

Transcript

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● **Christine Frias** started transcription

R1 Room 140 0:05

That we can increase and diversify the workforce so that not only are reinvesting in building out the infrastructure, but also building out the hiring pool and diversifying that.

I'll just say one thing about that.

I agree with you.

It's been so our office.

Has championed both biofuels and bioflex, which were two pre apprenticeship programs, but we felt that even though we were doing.

Reach not only to the high schools, but also to the community colleges, and we still weren't seeing the permanence in the industry and like the upscaling opportunities for folks.

So that's why we kind of asked the Dalberg to come in and do an assessment of like what would be our bang for our buck, if you will, with respect to like actually getting folks into the industry.

I hadn't thought about a grant.

I mean, I know that part of the High Road Training Partnership model of course, is to earn money, learn and pay people.

To do these apprenticeships and and internships. But I I'm happy to entertain that as a.

Yeah. I mean, I think we have been thinking about.

This from a couple different ways.

So the hybrid training partnership and workforce programming that we applied for California jobs first is focused on a partnership with Mission College into value manufacturing and also a partnership with Health state LA around support.

Early stage founders, diverse founders.

But that's like one part of the pie.

One of the other recommendations you'll see in here that will be led by our partners at Bioscience LA, which was seeded by the county, is an asset map of all workforce

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development opportunities for the cradle to career from you know your K through 12 all the way up.

To the highest levels of professional development for executives in Bioscience and thinking about like, what do we have here already that can support at no cost, low cost for folks to get into the industry, which does offer more opportunities without a four year degree?

Than many other industries across sub sectors. And then how do we better use a public information campaign with a cohesive message that targets not just outside investment or from major investors in Bioscience but also inspires our community to be able to take advantage of upskilling opportunities and other.

Into the industry.

So I think that this is sort of like tip of the iceberg.

Opportunities, but really that asset map and narrative.

Will want to think about who the target audience is over time, including, you know, for our young adults.

And I think that there's an opportunity as well to think about how we leverage our use at work program with Bioscience employers as well.

That's what I was actually gonna was. Ever.

And it's like so not only looking at.

We've also talked about.

You know, is like looking at creating more positions within these industries for youth at work like openings.

Then, if there's ever that opportunity to create like some type of because we know education is not, is not cheap, unfortunately.

So to diversify the options.

It's not just the ones that don't. You know that don't require vouchers level. But let's say give them the option to in that opportunity to to have those choices. Like if I want to get a position that does require a bachelor's degree in this area, but I.

Can't afford it or I don't see the pathway? Like is there an opportunity to create potentially like some grants for?

Use app for kids who go in through the use at work ladder. So.

Yeah, I think we just, I we do that. I would say that, yeah.

And you probably know this, but.

When Bioflex was started used, we owe him money and so like there definitely is an

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opportunity, I think, to use some of the workforce dollars to really happen in terms of like paying for education.

I think that that's a like long term. Yeah. For colleges like that's a longer discussion.

I will say I'm just like thinking Monica with the 5th district. Like, I think the leveraging of use at work.

And also.

Apprenticeship programs into aerospace is a good parallel, like we've had a lot of success with Lost Angels in getting jobs into Lockheed and Northrop, which is like our traditional jobs.

You might not think you could enter without sort of a higher level degrees, but I'm leveraging some of these.

Opportunities intentionally have been successful.

Nobody owned from bars science, but it is a requirement of any like sublease for a firm that's incubating there, that there have to be community benefits and that they have.

Hi our folks locally and that's absolutely the intent with the Luncht Institute in the building of the tech park at Harvard, UCLA, we can use the power of our purse to mandate that people get hired from our local communities.

What are some of the commute benefits that I know there was a clause there? One of the directives about the benefits clear some of the benefits that we're looking at. Exercising or I mean like with this multi tenant step up race, I don't know.

I don't think that it's been determined the percentage of whole businesses, but predominantly local businesses. I think all are diverse women owned firms making sure that we're not taking people from Boston and Harvard that were hiring people from, you know, one to five mile radius around where these.

Are located.

I don't know if there was any in your presentation to the state that you all made.

Yeah. I mean, I think there's like we're thinking about space in a couple different ways, which is like you know, tenant like a a fund for folks to you know convert space and then also like with mass release holders to create like sort of hubs for tenants and.

So I think some of the community benefits that we've leveraged through our commercial acquisition fund.

Have been local hire, you know, diverse contracting opportunities but also things

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like.

Maintaining affordable rents over time, making sure that we're thoughtful about terms for.

You know, maintaining tenancy and should you have to remove a tenant like the supports for them in finding new location relocation.

Those are a couple, but again like this is something that we can also you know work collaboratively on to think about what the totality of Community benefits could look like.

And I don't know Kevin.

Well, I would also say that like if you do this multi tenant space, you're gonna be offering like you're gonna have a master lease and you're also gonna have the ability to help people with, like, legal assistance, technical assistance, access to capital.

In like a way that these firms who are who are competing with, like private venture capital would not otherwise have access to.

And I think that that's a benefit in order to increase the capacity for local.

Lower capacity firms.

Just looking at the first before this is about, you know.

Which expedite, you know, permits for those that are providing.

Equitable.

Just curious, like you know you mentioned some of the commute benefits.

That you would like for the businesses, but for the Community, like what would what are we looking at?

I mean, I think that we're open to feedback, right?

Because what we're asking BRP to do in coordination with do is to establish that methodology.

For what actually would rise to level and and I will say that in the work that we've already done with public works, regional planning, and DEO around the small business permit express work, I think we've presented that at edpc.

It's really around.

Like, is there a community serving public benefit that the firm is providing in order to get that red White Glove service?

And I'm happy.

Are we looking at?

Maybe you know?

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Even the location of.

Such business or you know, you shouldn't have to show that they're they have a training program working with the local schools or I don't know what is it that, you know, we're trying to establish, but I guess that's something that gonna ask the CEO and.

What would that be?

And what is equitable indices like?

What practice are you looking at?

Are you looking at you know?

Like population demographic, you know kind of information where there's a need for jobs or.

What are some of the thoughts around that?

Yeah. I mean, I think I think part of our objective in like the findings from the report and in line with our recommendations is that we have a lot of talent coming out of our local universities.

From local residents who are ceding their ideas here and leaving to other major science hubs.

So part of it is like keeping.

Diverse businesses here hiring locally to increase the you know the stay rate, but also the percentage of diverse.

And local hires within the industry, I think like that is that is part and parcel of it. But I think we can also think broadly around what community benefit.

Especially in this industry where there's not only an economic benefit but a health and environmental benefit from some of the firms that could stay here, I mean, I think there needs to be some sort of actual benefit to any of the work that they're doing and if you?

This is like a longer, more philosophical discussion.

I don't think that we have every every indicator yet for the US feedback, right?

Once you're in, I didn't also, I mean long time ago there was.

You know, when they had the craz, you know, there was a cluster areas that were identified for.

This kind of work or businesses, or do you foresee like another kind of view of the landscape, you know, Title 22 and?

The areas where you want to incentivize or.

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Are you looking at doing as part of the implementation?

I mean.

I think that first we need to do the asset map.

That is gonna be done.

I think we we already know that there's a significant cluster in like the valley in the North Valley, in the South Bay, in, in and around Pasadena and like east of downtown. And then of course, like in and around Cal State, LA East LA, Am I missing any?

You see it like around UCLA as well.

Yeah, UCLA with and especially with the redevelopment of like West side.

And so the question is, are you asking like are you incentivizing up zoning in those specific areas?

Just wondering like what?

What idea is? What are we anticipating? Regional planning?

That you know, when we're just jumping high level and then but the finding in the report was the recommendation is to.

Through a process of engagement, looking at what other jurisdictions have done, have developed sort of a model ordinance.

That, you know, looking at Pasadena, looking at looking at different places, engaging, yes.

So it would be a long term process.

To do that. But that was that was a finding that, you know, hasn't been always updating of of the code in in many years and also for the county to to come up with some model changes that then other cities could look at, potentially make it more Reg.

So that you know, obviously when firms are looking to move their one moment, they might be looking at a corporate earning might be looking in the city.

They're looking in different places so that there's it's not, it's more uniform. So that that was kind of the broad recommendation, but not to like they and they give something we give some examples of what those could be in here, but not to to say exactly what it.

Should be at this point.

I'd refer you to addendum for you know, just capturing correctly and correct this is.

The hearing question is in scanning another, you know, rescan of like opportunities.

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I would that would be a yes.

Because in seating, my understanding is a lot of the companies look in proximity to like universities or the think tank, right?

But we're talking about is like, once they're moving into.

Some some other stages of production and manufacturing right click.

They still need proximity, but not the same kind of proximity as when they're in the seating.

So that's where we get to broader scope. Realistically, the the quote, graduation stage companies, they're not quite at commercial stage yet like company.

Is life science. Companies are going to go through different stages of maturation, so really early incubator stage, those are like BI labs companies are Cal State LA and then you jump into graduation space. The thing with graduation space which is important to note is that.

A company goes from incubation to graduation.

They've hit a critical inflection point.

They're on the way up 90% of these companies fail.

So this is a very critical milestone for them very early on.

It's a critical de risking.

They've raised a significant amount of money.

They've gotten through multiple stages of research and development. If proven, their initial model, it works.

Now they're ready to get it.

To commercial scale or reach humans, that's gonna take a couple of years, but.

They've hit a critical inflection point, and there's a lot of interest at that point.

That's where we're losing these companies. These earlier stage incubator graduation stage companies tend to form around established care institutions.

That's why you get them by City of Hope or by Cedars, which has its own incubator now, or academic institutions.

So you've got graduates and researchers there who spin out companies they like to stay nearby.

There's a lot of cross talk between the university instructors and these early stage companies.

And you know other resources provided for losing the companies that are that have hit that critical inflection point and they go to San Francisco, they go to San Diego.

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We don't want to lose them because those companies will produce significant job creation when they get to commercial stage. We're talking about thousands of jobs. I'm not guaranteeing you that.

All of those companies will produce those thousands of jobs.

But we are losing them at this point.

Yeah, it gives a sense of cause in the the incubation space.

Yeah, we can.

To health or think tank institution. Yeah, we're getting into seeing a needing to logistics.

Like what kind of things are those companies looking for in addition to space?

In order to to thrive, and that gives us a sense of, like, the landscape in LA County. So is it ports to rail to like what kind of stuff are they looking for in order to get those earlier stages like incubator?

Graduation stage you want access to Allen.

You're not going on a massive hiring spree.

You're maybe hiring in the low dozens, but you have to get to that stage to get to the commercial stage company that's now gonna hire in the thousands. So early on.

You wanna stay very close to health tech hubs.

There's a lot of, you know, it's a strong ecosystem and LA.

You have that micro clustering happening on the West side, around city of Hope down in South Bay at the stage at which they get to commercial stage.

Then they want expansive land.

That's where you can look at areas like.

Antelope Valley that has a lot of open space and a lot of talent that can be upskilled and companies do go.

There's demand.

For companies in the bio manufacturing space.

For manufacturing talent, these are top jobs that are paying about 25 to \$40 as a starting salary for someone who's gone through a certification program.

Very equitable jobs that don't require college degrees.

Sorry, I've gone and helped start the title 22.

I mean, I I'm not the planning expert, but my understanding is that Dahlberg and Dio did like a very deep dive.

With respect to like Title 22 and if there are any opportunities to modernize?

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It and make sure that they're not like incompatible uses next to each other, but that we can also use commercial space for bio manufacturing, for example, and and I think.

That this is now directing regional planning and DO to consult with the stakeholders in the industry and Pasadena and other jurisdictions who have done this previously and this is not new like we've talked with regional planning about this to just see if there's anything that we could.

Do to modernize Title 22 to make it a little bit easier for these firms to stay here.

But to Kevin's point, we have a very small amount of space in the unincorporated area and that's why we have like an attraction strategy as well, because I don't think it's necessarily just an unincorporated area problem, right?

This is all of these different cities that have totally different patchwork of.

Different zoning and regulation that we need to help kind of bring everyone into harmony.

And just, you know, in regards to you know, Title 22 and benefiting there is you know the you're gonna prioritize.

Eyes it.

Just it would be important to yeah for sure, building out all of this, know that you know, sometimes in some communities they see the way they see this industry, you know, is is like a threat, right.

Absolutely to other businesses. And then so it'd be good to be able to and then the whole issue of access, right, because there's a lack of access as well.

So they have a lot of, you know, just.

You know, concerns about those kinds of businesses.

Even though they are producing a lot of jobs, there's a potential.

Is there right to bring in a lot of jobs and diverse jobs? Just the whole issue?

This has been what it does in in areas where we come in, so it would be good to be able to and I think the of having Community benefits is gonna be very critical to balance out those concerns, right to make it more attractive, not just more espe.

For the community.

Right would be receiving.

During that we have engagement going on as we build it, you know.

Yeah. Yeah. No, I think it's a great point and I think it's something that.

We're really cognizant of which is not only making sure that investment that happens

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here gets reinvested in the local communities, but also that we don't inadvertently create a displacement strategy as we develop. We want to do inclusive development, we want to.

Inspire industries here demystify maybe some you know misunderstandings about what industries are that are highly complex and have many sub sectors and substructures and also be intentional about what.

What investment we make here and where and with community?

So I think that's like there's parts of this that like, I think you're you're asking a question, but it's like more we can have that conversation too about what the priorities are in the Community.

Offense as we get to those stages and you know, we appreciate the conversation with you, especially around the 1st district.

Just to add regarding to Title 22, the amendment would help identify those Biosciences in our code to make the permitting process a little bit.

Assistant all of our app.

But the direction being given.

Fair to say, Melissa, that it would also be easier to help us in zones.

Taking away certain nuisance industries and providing opportunities within.

La This is with with better cleaner job generating uses.

So do you think that there's a massive overlap with the green zones and what we're trying to do?

Is still focus those uses.

This one jobs right, we can't erode our job.

Residential for sciences.

So you know.

If you're going to develop.

100 acre campus.

You're probably not going to be in the basin, but you are trying to be a start up that can grow and have 5000 square feet, then 25,000 square feet and still be within the LA Basin. And I think that there's huge opportunities for.

This zoning effort to include looking at the green zones areas.

Those automatically.

One more question.

Directive 1A and employing workers from historically represented communities in

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geographies. Can you?

Kind of map a little bit more. Verify it.

Yeah. I mean, I think.

We will defer to do on how they're going to prioritize that, but like we discussed, the industry itself does not reflect the diversity of the county.

And so how are we getting folks from?

Areas that aren't in central Los Angeles and that we're also getting, you know, diverse individuals and individuals like I had mentioned previously from.

High school, who don't necessarily have a career degree out of our community colleges.

That's the prioritization I would want to see, but I don't know if Dio has a different thought on the approach to that outreach.

Yeah, I know.

I mean, I think that and I think that you know, at DEO we think about.

The populations that have barriers to employment have been disproportionately left out of opportunity, and that really runs the gamut of demographics and life experiences, right?

So thinking about youth and foster youth.

Thinking about veterans?

Thinking about folks from high and highest tier need communities.

And again, we're happy to talk about where to support local residents reaches at the county into opportunities that they haven't had the chance to enter and pass.

It's like that's really weird to us.

Thinking would be important.

Just wondering if that's an underrepresented geography 'cause. I don't know if it fell into the high tier covered rankings for, I would assume it's underrepresented for and we I think that's something that we can like, do a deeper dive with on to look at like what those look.

Like with dalbert.

Yeah, I was trying to get at.

Is it the priority populations according to the board, like Foster Youth?

Yeah. So I think this language captures both the people and the place because I think we tend to have policies that either do one or the other.

Yeah, maybe this is intended to capture both intersections, right?

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'Cause there's some geographies that might fall under a higher like income or opportunity indices, but have people living within them that do not. And this language captures opportunity of both the people and the geographies.

Yeah, I I also wonder, you know.

This I think this is a longer term question is we incorporate this into the fire zones.

Now as they're rebuilding, if that's something they're interested in, you know there's that would be awesome.

You wanna you wanna join in on this notion of that?

Here's some good ideas, but I but I just think that idea 'cause I'm like, hey, hey, unfortunately.

But open space to determine.

As communities are determining how to rebuild, yeah, I mean I think it's a growing industry.

It's an industry where people can pay.

I think it's a. It's an opportunity for us to think about all this vegan commercial office space that we have and how do we like, I mean we see what's happening at Westside Pavilion that malls are not, you know, a thing where people go to how do we.

Take older uses that are no longer pertinent and redevelop into life science space.

Yeah. In other industries, of course.

Right. That was sent to work.

Yeah, I was a little sad. Then the second question was on item 1B, the 2,000,000 for the H RTP.

We were announcing winners of the H rtp.

Was that?

What's the matter?

Was that already allocated?

No, it's just like an up to in case they have any.

Yeah, I think you're using some. Is one of them that you're announcing Bioscience?

I don't believe, oh, I would have to, like, come back to you on that. But yeah, it's a separate \$17 million investment that that's coming out next month.

OK, just didn't want that to from those though had already.

Those are separate but.

I do think we're thinking more broadly as department on how to leverage workforce innovation opportunity funding.

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Private philanthropy and like collaboration with community colleges.

Just to find this type of model in the future too.

And so that was one of our pitches to the governor's office for, like, the very first bite of manufacturing hydro chaining partnership, which I think is of interest, where fingers crossed for all of us, you're looking at another 17,000,000 but that that's what already has been.

Allocated through American rescue plan and care first community investment.

And we actually already did a procurement and awarded 19 organizations who are doing 19 hybrid chain partners.

And we're announcing it next Wednesday. And so that's a cross sector.

So that's construction hospitality.

Lots of lots of things.

Not inclusive of this, we're going to continue to keep investing in hybrid chain partnerships and then for folks that aren't like us familiar with that model, it's essentially like a worker centered industry vetted training program that leads to Poly jobs and pathways. So it's like.

Our nomenclature for a training program that actually has employer commitments in it and has built the model so that it's supportive of high retention in the program and treatment.

A ton of partners, so there's usually like three to four partners involved in every program.

And people are not.

I mean, I don't want to say they're paid to do this.

It's not like you're doing a training program.

OK either.

Go ahead.

And more question 5.

Just a manufacturing.

Which is there laughter I find.

It's not any more funny. I don't think, I think.

Yes, it's all gone, but it is.

It is gone towards great uses.

Higher loans for fire impacted businesses.

Virtual acquisition and so, but there's no no.

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So it would be true.

We established it. Yeah. But I think for us, seeing you're seeing that, that's really, yeah, we think that there's a value in it.

To to identify opportunities for capital for this stage of business, particularly in this industry, as you heard Alex talk about, which is like if we get folks to stay here at the graduation stage to commercialization, we wanna make sure that we help them everyday point as he mention.

Have you got any other requests for the manufacturing?

Rather than this.

Oh, I mean, I don't think this is actually.

I mean, it's too re establishing it's not humidity. Anybody.

But I think we are on the search and will be identified.

We're gonna this.

This is asking us to like, think about.

Recatalizing it and identify funding for it. And I think we asked you to do like a larger capital access strategy.

So as part of that capital access strategy, did the old guidelines for manufacturing revolving loan make any sense?

Either you know, because I think we made one loan right. Yeah. Yeah, exactly.

Thank you.

Yeah. So we are just question was more like apart from this effort is has, have you heard any other interest to reestablish the manufacturing?

Their industries.

Wanted to know like 2 two points. One is the the.

Report strongly recommends bio manufacturing revolving loan loan funds.

So that's that is a significant recommendation.

So this is but then separately, as Carolyn mentioned, Dio's task would kind of coming with a broader Cadillac as recommendations including around manufacturing revolving loan fund.

What sectors should it focus on? Changes to guidelines.

So this is kind of a link to those two things to how do we eventually try to address the the need for the recommendation for manufacturing involving loan fund and tie that to overall recommendations around loaning loan funds to to industry. And I would just add we are.

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Looking at our entire capital access strategy, since the creation of DEO, we've been very focused on.

Programs because of COVID.

And the fires.

And the entertainment double strikes. So like over the course of the last years, I think we've stood up and plus funds that are mostly grant driven because we've had those kinds of recovery dollars available.

We know that that is like one capital strategy and we hope to be able to continue to do it where appropriate, but lots of industries.

Mentioned capital and so I I I don't have an answer for you exactly on like who exactly wants the manufacturer.

Whatever your industry wants, some kind of capital access, whether it's commercial acquisition, tenant improvement, revolving loan funds for public sector contracting, there's a lot of different.

Asks. And so I think like this is what we know has been an ask of this cluster for now.

And as we go through all the different sectors.

We'll know more, but, but yeah, but you're gonna hear from us in the coming months on, like, what our broader strategy is, particularly as loans will be the kind of dollars we have access to to push out.

Versus grants.

And do have any more questions for those in the room?

Is there anyone online who would like to ask any questions?

I would like to open this up to the public.

Have any public comments?

The room.

For those online, if you are a member of the public who would like to make a comment on this motion, please do so now.

If you are calling by phone please press *6 and you may begin.

I'm hearing none.

Are there any other comments on items on the agenda, even though there was only really one?

No, that's it, safety.

Burn.

Yeah.

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OK.

Well, I think that was the question that we just had.

I wish that every motion could be like that.

Find a few more absolutely I can do that right now.

I like that though.

We wanted.

We we like that like every time that.

Thank you for explaining your words.

Sorry that.

● **Christine Frias** stopped transcription