



Chief Executive Office.

COUNTY OF LOS ANGELES

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CHIEF EXECUTIVE OFFICER

Fesia A. Davenport

November 25, 2024

To: Supervisor Lindsey Horvath, Chair
Supervisor Hilda L. Solis
Supervisor Holly J. Mitchell
Supervisor Janice Hahn
Supervisor Kathryn Barger

From: Fesia A. Davenport 
Chief Executive Officer FAD (Nov 24, 2024 13:25 PST)

REPORT BACK ON LEVERAGING EXISTING HEALTH EXPENDITURES TO PROMOTE THE LOCAL ECONOMY (ITEM NO. 23, AGENDA OF AUGUST 06, 2024)

On August 6, 2024, the Board of Supervisors (Board) directed the Departments of Health Services (DHS), Economic Opportunity (DEO), and the Chief Executive Office (CEO) to work with Internal Services (ISD) and other collaborating departments to report back on progress made to promote equity, diversity, and local economic recovery through DHS' contracting processes; ensure greater inclusion into County contracting opportunities; and implement high road training partnership programs. Additionally, the CEO was directed to report back with other recommendations that promote the Anti-Racism, Diversity, and Inclusion (ARDI) Initiative, DHS' Equity, Diversity, Inclusion (EDIA) goals, and the local economy through contracting and other means. The CEO will report back on this effort semi-annually.

Background

On September 12, 2023, the Board directed DHS, in collaboration with ARDI, to provide recommendations on how DHS could ensure its sole source and other



contracts advance the Countywide strategic diversity, equity, and inclusion goals. In response, DHS submitted a report back on December 14, 2023, with several strategies, including efforts to:

- Improve the solicitation process and contract language;
- Unbundle contracts;
- Conduct outreach and marketing; and
- Provide technical assistance and training.

Recommendations

ARDI worked with DHS to develop these additional recommendations that promote equity and the local economy through contracting:

- Expand efforts to unbundle contracts to provide more opportunities for small to midsize organizations to compete for funding and increase supplier diversity;
- Expand outreach and engagement to notify organizations of upcoming and/or current contract solicitation opportunities, as well as preference programs including:
 - Host “Doing Business with the County” contracting events for prospective suppliers to enable them to compete for procurement opportunities; and
 - Continue to collaborate with ISD, DEO, and ARDI on a centralized County contracting website easily accessible to small business and other eligible organizations.
- Incorporate best practices from DEO’s and ISD’s Equity in County Contracting initiative to provide vendors with equitable access to information that will enable them to fairly compete in solicitation processes;
- Use the Center for Strategic Partnership’s and Center for Nonprofit Management’s Equitable Recovery Initiative (ERI) model to inform training and contract preparation efforts that enable suppliers to fairly compete;
- Use DEO’s Economic Mobility Initiative model ([LA County – Economic Mobility Initiative](#))—which offers education, training, technical assistance, and capital to nonprofits and small businesses—to inform training and contract preparation efforts that enable suppliers to fairly compete; and
- Use the Incubator Academy model and similar technical assistance and capacity building efforts conducted by the Departments of Mental Health, Public Health, and Justice, Care, and Opportunities to build capacity among prospective suppliers.

Countywide Efforts Underway

ARDI has also been meeting with DEO and ISD, as those departments continue to further the work of the Equity in County Contracting initiative. DEO operates the County's Office of Small Business (OSB), including its Small Business Concierge and our Certification and Contracting services. DEO also oversees the County's federally funded APEX Accelerator that offers support in preparing, matchmaking, and winning local, state, and federal procurement dollars.

ISD has established the Office of County Contracting to enhance Countywide procurement policies, processes, and technology and provide technical assistance to County departments. ISD is also implementing a Countywide e-Procurement solution that will incorporate best practices and policy changes to simplify the process for local, small, diverse businesses, and nonprofit organizations. ARDI further recommends that DHS continues to work with DEO and ISD to further enhance its contracting processes in parallel with the Countywide transformation.

Next Steps

ARDI will work with DHS, DEO, and ISD and other appropriate departments to discuss other recommendations that promote ARDI and DHS' EDIA goals and the local economy through contracting and other means.

Should you have any questions concerning this matter, please contact me or D'Artagnan Scorza, Ph.D., Executive Director of Racial Equity, at (213) 974-1761 or dscorza@ceo.lacounty.gov.

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DS:HJN:LB:kdm

c: Executive Office, Board of Supervisors
Economic Opportunity
Health Services
Internal Services