sensitive staff who are trained to work with individuals with multiple training/work barriers such as drug/alcohol addictions, services and curricula are custom designed, staff are bilingual and bi-cultural with experience in agriculture and rural small business. Clients are provided with assistance at their level of need. (I.E. special attention for clients with literacy issues and cultural challenges) | •                                | •            | •      | We serve all of Monterey County services provided throughout the Monterey County   | Yes   | We have site offices in King City, Salinas, and Seaside   | No   | Yes<br>We have bilingual staff and forms available for limited English individuals / Spanish language speakers.  | Yes                  | I believe we are already in the 2-1-1 system.   |
| <b>EI Pajaro Community Development Corp</b>                     |  | •                                | •            | •      |  | Yes   |   | Yes<br>Most services are free but workshops/trainings are offered with at a low cost.  | Yes<br>The majority of our clients are Spanish speaking, when needed translation is provided by staff  | Yes                  |   |
| <b>Enterprise Zone</b>  | Provide one-on-one assistance walking through the necessary paperwork.   |                                  | •            |        | Salinas Valley   | No  |   | Yes  | No   | Yes                  |   |
| <b>Hartnell College, Salinas</b>                                | Steering committees formed by local industries who assist in shaping our educational programs  | •                                | •            |        | entire Salinas Valley  | No  | We are working on developing long-distance educational programs   | Yes<br>\$26 per unit   | Yes<br>We have Spanish assisted courses and personnel provide translations to individuals who have limited capability in communicating in English  | Yes                  | We are here to serve and educate to make California a better place  |
| <b>Hartnell College, South County</b>                           | short course, forms, visual aids, instructional materials, guest speakers  |                                  |              |        | South Monterey County  | Yes   |   | No   | Yes<br>bilingual instructor  | No                   |   |
| <b>Marina Technology Cluster</b>                                | We have a series of workshops that take clients through basic entrepreneurial start-up training and business plan preparation. We also offer one-on-one business consultation to address specific issues of individual businesses. For client needs that exceed our comprehensive in-house capability, we bring in expertise from our extensive business support network.  | •                                | •            | •      | We serve clients from the Tri-County region (Monterey, Santa Cruz, and San Benito counties)  | No  | Currently we serve clients from our facility at the UCMBEST Center by the Marina Airport, but we may start offering programs at other locations throughout the region.              | No<br>Our services and business start-up spaces are offered free of charge to individuals who make 80% or less of median income for their county of residence. Others who don't qualify may access our services and rent our spaces for a fee. | No<br>Currently our services are offered only in English, but we do have a Translation and Interpretation business operating at our facility so there may be opportunities for language support in the future. | Yes                  | Prospective clients should go to <a href="http://www.marinatechologycluster.org">www.marinatechologycluster.org</a> and click on the link labeled "TIG Application" to see if they qualify for free services. |
| <b>Monterey County Business Council</b>                         | we have assisted the buildign adn construction community by having energy efficiency program translated into spanish   | •                                | •            |        | moss landing   | Yes   |   | No   | No   | Yes                  |   |

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|---|---|-------------------|-------------|--------------|--------|---------------------------|-------------------|--|---|---------------------|--|---|-----------------------|---|-------------------------|----------------------|----------------------------|
| Monterey Peninsula College                        | Multiple delivery formats; on site and distance learning formats; access to occupation related equipment  |                   |             |              |        | Monterey Peninsula        |                   | Yes  |   |                     | Yes  | State mandated enrollment fees  | Yes                   | Yes, on a limited basis                             | Yes                     |                      |                            |
| Office for Employment Training, Business Services | The Monterey County Office for Employment Training provides career guidance assistance to thousands of Monterey County residents each year. Our dedicated Business Services team will create a linkage between those searching for work, and businesses looking for qualified staff. Our team can handle all aspects of recruitment, screening, and selecting talent, at no cost to Monterey County businesses. |                   | ●           | ●            | ●      | All of Monterey County    |                   | Yes  | Business Services staff members can provide services onsite at the business location. |                     | No   |   | Yes                   |   | Yes                     |                      |                            |
| Office for Employment Training, Rapid Response    | 1-on-1 counseling and services may be made available.   |                   | ●           | ●            | ●      | All of Monterey County    |                   | Yes  |   |                     | No   |   | Yes                   |   | Yes                     |                      |                            |
| OfficeStar Training                               | In-person interviews; assistance provided in English or Spanish. Collaborate by making referrals to local funding sources.  |                   | ●           | ●            | ●      | Tri-County Area           |                   | Yes  |   |                     | Yes  | See website   | No                    |   | Yes                     |                      |                            |
| Salinas United Business Association               | Regular meetings, one-on-one meetings, culturally and linguistically relevant materials.  |                   |             | ●            |        |                           |                   | No   |   |                     | Yes  | Annual assessment fee for businesses located in the SUBA business district. | Yes                   | Spanish speaking staff available to clients/members | Yes                     |                      |                            |