

MOTION BY SUPERVISORS HILDA L. SOLIS AND

APRIL 4, 2017

JANICE HAHN

Assessing Economic Development Opportunities in Ongoing County Contracts

The County has made strides in assessing and leveraging our contracting and spending to advance business, workforce, and community development. The County’s adopted Small Business, Disabled Veteran-owned Business and Social Enterprise Utilization Plan established procurement goals for goods and services for all County departments. The Board recently called for a Countywide Construction Careers and Economic Development Initiative that would establish a plan for Local Small Business Enterprise (LSBE), Disabled Veteran-owned Business Enterprise (DVBE), and Social Enterprise (SE) as well as Local and Targeted Worker Policy goals for construction projects that include County capital funds, where the County is charged with the construction, as well as all economic and housing development projects. Last week, the Board called for an assessment of opportunities to implement economic development policies through ongoing County concession contracts. This motion seeks to complement that assessment and extend it to include the full list of such ongoing

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contracts, particularly where the County has a proprietary interest, so that the County might consider its ability to extend economic opportunities for target business, workforce, industry, and community participation, particularly in the ongoing operation and employment associated with County contracts with third parties and private partners.

WE THEREFORE MOVE that the Board of Supervisors:

Direct the Chief Executive Officer, in consultation with the Economic Development Policy Committee, Department of Consumer and Business Affairs (DCBA), Workforce Development Aging and Community Services (WDACS), Internal Services Department (ISD), County Counsel, and other applicable departments to:

1. Inventory County contracts including but not limited to concessions, leases, operating agreements, developer agreements, or any agreements with a third party where the County has a revenue sharing agreement, receives a payment, has a proprietary interest, or provides a financial contribution;
2. Assess whether there are opportunities through such existing and future contracts to encourage the continued participation of Local Small Business Enterprises (LSBEs), Disabled Veteran Business Enterprises (DVBEs), and Social Enterprises (SEs), including but not limited to utilization plans and targeted Small Business Initiative support services offered by DCBA or services offered by partner economic development agencies;
3. Assess whether there are opportunities through such existing and future contracts to encourage the continued employment and training of Local Residents and Targeted Workers, whether in jobs created or supported by such contracts, including but not limited to hiring and training goals and coordination with America's Jobs Centers of California (AJCCs) or other workforce development system partners;

4. Assess whether there are opportunities through such existing and future contracts to support a sector or industry cluster development strategy, including industries such as Hospitality and Tourism, Healthcare, or other sectors identified by the County's Workforce Development Board or the Los Angeles County Economic Development Corporation for economic development efforts, including identification of private sector collaborative efforts with which the County might align its economic development programs;
5. Report back to the Board of Supervisors in writing in 100 days with this inventory and an assessment of any procurement, contracting, and leasing process changes that may be warranted to further encourage such target business, workforce, industry, and community participation in existing and future contracts and whether goals and coordinated supportive services or incentives should be implemented. The assessment should consider the financial and operational impact for each approach.

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