



County of Los Angeles

ECONOMIC DEVELOPMENT POLICY COMMITTEE MEETING

DATE: Thursday, May 19, 2022

TIME: 9:00 a.m.

**THIS MEETING WILL CONTINUE TO BE CONDUCTED VIRTUALLY TO ENSURE THE SAFETY OF
MEMBERS OF THE PUBLIC AND EMPLOYEES AS PERMITTED UNDER STATE LAW.**

TO PARTICIPATE IN THE MEETING CALL TELECONFERENCE NUMBER:

<tel:+1-323-776-6996>, access code: 217 944 199#

Link to Microsoft Teams meeting:

[Join Virtual Meeting Here](#)

AGENDA

Members of the Public may address the Economic Development Policy Committee on any agenda item by submitting a written request prior to the meeting. Two (2) minutes are allowed per person in total for each item.

- 1. CALL TO ORDER**
- 2. GENERAL PUBLIC COMMENT**
- 3. PRESENTATION/DISCUSSION ITEM(S):**
 - A. Legislative Update – 10 mins**
 - Traci Kawaguchi, CEO Legislative Affairs and Intergovernmental Relations
 - B. Contractor Development & Bonding Assistance Program – 40 mins**
 - Ingrid Merriwether, CIC, President and CEO, Merriwether and Williams
 - C. Worker Protections: Minimum Wage Increase – 25 mins**
 - Rafael Carbajal, Director, Consumer and Business Affairs
 - Rose Basmadzhyan, Consumer and Business Affairs
- 4. PUBLIC COMMENT**
- 5. STANDING ITEMS**
 - A. Progress on American Rescue Plan Act Program Implementation and Outcomes**
 - B. Economic Development Optimization: New Department Transition**
 - C. Poverty Alleviation Initiative**
- 6. ADJOURNMENT**

Los Angeles County Economic Development Objectives:

- Attract, develop and retain businesses that provide quality jobs in high growth industries
- Increase employment opportunities by improving workforce development skills and employer partnerships
- Invest in infrastructure needs to improve and maintain competitiveness of LA County Region
- Coordinate across multiple County agencies to ensure that services to workers, businesses and entrepreneurs are coordinated and streamlined to facilitate a “no wrong door approach” to serving our constituents
- Work to balance jobs with housing

IF YOU WOULD LIKE TO EMAIL A COMMENT ON AN ITEM ON THE ECONOMIC DEVELOPMENT POLICY COMMITTEE AGENDA, PLEASE USE THE FOLLOWING EMAIL AND INCLUDE THE AGENDA NUMBER YOU ARE COMMENTING ON:

DKELLEHER@CEO.LACOUNTY.GOV

Contractor Development and Bonding Program



Program Presentation
Thursday May 19, 2022



Merriwether & Williams
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Introductions



Merriwether & Williams
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The Team



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Program Purpose & Mission



- ❑ City of Los Angeles, LA Metro and LA County seek to more successfully engage small local, including diverse and women-owned contractors in your public construction contracting.
- ❑ Inherent bidding / contracting requirements and practices are less conducive for small firms and require innovative strategies and targeted support services to change the paradigm.
- ❑ Our Sponsor Agencies recognize there are a multitude of barriers, including systemic and institutional which impede contracting access, and inhibit opportunity and inclusion of smaller diverse contractors.
- ❑ Access to technical assistance, bonding and contract financing support and capacity development is an investment with multiplicative returns – an increased pool of enabled contractors who can compete, lowers contracting costs, and generates more equitable distribution of public funded contracting dollars to help grow local small and diverse businesses and the jobs they stimulate.



Program Origins & History



- ❑ Program Launched with City of Los Angeles in February 2005
- ❑ Contractor Services include technical assistance and bonding support including bond guarantees (contract financing added fall 2021)
- ❑ \$240M in Bid Bonds Issued of which \$96.8M resulted in awarded contracts, supported by \$11.6M in City Backed Bond Guarantees. (Largest single program contract \$9.6M with <3% bond guarantee)
- ❑ \$7.1M in Gross Direct Cost Savings for City
- ❑ 1 Program Default (\$33K) in 15 Years and 214 program supported contracts



- ❑ Started as Pilot Program in January 2018, Formally Adopted in 2019
- ❑ \$13.9M in Bid/Final subcontractor Bonds Issued, \$13.9M in Contract Awards
- ❑ Provide Metro Policy and Practice Consulting to Expand Contract Access to Small and Diverse Contractors
- ❑ \$500K Contract Financing Assistance Program (CFAP) Loan– Global Electric



- ❑ Pilot Program Start - October 2021



Program Goals



- ☐ Remove the barriers which have prevented small and diverse contractors from bidding and engagement on project contracts with Sponsors
- ☐ Using an Aligned Risk Management strategy, increase contractors' capacity to successfully participate on Sponsor projects both as subcontractors and primes, while maximizing protection of Sponsor resources
- ☐ Assist Sponsor with synthesizing the Program with other initiatives aimed at increased utilization of small local contractors such as modification of contracting practices and qualification requirements



County of Los Angeles

CONTRACTOR DEVELOPMENT AND BONDING PROGRAM

The Contractor Development Program assists contractors with their contracting capacity and business growth.

Assessment & Technical Assistance

- Enrollment in the Contractor Development and Bonding Program.
- Personal Account Manager to provide a professional assessment of your current capacity and growth needs.
- One-on-one consultation to develop a work plan aligned with your business needs and goals.
- Facilitated referrals to Program Partners and resources.
- Contracting opportunities and industry-related workshops and events sent via our *LA Contractor Weekly* bulletin.
- Referrals to specific project opportunities.

Bonding, Contract Financing & Project Assistance

- Assistance with obtaining or increasing bonding capacity.
- Access to collateral support for bid, performance and payment bonds for qualified contractors.*
- Assistance with project risk identification and mitigation.
- Access to project cash flow funding.
- Contract review, project assessment and field support for Program-bonded or financed contracts.
- Accounting cost subsidy for CPA-prepared financial statements.

* Limited capacity

Education, Training & Contract Support

- Group Classes on public construction best practices led by industry experts.
- Contract-specific support on County of Los Angeles Bond Program-supported contracts.
- Creation of individualized Contractor Profile to assist with business marketing.


Prime Contractor Partnerships

- Strategic alliances with Program Prime contractors including matchmaking and referrals.
- Networking with public agency staff and peer contractors.


THE FOUR PILLARS OF CONTRACTOR DEVELOPMENT

- PRIME CONTRACTOR PARTNERSHIPS
- EDUCATION, TRAINING & CONTRACT SUPPORT
- BONDING, CONTRACT FINANCING & PROJECT ASSISTANCE
- ASSESSMENT & TECHNICAL ASSISTANCE

PROGRAM SPONSOR:



ADMINISTERED BY:



Merriwether & Williams
INSURANCE SERVICES
... Of Like Minds

550 South Hope St., Suite 1835 | Los Angeles, CA 90071
Phone: 213.258.3000 | Fax: 213.258.3098
mwinfo@imwis.com | www.imwis.com



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Program Contractor Services



Contractor Development Services

- One-on-one Technical Assistance including meetings ,and various communication with Contractors
- Creation of Assessments, Work Plans and Profiles
- Provide assistance to contractors with County certifications, registrations on County solicitation portals, and DIR registration
- Collaborate with Brokers, Surety Companies and CPA's on behalf of Contractors

Bond Transaction Services

- Bond / Bond Guarantee Transactions
- Letters of Credit
- Contractor Status Reports & Principal Status Reports
- Risk Mitigation, including contract monitoring with Field Support Project oversight from initiation through close out
- Third Party Funds Administration

Contract Financing Assistance Program (CFAP) Services

- Underwrite Loan Requests
- Supplemental Accounting/Bookkeeping Assistance
- Originate Loan Documents
- Service Loans Post Funding Approval
- Risk Mitigation, including contractor support and monitoring with Field Support Project oversight from initiation through close out

Contractor Education & Training

- Program sponsored trainings on industry specific topics, including planning, day-of and post event follow up
- Semi-Annual Immersive Contractor Training Academy hosting a series of six (6) weekly sessions currently on :
1-Bidding & Estimating
2-Contract Award & Management

Program Outreach

- Participate in Pre-Bid Meetings and Project Specific Outreach
- Various Workshops
- Co-Sponsor Elected Official Events
- Present at Prime Sponsored Events
- Trade association events
- Department specific events
- Industry related forums
- Training events



Identify and Provide Technical Assistance and Support Based on Individual Assessment



- ❑ Contractor Consultation and Assessment for Technical Assistance/ Bonding/Contract Financing and prequalification requirements
- ❑ Assess/Underwrite bonding/contract financing capacity, discern deficiency reduction and collateral support (bonding) to facilitate needed bonding/contract financing
- ❑ Facilitate Training Sessions for Contractors on industry specific topics (In depth multi-week coverage of specific topics such as ***"Bidding & Estimating"*** & ***"Contract Award & Management"***)
- ❑ Facilitate referrals and convene matchmaking opportunities with Prime Contractors
- ❑ Provide project specific technical consultation, i.e. contract assessment, specifications review, and field support as requested
- ❑ Provide contract support and monitoring as risk mitigation on all projects with collateral/contract financing support



It Starts with Individual Assessments and Work Plans...



Date Created: 4/17/2022
Follow up: 5/17/2022
Date Revised:

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M Metro

Contractor Development And Bonding Program (CDABP) Contractor Assessment

Account Manager Name: Michelle Quintante
Phone Number: (213) 258-3088
Email Address: mquintante@merris.com

Enrollee Name: John Smith
Phone Number: (323) 540-5499
Email Address: johnsmith@gmail.com
Website: www.johnsmith.com

Company Description:
John Smith has been in business for over 20 years and became incorporated as of last year. The company is owned by John Smith and the company holds a C-8 license, they are also signatory to a union. They specialize in concrete work such as, site-work, curb, gutter, and handicap ramps. They have done business with public works and currently have a bonding capacity of \$500k. John Smith is looking to expand his business by accessing larger projects and also prequalifying with our prime partners.

Training & Education/Certifications:
John Smith is SBE certified but would like to pursue their DBE & MBE certification. They are currently registered with DBE and LA BAVN. John Smith would like to be part of Metro's SBE Prime Program.

Work History:
John Smith's work history includes:
HMM Engineering - Curb & Gutter, Palmdale 200k
Custom-Dunsm - Concrete Site-Work, Compton \$170k
Alvarado Construction - Concrete Site-Work, South Gate \$190k

Credit, Character, Capacity	2	Credit (Why, Action Items/Suggestions)
Scoring (1-3) 1-Entry level 2-Needs coaching 3-Well prepared	2	Credit: (Why, Action Items/Suggestions) Timote says the credit of the company is good and would like to get his bonding capacity increased soon.
	2	Character: (Why, Action Items/Suggestions) Has experience with Public Works
	2	Capacity: (Why, Action Items/Suggestions) Has existing bonding capacity of \$500k Single/Aggregate

Date Created: 4/17/2022
Follow up: 5/17/2022
Date Revised:

Merriwether & Williams
INSURANCE SERVICES

M Metro

Contractor Development And Bonding Program (CDABP) Contractor Assessment/Work Plan

Account Manager Name: Michelle Quintante
Phone Number: (213) 258-3088
Email Address: mquintante@merris.com

Enrollee Name: John Smith
Phone Number: (323) 540-5499
Email Address: johnsmith@gmail.com
Website: www.Smithconcrete.com

Assessment Summary & Recommendations:
Smith Concrete Inc. has been in business for over 20 years and became incorporated as of last year. The company is owned by John Smith and the company holds a C-8 license, they are also signatory to a union. They specialize in concrete work such as, site-work, curb, gutter, and handicap ramps. They have done business with public works and currently have a bonding capacity of \$500k. John Smith is looking to expand his business by accessing larger projects and also prequalifying with our prime partners. Smith Concrete Inc. is SBE certified but would like to pursue their DBE & MBE certification. They are currently registered with DBE and LA BAVN. John Smith would like to be part of Metro's SBE Prime Program.

As an Account Manager, for The City of LA Contractor Development And Bonding Program, in reaching their goals and gathering the resources they need bidding on projects with the City of Los Angeles and Metro. Below are the recommendations have outlined that will assist you with the minimum pre-qualification requirements when you City and Metro contracting opportunities.

Contractor Development And Bonding Program Work Plan:
The Contractor Development And Bonding Program has agreed to the following services to as Concrete Inc. meet their business goals and objectives:

- Add to "Blitz of the Week." CDABP provides weekly outreach communications which enrolled contractors of various pre-bids, outreach events, & contractor related opp taking place throughout the City of Los Angeles.
[X] Date completed: 2/2/2017

1. **After successful period:** To assist with expanding a bond line, resources and work's comp. (213) 258-3088
[X] Date completed: 2/2/2017

2. **Register with Metro:** The City of Los Angeles is a member of the Metro Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS).

3. **Contributions:** The City of Los Angeles is a member of the Metro Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS).

4. **Metro SBE Prime Program:** Metro SBE Prime Program is a program that provides a list of SBE Prime Program participants to the City of Los Angeles and Metro. The City of Los Angeles and Metro SBE Prime Program participants are listed on the Metro SBE Prime Program website.

5. **Business Development:** Metro SBE Prime Program is a program that provides a list of SBE Prime Program participants to the City of Los Angeles and Metro. The City of Los Angeles and Metro SBE Prime Program participants are listed on the Metro SBE Prime Program website.

6. **Register with Metro:** The City of Los Angeles is a member of the Metro Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS) and is a member of the City of Los Angeles Office of Governmental Services (OGS).



Examples of One - On-One Assistance



KPA Construction: A-General Engineering Contractor C-10 Electrical Contractor. Certifications: DBE, SBE (Metro), SLB (City of Los Angeles), State of California SBE (Micro)

CDABP Technical & Bonding Assistance:

- ☐ Enrolled in 2017
- ☐ Bonding Assistance to support \$3.692M Required Bond in Jan. 2020
- ☐ Awarded first Metro contract February 2020 – Subcontract (Prime – Skanska) Regional Connector Transit Corridor Design Build – \$3.692 million
- ☐ August 2020 – Approved for Metro CDBP collateral assistance -\$250,000
- ☐ CDBP Implemented Third Party Funds Control on contract proceeds
- ☐ Awarded second Metro contract September 2021 – Subcontract (Prime – Skanska Traylor Shea) Westside Purple Line, Section 1 – \$911,900
- ☐ Contract Completion Support and Monitoring is On-going



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Examples of One - On-One Assistance



SJN: B–General Building Contractor, C-08 Concrete Contractor. Certifications: SBE (State of California), DBE (DOT), MBE (City of Los Angeles).

CDABP Technical Assistance, Bonding, and Contract Completion Support:

- ☐ Contractor awarded \$5,091,101 subcontract and provided with 5% collateral support to secure required bond
- ☐ Held Project Kick-off Meeting with SJN and Prime and reviewed Job Start Checklist Template
- ☐ Reviewed Contract & Principal Status Reports with SJN and Prime to provide understanding of what data must be included in monthly reports used to analyze project progress.
- ☐ Established routine Monthly Check-in with SJN to discern progress and identify areas needing additional support to keep the project on track.
- ☐ Reviewed Billings & Payments with the contractor for completeness.
- ☐ SJN provided a Construction Schedule that was used to monitor the 3 week look ahead schedule.
- ☐ Visited Willowbrook/Rosa Parks Station Improvement Project and walked site with SJN's Superintendent to view progress, performed safety review, and provided suggestions to overcome obstacles impacting project timeline. All interaction documented on Site Visit Report with accompanying photos.
- ☐ Attended Change Order Request Review Meetings with SJN, Prime and the design team. Worked with SJN to properly package CORs.



Examples of One - On-One Assistance



V.T.P. Inc. - Established in 1992 and holds a C-15 license specializing in Flooring and Floor Coverings.

CDABP Bonding Assistance & Contractor Monitoring to Completion:

- ☐ Enrolled in 2018
- ☐ Awarded a 3yr \$2mm project with LAWA to install and maintain carpet and flooring for LAX and Van Nuys.
- ☐ Bond Assistance to support \$1M required bond.
- ☐ \$250K CDABP Bond Collateral support – The challenge for this contractor was that although they're firm performed this contract for the previous 18 years a bond and had never been required. (multi-year bonds are particularly difficult for smaller firms). CDABP provided \$250K in bond guarantee enabling the firm to qualify for the required bond. The contractor has now successfully completed the 3-year term and has now graduated from the CDABP program. They are now approved for the required bond without collateral and have established bonding capacity.
- ☐ Risk mitigation included funds administration and contract support and monitoring to contract completion.



Awarded Contracts Without Collateral Support



JL Moody Construction & Development: B – General Building Contractor, C-61 Limited
Specialty Construction, D-50 Suspended



City of LA Sidewalk Repair Package #11 \$66,510.63

- ☐ Established Bond Line of \$250K without collateral
- ☐ Assessment, Work-Plan, Contractor Profile
- ☐ Training Academy Graduate (Bidding & Estimating, Contract Award & Management)
- ☐ SOQ Preparation Workshop
- ☐ SOQ Review
- ☐ SOQ Qualified ☐ Sidewalk Repair Contract Awarded

Global Electric: C-07 Low Voltage Systems, C-10 Electrical Contractor. Certifications: SBE
(METRO), MBE (City of Los Angeles), DBE (DOT)

METRO Westside Purple Line, Section 1 Fiber Optics Project \$2.6M, 2nd Contract Collateral Not
Required



- ☐ Provided Bond Collateral for \$3.1M contract
- ☐ Contractor secured additional \$2.6M contract without collateral
- ☐ Subcontract is with Program Prime Partner
- ☐ Approved for CFAP Funding of \$500K



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It Starts with Individual Assessments and Work Plans...



Sample Contractor Profile

Access General Contracting, Inc.

Certifications
SBE, WBE, MBE, DBE, 8(a)
License No: 992223
Class: A
3 Years in Business

Bond Limit:
\$750K

Notable Projects:

Los Nietos School District
Excavation, Grading &
concrete
\$221K

Goya Foods, City of Industry
Excavation, Grading &
Concrete
\$272K

Ok Produce, Fresno CA
Excavation, Grading &
Concrete
\$114K

Contact:
Elizabeth Tene, President
13736 Golden West St. Ste. E
Westminster, CA 92683 CA, 91706
(714) 373-0066
elizabeth@accessgeneralcontracting.com
Website:
www.accessgeneralcontracting.com
DIR Registration No: 100006718

Our Services Include:

- Roads and Parking Lots
- Concrete
- Asphalt Grading & Paving
- Striping
- Footings
- Drainage
- Retaining & Masonry Walls

Core Values

- Honesty and Integrity
- Professionalism and Excellence
- Value and Respect for our Clients
- Teamwork
- Safety
- Fast turnaround time on all jobs
- Maintain affordable and competitive prices

NAICS Codes:

- 237310 - Highway, Street & Bridge
- 238910 - Site Preparation Contractors
- 238110 - Poured Concrete Foundation
- 238990 - Specialty Trade Contractors
- 237110 - Water & Sewer Line
- 236210 - Industrial Building Construction

Access General Contracting, Inc.
Started in 2012 by Albert Tene who came from a General Engineering Contracting background, with keen expertise in highway and infrastructure construction. In 2013, the company incorporated, by 2014 Elizabeth Tene, who brought a business and financial management background. Access General Contracting is now fully owned by a brother and a sister team, and a women and minority owned company.

With Background in road building, ADA upgrades & Improvements, Commercial and Industrial upgrades & improvements, Access General Contracting has you covered. Our well-season team of professionals deliver every time, from providing value engineering to on time and on budget completion of your project, our team has the right solution for all your exterior construction needs.

From Service to Solutions
Services: Roads, Parking Lots, Concrete work, ADA Complaint Parking/Walks, Asphalt Grading & Paving, Seal Coating, Striping, Structures, Footings, Drainage, Utilities, and Retaining & Masonry walls. Out typical value of Projects have been between \$1,500.00 - 1,000,000.00. The geographical area we served is Orange County, Southern California, Nevada and Arizona.

Our company works on any job that you may require our assistance. No job is too small nor too big. You will get quality work at affordable prices.

“We strive to build not only our customer’s needs, but long lasting business relationship that you can trust and depend on.”

— Access General Contracting, Inc.



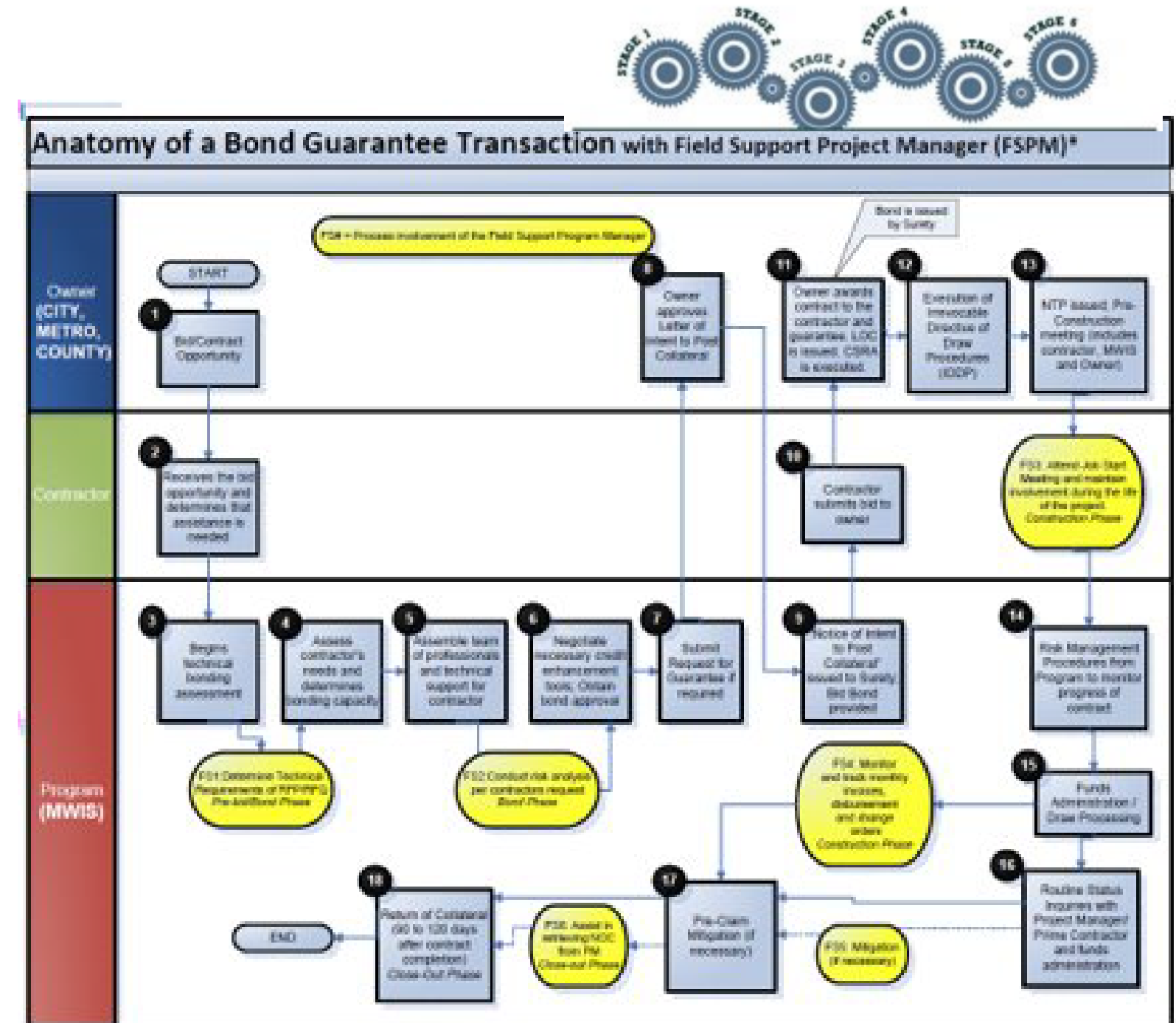
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Program Bond Request



- ❑ Assess Contractor / Project
- ❑ Discern best approach to secure bond
- ❑ Underwrite Collateral If Required
- ❑ Process Collateral Documents
- ❑ Execute Funds Administration
 - ❑ Execute Irrevocable Directive of Draw directing contract proceeds to Program Third Party Funds Administrator (TPFA)
 - ❑ TPFA processes and distributes all progress payments for project duration
- ❑ Ongoing Contractor Support and Monitoring to Completion
 - ❑ Review Project Status Updates
 - ❑ Assist contractor and Address and deficiencies or concerns
- ❑ Manage Collateral to Return

THE PROCESS



Program & Data Results From Bond Transactions



Program Bond Transaction Results



ADMINISTERED PROGRAMS

\$1.08B

**VALUE OF
BID
BONDS**

\$329M
**VALUE OF
CONTRACTS
AWARDED TO
PROGRAM
CONTRACTORS**


\$22M

**COST SAVINGS
TO OWNERS
BY LOW-BID
PROGRAM
CONTRACTORS**

1105
**BOND
PROGRAM
TRANSACTIONS**

\$4.5M
**CONTRACT
FINANCING**

\$56.7M
**SPONSOR
BACKED
GUARANTEES**

\$129K
**IN LOSSES
(2 Defaults)**

<1%
**PROGRAM
LOSS
RATIO**



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Program Data & The Power of Leverage

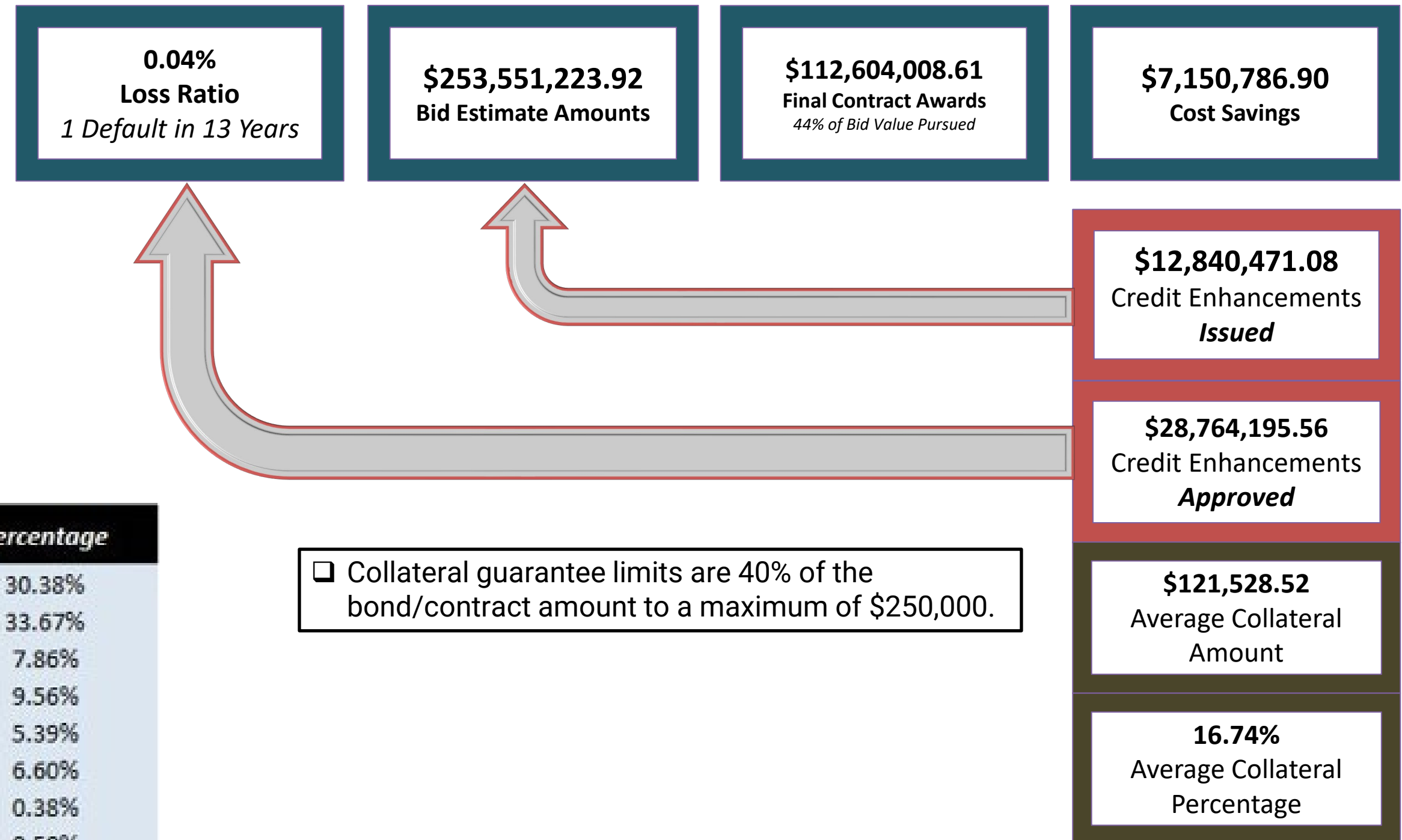


May 19, 2022

Contractor Development and
Bonding Program

214
Bond Transactions

102
Distinct Contractors



	Totals Per Dept	Percentage
Public Works	\$ 77,034,614.14	30.38%
LAWA	\$ 85,376,340.50	33.67%
RNLA/LAHD	\$ 19,929,898.63	7.86%
LADWP	\$ 24,242,846.70	9.56%
Port	\$ 13,674,676.65	5.39%
Rec & Parks	\$ 16,741,201.00	6.60%
Gen Services	\$ 970,108.00	0.38%
Comm. Dev.	\$ 1,269,915.00	0.50%
LADOT	\$ 1,225,432.00	0.48%
METRO	\$ 13,086,191.00	5.16%
Totals	\$ 253,551,223.62	100.00%

Data from City & Metro Programs



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Bond Transaction Activity — Collateral Analysis



City of Los Angeles			Collateral Threshold: 40% to Max of \$250,000			Line of Credit: \$4,000,000			Loss Reserve Fund: N/A		
Contract/Bond Amount Range		# of Projects in Range	Smallest Contract within Range	Largest Contract within Range	Average Contract within Range	Lowest Collateral Issued	Largest Collateral Issued	Average Collateral Issued	% Low	% Hi	Average % in Band
From	To										
\$ -	\$ 500,000.00	61	\$ 10,000.00	\$ 475,000.00	\$ 191,818.00	\$ 9,332.00	\$ 182,668.00	\$ 69,460.28	4.57%	40.00%	31.77%
\$ 500,001.00	\$ 2,000,000.00	25	\$ 505,000.00	\$ 1,992,400.00	\$ 1,054,747.71	\$ 50,000.00	\$ 250,000.00	\$ 184,432.12	5.29%	40.00%	18.98%
\$ 2,000,001.00	\$ 5,000,000.00	5	\$ 2,122,336.00	\$ 3,613,698.00	\$ 2,932,239.00	\$ 250,000.00	\$ 250,000.00	\$ 250,000.00	6.92%	11.78%	8.31%
\$ 5,000,001.00	\$ 10,000,000.00	1	\$ 5,476,186.00	\$ 5,476,186.00	\$ 5,476,186.00	\$ 250,000.00	\$ 250,000.00	\$ 250,000.00	4.57%	4.57%	4.57%

City & County of San Francisco			Collateral Threshold: 40% to Max of \$750,000			Line of Credit: \$8,000,000			Loss Reserve Fund: \$2,000,000		
Contract/Bond Amount Range		# of Projects in Range	Smallest Contract within Range	Largest Contract within Range	Average Contract within Range	Lowest Collateral Issued	Largest Collateral Issued	Average Collateral Issued	% Low	% Hi	Average % in Band
From	To										
\$ -	\$ 500,000.00	68	\$ 33,000.00	\$ 500,000.00	\$ 261,807.25	\$ 5,000.00	\$ 200,000.00	\$ 93,464.97	10.00%	40.00%	34.67%
\$ 500,001.00	\$ 2,000,000.00	45	\$ 512,737.00	\$ 1,924,761.00	\$ 979,598.98	\$ 59,978.00	\$ 588,765.00	\$ 259,155.30	9.35%	40.00%	28.31%
\$ 2,000,001.00	\$ 5,000,000.00	7	\$ 2,286,000.00	\$ 4,900,000.00	\$ 3,104,777.86	\$ 180,000.00	\$ 750,000.00	\$ 430,325.00	3.67%	29.83%	14.98%
\$ 5,000,001.00	\$ 10,000,000.00	1	\$ 5,363,000.00	\$ 5,363,000.00	\$ 5,363,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	13.98%	13.98%	13.98%
\$ 10,000,001.00	\$ 15,000,000.00	1	\$ 14,056,597.83	\$ 14,056,597.83	\$ 14,056,597.83	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	5.34%	5.34%	5.34%



Program Data

Sample Transactions Generating Cost Savings



May 19, 2022

CITY & METRO BOND GUARANTEE REPORT

COST SAVINGS

Construction Firm	Date of Request	Department	Bid Estimate or Bond Amount	Credit Enhance Approved	Bid Result	Final Contract or Bond Amount	Credit Enhance Issued	Awarded Contract Price	2nd Bidder Price	Difference	BID SPREAD %
Cornerstone Demolition Corp	Jun-18	DWP	\$ 9,194,400.00	\$ 250,000.00	Awarded	\$ 9,194,400.00	\$ 250,000.00	\$ 9,194,400.00	\$ 9,936,287.50	\$ 741,887.50	8.07%
JED Construction Inc	May-21	HACLA	\$ 3,262,500.00	\$ 250,000.00	Awarded	\$ 3,262,500.00	\$ 250,000.00	\$ 3,262,500.00	\$ 4,210,841.00	\$ 948,341.00	29.07%
Metro Services Group	Jan-13	LAWA	\$ 3,259,000.00	\$ 250,000.00	Awarded	\$ 3,259,000.00	\$ 250,000.00	\$ 3,259,000.00	\$ 3,796,709.45	\$ 537,709.45	16.50%
Executive-Suite Services	Jun-16	LADWP	\$ 2,314,741.70	not required	Awarded	\$ 2,314,741.70	not required	\$ 2,314,741.70	\$ 4,183,431.75	\$ 1,868,690.05	80.73%
VTP Inc	Oct-18	LAWA	\$ 2,100,000.00	\$ 250,000.00	Awarded	\$ 2,100,000.00	\$ 250,000.00	\$ 2,100,000.00	\$ 2,788,933.70	\$ 688,933.70	32.81%
Carter Industrial Automation	Feb-09	Pub. Wks	\$ 1,400,000.00	\$ 250,000.00	Awarded	\$ 1,400,000.00	\$ 250,000.00	\$ 1,400,000.00	\$ 1,600,000.00	\$ 200,000.00	14.29%
Christian Bros. HVAC	Nov-05	Pub. Wks	\$ 1,289,000.00	\$ 250,000.00	Awarded	\$ 1,289,000.00	waived	\$ 1,289,000.00	\$ 1,295,000.00	\$ 6,000.00	0.47%
Consolidated Commercial Contractors	Feb-08	Comm. Dev.	\$ 1,269,915.00	\$ 250,000.00	Awarded	\$ 1,269,915.00	\$ 250,000.00	\$ 1,269,915.00	\$ 1,600,000.00	\$ 330,085.00	25.99%
Unified Nutrimeals, Inc.	May-11	Rec & Parks	\$ 1,050,500.00	\$ 105,050.00	awarded	\$ 1,050,500.00	\$ 105,050.00	\$ 1,050,500.00	\$ 1,102,064.00	\$ 51,564.00	4.91%
Ornelas Electrical Construction	Feb-08	Pub. Wks	\$ 1,000,000.00	\$ 200,000.00	Awarded	\$ 1,000,000.00	\$ 200,000.00	\$ 1,000,000.00	\$ 1,100,000.00	\$ 100,000.00	10.00%
Christian Bros. HVAC	Aug-05	Pub. Wks	\$ 818,000.00	\$ 250,000.00	Awarded	\$ 818,000.00	waived	\$ 818,000.00	\$ 885,000.00	\$ 67,000.00	8.19%
Unified Nutrimeals, Inc.	Jun-10	Rec & Parks	\$ 850,000.00	\$ 85,000.00	Awarded	\$ 775,000.00	\$ 85,000.00	\$ 775,000.00	\$ 796,000.00	\$ 21,000.00	2.71%
Green Garden Inc	May-20	PW - Bureau of St. Svcs	\$ 706,022.40	\$ 250,000.00	Awarded	\$ 706,022.40	\$ 250,000.00	\$ 706,022.40	\$ 742,646.00	\$ 36,623.60	5.19%
All In One Electric	Jul-08	Pub. Wks	\$ 685,000.00	\$ 102,750.00	Awarded	\$ 685,000.00	\$ 102,750.00	\$ 685,000.00	\$ 797,652.00	\$ 112,652.00	16.45%
All In One Electric	Jan-09	Pub. Wks	\$ 575,000.00	\$ 80,558.00	Awarded	\$ 475,000.00	\$ 71,250.00	\$ 475,000.00	\$ 500,000.00	\$ 25,000.00	5.26%
Christian Bros. HVAC	Jun-05	Pub. Wks	\$ 456,720.00	\$ 182,688.00	Awarded	\$ 456,720.00	\$ 182,688.00	\$ 456,720.00	\$ 723,000.00	\$ 266,280.00	58.30%
Tobo Construction, Inc.	Dec-08	Rec & Parks	\$ 389,000.00	\$ 155,600.00	Awarded	\$ 389,000.00	\$ 155,600.00	\$ 389,000.00	\$ 411,955.00	\$ 22,955.00	5.90%
Tobo Construction	Aug-08	Rec & Parks	\$ 425,000.00	\$ 170,000.00	Awarded	\$ 389,000.00	\$ 155,600.00	\$ 389,000.00	\$ 411,955.00	\$ 22,955.00	5.90%
Thrifty Tree Services	Apr-07	Pub. Wks	\$ 325,000.00	\$ 130,000.00	Awarded	\$ 325,000.00	\$ 130,000.00	\$ 325,000.00	\$ 340,254.18	\$ 15,254.18	4.69%
Thrifty Tree Services	Aug-08	Pub. Wks	\$ 265,298.55	\$ 106,119.42	Awarded	\$ 265,298.00	\$ 106,119.00	\$ 265,298.00	\$ 265,455.00	\$ 157.00	0.06%
Thrifty Tree Services	Apr-07	Pub. Wks	\$ 240,000.00	\$ 96,000.00	Awarded	\$ 240,000.00	\$ 96,000.00	\$ 240,000.00	\$ 251,275.00	\$ 11,275.00	4.70%
Primetech	Jun-09	LADWP	\$ 242,000.00	\$ 96,800.00	Awarded	\$ 221,000.00		\$ 221,000.00	\$ 313,075.00	\$ 92,075.00	41.66%
Trimming Land	Aug-08	Pub. Wks	\$ 212,510.00	not required	Awarded	\$ 212,510.00		\$ 212,510.00	\$ 228,515.50	\$ 16,005.50	7.53%
Trimming Land	Aug-08	Pub. Wks	\$ 163,335.00	not required	Awarded	\$ 163,335.60		\$ 163,335.60	\$ 169,877.52	\$ 6,541.92	4.01%
SoCal Tree Care	May-10	Rec & Parks	\$ 145,125.00	\$ 35,031.00	Awarded	\$ 145,125.00	\$ 35,031.00	\$ 145,125.00	\$ 170,280.00	\$ 25,155.00	17.33%
General Auction Co.	Sep-09	LADWP	\$ 110,100.00	\$ 60,000.00	Awarded	\$ 110,100.00	\$ 44,040.00	\$ 110,100.00	\$ 116,980.00	\$ 6,880.00	6.25%
Primetech	Aug-08	LADWP	\$ 175,400.00	\$ 70,160.00	Awarded	\$ 90,000.00	\$ 36,000.00	\$ 90,000.00	\$ 296,050.00	\$ 206,050.00	228.94%
Rojas Construction, Inc	Mar-11	Port	\$ 26,896.00	\$ 10,758.00	awarded	\$ 26,896.00	\$ 10,758.00	\$ 26,896.00	\$ 35,316.00	\$ 8,420.00	31.31%

Contractor Development and
Bonding Program

Contract Financing Assistance Pilot Program



REAL ACCESS TO CAPITAL...

- ☐ Financing tool targeted for contractors to collateralize their contracts for contract funding
- ☐ CFAP loan funds are released on an “as needed” basis and tied to project specific cash flow projections
- ☐ Funds come directly from CDFI partners and are administered by Merriwether & Williams and TPFA
- ☐ Max of \$250k (case by case up to 500k), interest rate at 6.25% + 1% origination fee

CFAP Program Benefits

- ☐ Strengthens Financial Position of Contractors
- ☐ Builds Financial/Contracting Capacity of Contractors
- ☐ Less Risk for Prime
- ☐ Additional Assistance to Small Contractors Using Existing Program Resources – multiplies impact



Contract Financing Assistance Pilot Program

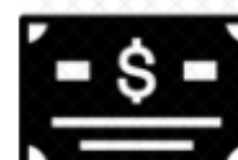


\$165K



AVERAGE
LOAN
SIZE

\$200K



HIGHEST
CREDIT TO
DATE

16 WEEKS



AVERAGE
TIME FOR
REPAYMENT

*1 Year Average Loan Term

\$1M



WORKING CAPITAL
SUPPORT
PROVIDED
TO XBEs

\$6.7M



CONTRACT
VALUE

40 

LOCAL HIRES FROM
SUPPORTED
CONTRACTORS

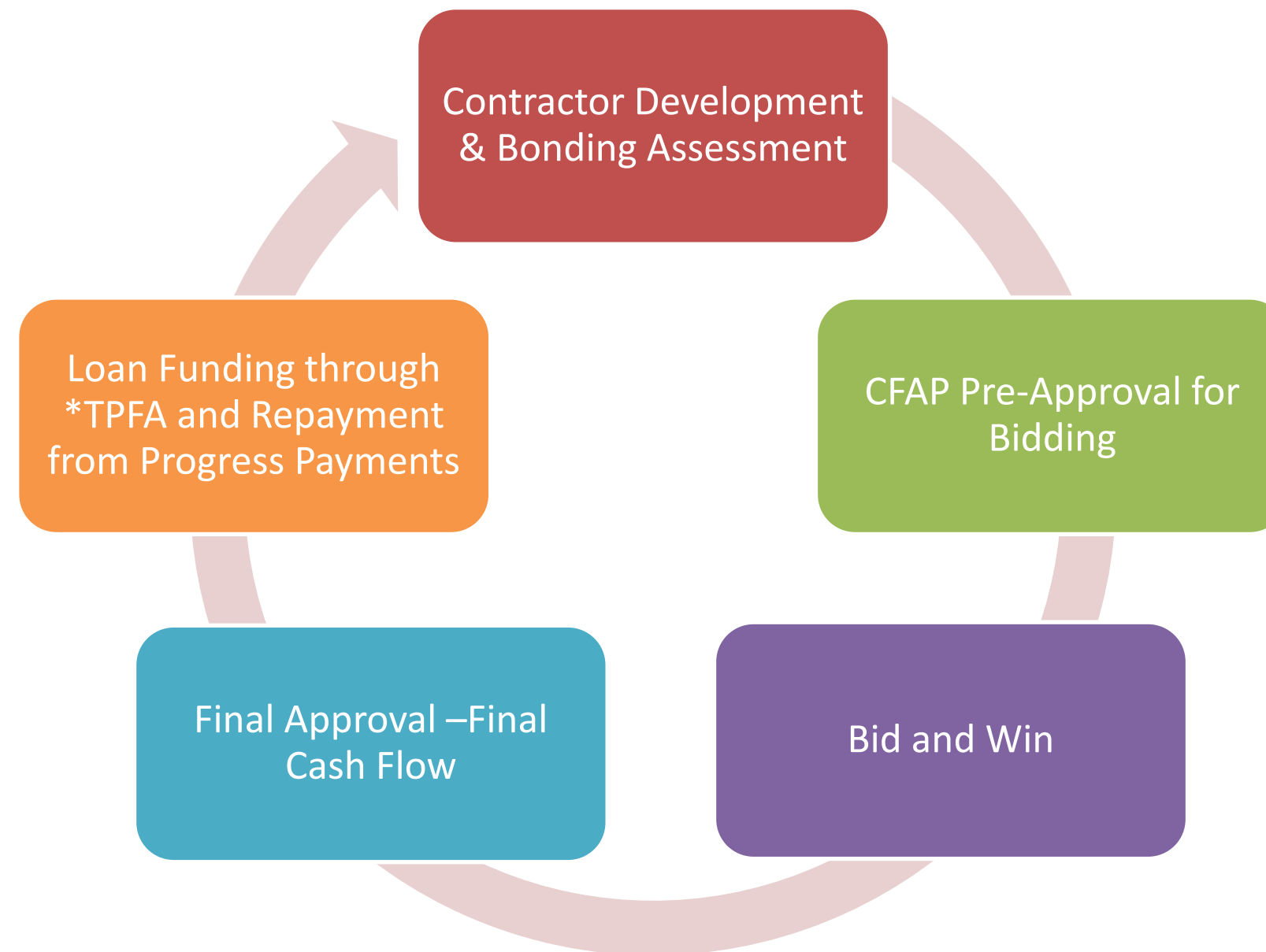


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Contract Financing Assistance Pilot Program



Process Flow For CFAP



CFAP Training



- ☐ 2-Day Training for Contractors Bidding Projects that will require funding to mobilize and pay workers during lifecycle of project.
- ☐ Loan Application Process Flow: Onboarding, Pre-approval/Cash Flow Preliminary, Bid & Win, Final Approval -Final Cash Flow & Loan Funding
- ☐ Key Things To Know
- ☐ How to develop a project Cash Flow Projection
- ☐ Work In Progress
- ☐ Financial Statements
- ☐ Application Checklist

A graphic for the Contractor Financing Assistance Program (CFAP). It features the logos of Merriwether & Williams Insurance Services and DACE Finance Corporation on the left. On the right, the text reads "CONTRACT FINANCING ASSISTANCE PROGRAM" above "Contractor Financing Assistance Program CFAP" in large red letters. Below this, it says "Contract Based Financing For The Small Contractor" and "Contracting with the City of Los Angeles".

Program Training & Education



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Innovation Through Collaboration

- ❑ LAWA
 - ❑ Convening Forums and Focus Groups
 - ❑ Small Business Inclusion Policy Consulting (RFP/RFQ DEI Evaluation Scoring), Led to Increase of Small/Diverse Contractor Spend of \$80M on APM project
 - ❑ Project Specific CDABP Contractor Alignment – APM Project
 - ❑ LAWA BuildLAX Academy



CONTRACTOR DEVELOPMENT

Bonding & Contract Finance Assistance Programs

34 Firms



\$85M in Bonding Capacity



\$39M in Contracts



BuildLAX Academy - Cohort 1

17 Firms



13 Firms Pre-Qualified



95% Women/Minority Owned



76% Bonded



4 Firms- New LAWA Contracts



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Innovation Through Collaboration

- ❑ Public Works – Community Level Contracting Program
 - ❑ Sidewalk Repair
 - ❑ Mobile Fleet Washing
 - ❑ Bus Stop Lighting
 - ❑ Solar
 - ❑ Landscape Median Island

Community Level Contracting

CREATING OPPORTUNITIES FOR SMALL BUSINESSES TO WORK
DIRECTLY WITH THE CITY AS PRIME CONTRACTORS



\$28M

**CLC
OPPORTUNITIES
IDENTIFIED**



37

**XBEs RECEIVED
CDABP
TECHNICAL
ASSISTANCE**



\$850K

**BOND LINE
INCREASE**



\$90K

**NEWLY
ESTABLISHED
LETTER OF
CREDITS**



\$1.3M

**NEWLY
ESTABLISHED
BOND LINE**



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Sample Monthly Trainings



- ☐ Accessing Bonding
- ☐ Joint Ventures
- ☐ Safety & Risk Management
- ☐ OSHA 10 and OSHA 30 Certification
- ☐ Successful Prime Connections
- ☐ Green Building & Sustainability
- ☐ Prevailing Wage and Labor Agreements
- ☐ PLAs and Labor Compliance
- ☐ Contract Financing
- ☐ Prequalification Assistance
- ☐ Certification Assistance

2021 MONTHLY WORKSHOPS

What We Offer

- Industry Experts
- Construction Industry Info
- Networking Opportunities

Registration

- Space is limited
- Firms will be chose on a first come, first serve basis
- All workshops will be conducted virtually
- Registration is required to attend all workshops**

FOLLOW US

@MWIS550

@550MWIS

MERRIWETHER AND WILLIAMS INSURANCE SERVICES

Class Topics

LAST TUESDAY OF
EACH MONTH.

- Bonding 101
- Labor Compliance
- New! Safety Plans
- Certified Payroll
- Cost Management
- New! Social Media Marketing
- New! Networking
- New! Marketing Content
- Bidding
- Estimating

Merriwether & Williams
INSURANCE SERVICES

550 S. Hope Street, Suite 1835
Los Angeles, CA 90071
213.258.3000
mwisinfo@imwis.com

Sample Academies



- ☐ Understanding Your Construction Contract
- ☐ Funds Administration
- ☐ Project Funds & Cash Management
- ☐ Financial Reporting Cash Flow Projections
- ☐ Bidding & Estimating
- ☐ Project & Construction Management
- ☐ Prequalification Assistance
- ☐ Contract Review

2021 Construction Training Academy

Bidding & Estimating (Spring & Summer)

Enhance your knowledge and understanding of techniques necessary to produce a strong bid package.

Power-Up Marketing Series New!

Learn strategies and best practices to increase your market visibility.

OSHA 30-Hour Training

Gain an understanding of federal OSHA requirements to gain workplace safety awareness and reduce penalties.

Contract Award & Management

Details on how to manage a construction project from project award through close-out.

About the 2021 Construction Training Academy

Our Construction Training Academy is designed to address the challenges emerging small business contractors face in the industry. MBEs, WBEs, DVBES, SBEs, and LBEs pursuing public sectors contracts are encouraged to attend.

Contact Us:

www.imwis.com
213.258.3000
mwisinfo@imwis.com
550 S.Hope St., 1835
Los Angeles, CA 90017

CONTRACTOR
DEVELOPMENT
AND BONDING
PROGRAM

INFORM
EDUCATE
INSPIRE



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Contractor Development & Technical Assistance

TRAINING ACADEMY STATS

Since 2015

329

FIRMS
ENROLLED



109

CONTRACTS
AWARDED



241

FIRMS
GRADUATED



\$32.9M

AMOUNT
AWARDED



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Online Training Videos



May 19, 2022



COVID-19 Construction Safety Webinar



The Business Recovery Series: Profit Model to...



The Cash Management Workshop presented by Joh...



Navigating Metro Contracting Opportunities ...



CDABP: Construction Contract Review: In The...



The Business Recovery Series: A Layman's Guide t...



Profit Model to Business Model Workshop



The Three C's of Accounting Workshop presented by the...



MWIS - How to Manage & Track Change Orders



Navigating City Contracting Opportunities with...

[Merriwether & Williams Insurance Services](#)



Contractor Development and Bonding Program

Prime Partnership Program and Outreach & Communication



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Prime Partnership Program



Objective

To engage the Prime community as full participants and benefactors of CDABP - enabling greater subcontractor utilization of CDABP supported contractors.

- ❑ Educate Primes on unique small subcontractor risk mitigation with CDABP including bonding/contract funding support
- ❑ Align Prime subcontracting needs with prequalified CDABP contractors
- ❑ Collaborate on strategies to reduce small contractor obstacles and small contractor support and provide input on small contractor conducive practices
- ❑ Engage Prime participation in CDABP trainings



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CDABP Communication & Program Outreach



The Objective:

- ☐ Overall Communication Strategy to Promote CDABP
 - ☐ LA County – Region Wide
- ☐ Reach and Promote to All Stakeholders
 - ☐ Small Contractors
 - ☐ Prime and Hiring Contractors
 - ☐ CBO's
 - ☐ Sponsor Stakeholders / Elected Officials
- ☐ Outreach Mediums
 - ☐ Events, Pre-Bids, Trainings, Council District / Supervisor District Workshops, Social Media
 - ☐ Website, Contractor Weekly, Digital Newsletters



CDABP Communication & Outreach



Target LA Region - Small, Diverse, and Veteran Contractor Community

- ☐ Outreach & Inform
 - ☐ Program Benefits and Resources
 - ☐ Host and Produce Workshops/Seminars
- ☐ Strategic Communications – Program Marketing
 - ☐ Diverse Constituencies, Diverse Databases
 - ☐ Collateral Materials, Social Media
- ☐ Stakeholder Engagement, Partnership and Collaboration
 - ☐ Elected Officials – Board of Supervisors & City Councilmembers
 - ☐ Prime Contractors
 - ☐ Regional Business Organizations
 - ☐ Other Resource Providers
 - ☐ Project and Trade Specific Outreach
- ☐ Team Experience
 - ☐ Public Affairs Professionals with Local Government Experience
 - ☐ DVBE Construction Supplier with over 30 years of Experience



Program Tracking and Reporting

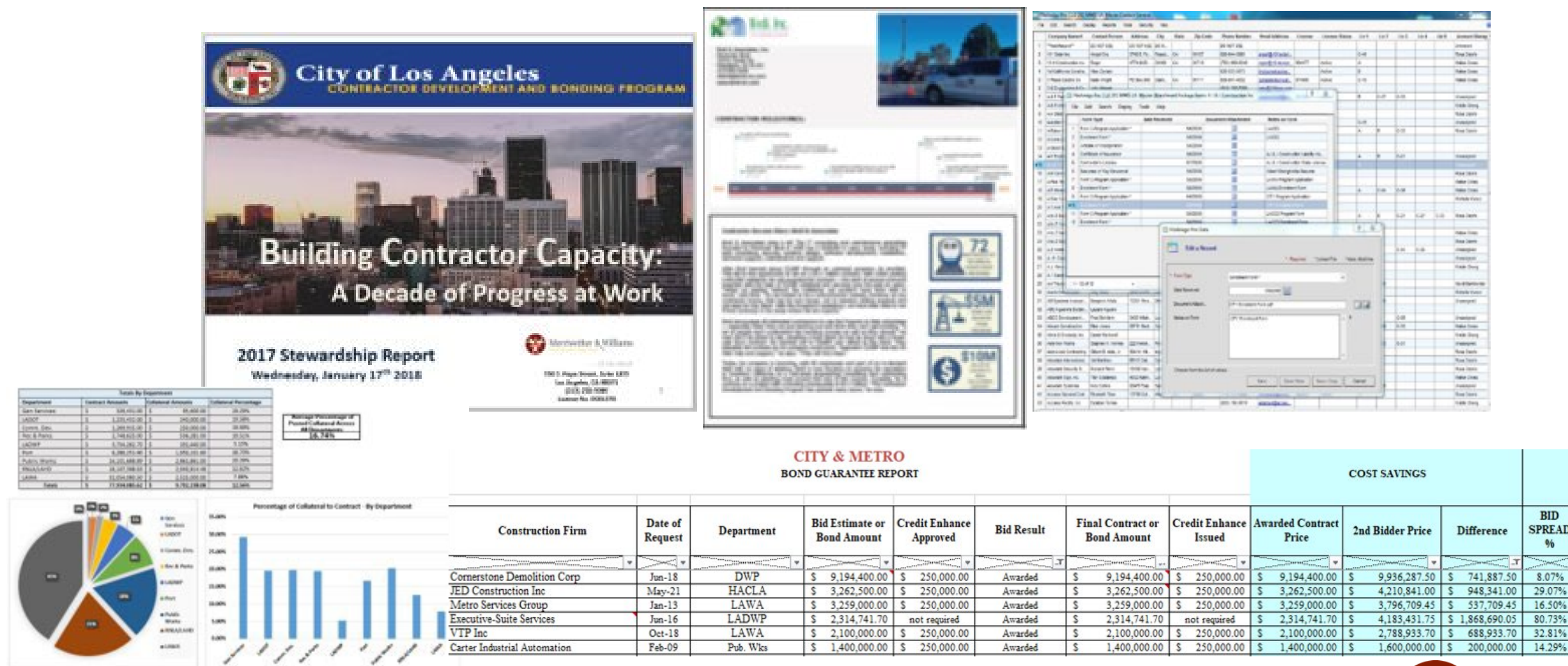


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Program Tracking & Reporting



- ❑ Use Sponsor oriented MIS data tool to capture all contractor specific activity
- ❑ Ability to customize what's tracked and reported



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Questions & Considerations



- ☐ Do all construction contracting opportunities with the County emanate from the County's Departments of Public Works and Parks & Recreation?
- ☐ What other special initiatives are the various County departments considering to make construction contracting opportunities more accessible for XBEs?
- ☐ Does DCBA interface with Public Works and/or ISD to achieve policies and practices for maximum utilization of XBEs in County solicitations?
- ☐ How can we go about getting the County's CDABP services promoted in:
 - ☐ County RFP/RFB/IFB Construction Solicitation Documents
 - ☐ Department Websites (PW, ISD, DCBA, LAEDC)
 - ☐ Are there other "Outlets" for CDABP promotion?



Questions & Considerations



- ☐ Can we request Department Leadership to present at key CDABP Outreach Events.
- ☐ Can your CDABP be promoted through your internal/external communication portals and publications such as the County Newsletter
- ☐ How can CDABP be best promoted to your database of contractors?
- ☐ How will the ARDI initiative intersect with construction contracting?
- ☐ Are there other resource partners, consultants, programs (i.e., SoCalREN) for CDABP collaboration?
- ☐ Can CDABP be presented at construction related pre-bids – this is a key source for new contractor enrollment?



Thank You for Your Time

Q&A



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L.A Regional Contractor Development and Bonding Program



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550 South Hope Street, Suite 1835
Los Angeles, CA 90071
(213) 258-3000
mwisinfo@imwis.com

Worker Protections: Minimum Wage Increase



LOS ANGELES COUNTY

**CONSUMER &
BUSINESS AFFAIRS**

BACKGROUND

- Minimum Wage Ordinance adopted in **October 2015**
(Chapter 8.101 of the Los Angeles County Code)
- DCBA designated as the enforcement agency in **November 2015**
- Ordinance effective on **July 1, 2016**
- The County's Minimum Wage Ordinance applies to employees who perform two or more hours of work in a particular week in the unincorporated areas of the County
- DCBA enforces the City of Santa Monica's Minimum Wage Ordinance

Enhancing Worker Protections

In response to the Covid-19 Pandemic, the Board adopted additional protections for workers:

- Public Health Anti-Retaliation Ordinance
- Hero Pay Ordinance
- Employee Paid Leave for Expanded Covid-19 Vaccine Access Ordinance
- Prevention of Human Trafficking Ordinance

MINIMUM WAGE INCREASE

Since July 2016, the minimum wage rates for the county were based on scheduled increases.

Beginning 2022, the CEO was tasked with publishing the new County minimum wage rate based on the **Consumer Price Index**.

What is the County's minimum wage rate for July 2022?

July 1, 2022, both the County's and Santa Monica's minimum wage rate will be **\$15.96** for both small and large employers.



LOS ANGELES COUNTY
CONSUMER & BUSINESS AFFAIRS

Los Angeles County Code Chapter 8.100

Minimum Wage

SUPPLEMENTAL COUNTY OF LOS ANGELES MINIMUM WAGE POSTER



MUST BE POSTED ANNUALLY

POST WHERE EMPLOYEES CAN READ EASILY – VIOLATORS SUBJECT TO FINES.
EMPLOYERS MUST ALSO POST THE ORIGINAL REQUIRED WORKPLACE POSTER.

OFFICIAL NOTICE

County of Los Angeles Minimum Wage

\$15.96 per hour

Rate Effective Dates: July 1, 2022-June 30, 2023

This ordinance applies to employees who perform at least two hours of work in a particular week within unincorporated areas of Los Angeles County. Employers are required to pay the minimum wage set forth above for all hours worked, regardless of immigration or work status. **Los Angeles County Code Chapter 8.100.**

This poster must be displayed in a conspicuous and accessible place at job sites, in English, Spanish, and the primary language used by the employer to communicate with employees regarding employees' work functions, if other than English or Spanish.

* Beginning January 1, 2023, County's Chief Executive Officer (CEO) will determine the adjusted rates of the minimum wage based on the Consumer Price Index, which will become effective on July 1, 2023.

FOR MORE INFORMATION, PLEASE CONTACT
THE DEPARTMENT OF CONSUMER AND BUSINESS AFFAIRS:

(800) 593-8222 • wagehelp@dcba.lacounty.gov • www.dcba.lacounty.gov



320 W. Temple St., Room G-10
Los Angeles, CA 90012

For more information and to check
if you are located in unincorporated
LA County, scan here:



MINIMUM WAGE INCREASE

What is the City of Los Angeles minimum wage rate for July 2022?

July 1, 2022, the minimum wage rate for City of Los Angeles (City) is **\$16.04** for both small and large employers.

Why is there a difference between the County's and City's minimum wage rates?

County's ordinance language requires publication of the County's minimum wage rate in **January of each year**

The City's ordinance requires publication of the City's minimum wage rate in **February of each year**

County can only consider available CPI - County's determination was made by calculating CPI rates between January 2021 to November 2021.

December CPI rate was not considered because the rate became available in mid January of 2022.

OUTREACH EFFORTS

Getting the Word Out:

- Strengthening information flow through workshops in collaboration with community-based organizations and partner agencies aimed to connect workers to information and potential opportunities
- Boots on the ground strategy: One on One visits to businesses in the unincorporated Los Angeles County
- Hyperlocal and Ethnic Media
- Online Strategies: Webinars in different languages, social media, online videos
- Physical Ads: Bus shelters, inside public transit, billboards in certain areas.

LOOKING INTO THE FUTURE

- **Office of Labor Equity (OLE)**

- Expanding and Centralizing Worker Protection

- Expanding Protection through Policies

- Shifting from Reactive to Proactive Enforcement

- Industries of Interest:

- 1. Private Households

- 2. Food Services

- 3. Personal and Laundry Services

- Collaborating with Community Based Organizations in creating safe space for reporting workplace violations

Through this expansion, OLE intends to work towards reducing workers and their families from experiencing wage theft and pay inequities, increasing worker and employer awareness of worker protection resources, advocating for worker protection and ensuring workers suffering from wage theft have access to free of cost and comprehensive government services.



LOS ANGELES COUNTY

CONSUMER & BUSINESS AFFAIRS

COLLABORATION

- Community Based Organizations
 1. CHIRLA May Day Event
 2. Collaboration with Pilipino Worker Center for Townhall end of May and Future Collaboration for Hyperlocal Media Event
- Intergovernmental Agencies
 1. Treasurer Tax Collector (TTC), Department of Public Health (DPH), Los Angeles County Sheriff (LASD), and County Counsel to ensure compliance with worker protection policies adopted by the County.
 2. TTC and DPH to ensure dissemination of worker protection information to businesses each agency interfaces
 3. Collaboration with Department of Homeland Security (DHS) to elevate anti-human trafficking messaging
 4. Collaborating with TTC to make recommendations for licensing massage establishments
- Consulates
- Small Business Administration (SBA): Series of webinars both in English and Spanish on a monthly basis to veteran owned businesses on worker protection requirements in the County of Los Angeles
- WDACS: Collaborated in putting together career/resource fair for Afghan Community. Also working with Office of Small Businesses to share information to LA County businesses



LOS ANGELES COUNTY

CONSUMER & BUSINESS AFFAIRS

HIGHLIGHTS

- Wage Enforcement Program (WEP) was able to assist **over 2,000** workers working in the unincorporated areas of the County and the City of Santa Monica receive wages owed to them by their employers
- Since 2016 **over \$2.2 million** dollars were collected in back wages and fines collectively
- Between 2021-2022 WEP collected **over \$885,000** in back wages and fines collectively for **518** affected employees.
- In 2021 DCBA Worker Protection investigated a grocery store in the unincorporated Pasadena for Hero Pay violations and was able to collect over **\$130,000** in back wages and fines collectively for **75** affected employees
- Investigators tasked with enforcing the Public Health Anti-Retaliation Ordinance investigated a case against a construction company in Van Nuys and cited the business for retaliating against an employee for voicing her concerns over lack of PPE. The employer was issued a **\$3,000** citation and paid immediately



LOS ANGELES COUNTY

CONSUMER & BUSINESS AFFAIRS

Questions

Contact Us

Rose Basmadzhyan

Wage Enforcement Program and Worker Protection

Email: rbasmadzhyan@dcba.lacounty.gov

Website: www.dcba.lacounty.gov

General Inquiries: 1-800-593-8222

wagehelp@dcba.lacounty.gov

