



County of Los Angeles

ECONOMIC DEVELOPMENT POLICY COMMITTEE MEETING

DATE: Thursday, July 7, 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: 918 840 874#

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. INFORMATIONAL ITEM(S):**
- 4. PRESENTATION/DISCUSSION ITEM(S):**
 - A. Legislative Update – 10 mins**
 - Traci Kawaguchi, CEO Legislative Affairs and Intergovernmental Relations
 - B. Childcare Providers Grant Program – 25 mins**
 - Carolina Romo, Los Angeles County Development Authority
 - C. Procurement Technical Assistance Center – 25 mins**
 - Allison Clark, Department of Economic Opportunity
 - Enrique Gonzales, Department of Economic Opportunity
- 5. PUBLIC COMMENT**
- 6. STANDING ITEMS**
 - A. Progress on American Rescue Plan Act Program Implementation and Outcomes**
 - B. Economic Development Optimization: New Department Transition**
 - C. Poverty Alleviation Initiative**
- 7. 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



LACDA

(Los Angeles County Development Authority)

Childcare Providers Grant Program

American Rescue Plan

July 7, 2022

Childcare Providers Grant Program

CARES Act – \$10M Allocation



Description

- Provided assistance for childcare operators
- Located in Los Angeles County
- Did not include City of Los Angeles
- Impacted due to COVID-19
- Experienced economic hardship



Allocation

- \$500K for admin
- \$9.5M for grants
- Administered by the Los Angeles County Development Authority (LACDA)



Eligibility

- Good standing with Community Care Licensing Division
- Submitted a complete application and supporting documents
- Completed W-9
- Signed grant agreement



Use of Funds

- Working Capital
- Grant Amounts
 - Family Child Care Homes
 - \$10,000
 - Child Care Centers
 - \$40,000



Outcomes

- 1,786 applications submitted
- 462 approved and funded
- Applications ranked by lottery
- Target low- to moderate-income areas

Childcare Providers Grant Program

CARES Act – Testimonial

“When we received the CARES Grant Funding through LA County, it really provided us an opportunity to adapt our facility to make it safer for children, family and staff to return. Seeing the progress and the help that we’ve been able to do because of this grant has been amazing”

Tori Hatch,
Fountain Day School



TORI HATCH
Fountain Day School

Childcare Providers Grant Program

American Rescue Plan - \$20M Allocation

Goal

To provide financial support for those Early Care and Education (ECE) providers located in communities most negatively impacted by the COVID-19 pandemic to remain operating and continue to provide ECE services

INPUTS

Where We Invest

- LACDA to partner with a Subrecipient for grants administration and community-based organizations with direct connections with ECE providers

ACTIVITIES

What We Do

- Community engagement
- Program marketing materials
- Technical assistance
- Provide grants
- Evaluate program effectiveness

Who We Reach

- Licensed, LA County ECE providers
- Not within City of LA

OUTCOMES

Why This Project

- Short-term Results
- Intermediate Results
- Long-term Results

Assumptions

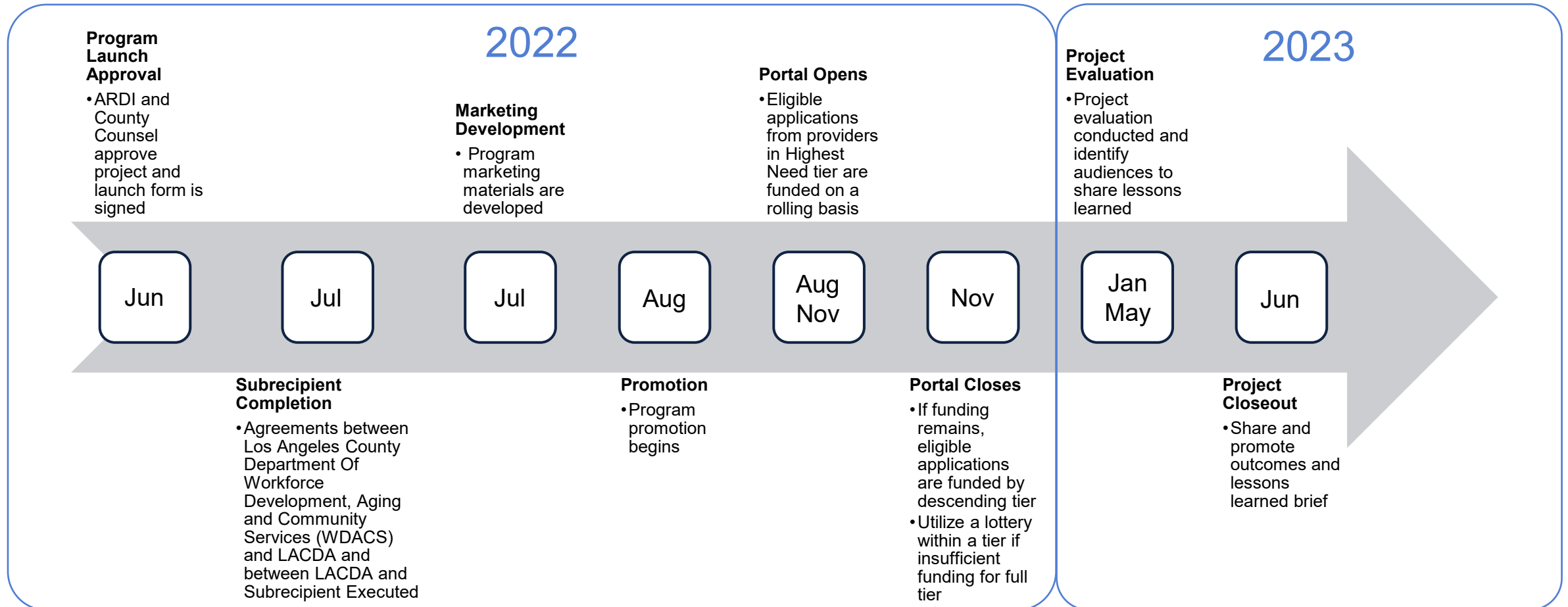
- Anti Racism, Diversity and Inclusion (ARDI)'s COVID Vulnerability and Recovery Index is an efficient and effective measure of the disproportionate impact of the pandemic for communities and the ECE providers operating within them

External Factors

- COVID-19 pandemic: From Jan 2020 to Jan 2021
- 10% reduction home based providers and 36% decrease centers. Providers to institute COVID safety protocols
- ECE is a low-wage employment sector

Childcare Providers Grant Program

Timeline 2022-2023



Childcare Providers Grant Program

Eligibility Criteria

Actively Licensed with CDSS-CCLD

- California Department of Social Services (CDSS)
- Community Care Licensing Division (CCLD)

No Egregious Type A Violations

- Verified online at [CDSS-CCLD portal](#)
- Immediate Risk: e.g. lack of care and supervision, lack of fire clearance, access to dangerous chemicals (see [Glossary](#))

Los Angeles County (excluding City of Los Angeles)

- Mapped with [County GIS locator](#)

Organization in Good Standing with California Secretary of State

- Lookup current status on [Business Search page](#)

Equity Lens

- ARDI COVID Vulnerability and Recovery Index
- Prioritize Highest Need Applicants

No Duplication of Benefits


- Cross reference Grantee with concurrent awards for other American Rescue Plan Act grants

Completed Application & Supporting Documentation

- Processed by Subrecipient

Childcare Providers Grant Program

Eligible Use of Funds

- 
- Working capital to continue operations
 - Employee payroll
 - Payroll for employee sick time
 - Payment of outstanding business expenses
 - Adaptive business practices needed to remain open

Childcare Providers Grant Program

Partners



WDACS

- Funding Activities



LACDA

- Program Design
- Data & Financial Monitoring



Office for Advancement of Early Care & Education (DPH)

- Consulting



Child Care Alliance of Los Angeles

- Consulting



Community Partners

- Administration
- Grant Disbursement



Resource and Referral Agencies

- Outreach and Enrollment



Childcare Providers Grant Program

Projections

5 - Highest Need Tier

	Home Based Provider Small	Home Based Provider Large	Child Care Center Provider Small	Child Care Center Provider Large	Total
Provider License Capacity	< 8 Capacity	> 8 Capacity	< 40 Capacity	> 40 Capacity	
Crystal Stairs Inc.	109	109	52	52	322
Mexican American Opportunity Foundation	52	53	11	12	128
Options for Learning	19	19	9	9	56
Children's Home Society of CA	8	7	8	8	31
Sub Total Providers	188	188	80	81	537
Grant Amount	\$15,000	\$30,000	\$40,000	\$80,000	
Funding	\$2,820,000	\$5,640,000	\$3,200,000	\$6,480,000	\$18,140,000

- ❑ These figures are estimated on data received from Child Care Alliance of Los Angeles and averaged by Zip Code with ~ 50/50 split between large and small providers
- ❑ Total Funding amounts assume that all highest need providers apply and are eligible

QUESTIONS?



HOUSING
COMMUNITY
ECONOMIC

LACDA

(Los Angeles County Development Authority)

CONTACT

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700 West Main Street
Alhambra, CA 91801



Procurement and Technical Assistance Center (PTAC)

Office of Small Business
Department of Economic Opportunity
County of Los Angeles



OFFICE OF SMALL BUSINESS



PTAC Background

Government contracting as a vehicle for economic opportunity

The New Deal – Great Depression Recovery Strategy
Federal Emergency Administration of Public Works 1933

“Unlike the Civilian Conservation Corps and the Works Progress Administration, the PWA was not devoted to the direct hiring of the unemployed. Instead, it administered loans and grants to state and local governments, which then hired private contractors to do the work (some PWA money also went to federal agencies). This arrangement was intended to increase demand for labor and construction goods, and thus act as a catalyst for economic recovery (this type of policy action is usually called “stimulus,” or “priming the pump”).”

Led to the building of projects such as the Lincoln Tunnel, LAX, the Golden Gate Bridge and Hoover Dam.

What is the PTAC?

Cooperative agreement between



&



Technical assistance in government contracting:

- One – on – one counseling
- Training and networking
- Opportunity leads and market data

PTAC Funding: Current + Upcoming

Funding: FY 2021-2022 (Non-Distressed)	Funding: FY 2022 – 2023 (Distressed)
Federal Share:	
\$296,058 or 60%	\$394,744 or 80%
County Share:	
\$197,372 or 40%	\$98,686 or 20%
Total:	
\$493,430	\$493,430

PTAC Grant Personnel Requirements

- Program Manager(PM): 100% dedicated to running the program
- Additional assigned staff can bill up to 80% of their time to the grant and hours billed must be proportionate to hours counseled and reported
- Annual Professional Development Hours for PM (40 hours) and Staff (20 hours)

Program Goals

Current Federal Fiscal Year August 2021 – July 2022:

	Actuals	PTAC Goals
New Clients	386	300
Counseling Hours	1,072	1,200
Events	35	36

Next Fiscal Year:

Counseling Hours: 0/1300



PTAC Counseling

Vendorization	Market Research and Marketing	Responding to Opportunities
Basic Requirements	Terrain, Performance & Current Opportunities	RFPs, RFQs, IDIQ, RFI
<ul style="list-style-type: none">• Contract readiness• Registration• Certification	<ul style="list-style-type: none">• Key agency types identified• Top spenders identified• Capability statement review• Communication strategy• Bidmatch• GovSpend	<ul style="list-style-type: none">• Identifying requirements• Checklist• Preparing the proposal• Assisting with post – contract award

2021-22 Highlights



Awards

- 65
- Total PTAC clients awards for the last two years: \$326,333,648
- All PTAC client awards for the last 5 years \$483,228,908

Demographics

- 35% Women-Owned
- 37% Black/African-American-Owned
- 13% Veteran-Owned

Outreach / Workshops

- 57 events / 4,544 Attendees

Success Stories

- RIBCO
 - First Assisted on Nov 1st, 2017
 - Number of awards: 2
 - Total in awards: \$2,495
- Rock-It Cargo
 - First Assisted on Jan 28, 2021
 - Number of awards: 8
 - Total in awards: \$134,710
- SOI Aviation
 - First Assisted on June 16, 2020
 - Number of awards: 20
 - Total in awards: \$922,533
- Escobar Construction
 - First Assisted on Jan 7, 2019
 - Number of awards: 19
 - Total in awards: \$1.58 M
- Globafly
 - First Assisted on Nov 18, 2021
 - Number of awards: 1+
 - Total in awards: \$20,000
- Clariti Eyewear 2015
 - First Assisted on June 16, 2015
 - Number of awards (year): 1
 - Total in awards: \$350,000
- Independence Capital
 - First Assisted on July 9, 2019
 - Number of awards: 20
 - Total in awards: \$168,672

Q & A

Enrique Gonzalez , PTAC Program
Manager

LA PTAC

Phone: (213) 320 – 8679

Email: ecgonzalez@wdacs.lacounty.gov



Road to Re-Alignment

Economic Opportunity – and – Aging & Disability

Opportunity & Empowerment

Kelly LoBianco

Director of Economic Opportunity

Danny Kelleher

Implementation Team Lead



Phased Implementation Plan

Phase 0 Pre-Implementation	Phase 1 Re-Alignment	Phase 2 Establish Departments	Phase 3 Optimization
<ul style="list-style-type: none">• June – October 2021• Preparation for launch of Phase I• Begin transfer of Econ. Dev. Units:<ul style="list-style-type: none">• DCBA• CEO• LACDA• Combine Aging Adult Services and Community Services	<ul style="list-style-type: none">• October 2021 – October 2022• Preparation to Stand-Up the following:<ul style="list-style-type: none">• Economic & Workforce Development• Aging & Community Services• Shared Administrative Structure	<ul style="list-style-type: none">• July 2022• Formally establish departments:<ul style="list-style-type: none">• Economic Opportunity• Aging & Disabilities	<ul style="list-style-type: none">• FY 21-22 – FY 25-26• Further enhancements and optimization of services in both departments



Phase 1

WDACS Re-Alignment



PHASE 1 Milestones

- Transfer of Economic Development Units
 - CEO – Economic Development Division
 - DCBA – Office of Small Business & Small Business Commission
 - LACDA – Economic Development Unit
- Executive Director Recruitment
 - Kelly LoBianco, Director of Economic Opportunity
 - Dr. Laura Trejo, Director of Aging & Disabilities
- Commission Transfers
 - Human Relations Commission
 - Native American Indian Commission
 - Small Business Commission
 - Commission on Disabilities



Phase 2

New Department Creation



PHASE 2 Milestones

- Split of Central Staff
- Organizational Structure Development
- Budget Adoption
- Recognition in County Code
- Position and Employee Transfers



PHASE 2 Ongoing Actions

- Domain and Email Transfers
- Branding
- Continued Recruitments
- Continuous Optimization

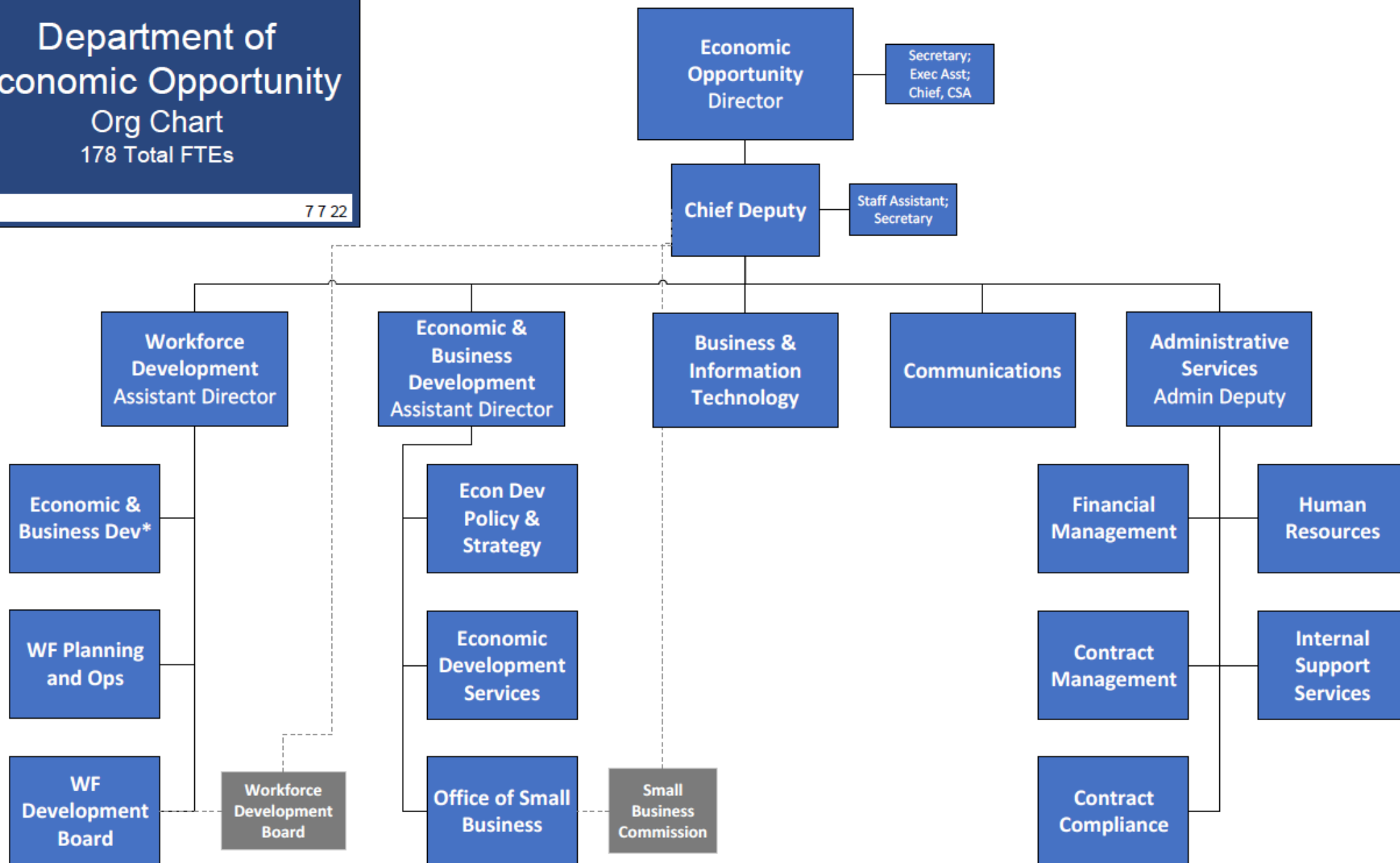


Department of Economic Opportunity



Department of Economic Opportunity Org Chart 178 Total FTEs

7 7 22



DEO Update and Next Steps

- Brand Identity
 - New Logo, Mission, Vision
- Public Launch – July 21st
 - New email, website, social media
 - Kick-off event
- Hiring Opportunity
 - Leadership Updates
 - Hiring for Exec, Admin, and Program



DEO Update and Next Steps

- New Programs, Services, and Initiatives
 - **PLACE** expansion, healthcare hiring
 - **American Rescue Plan**
 - **Current:** Safer at Work, Legal Services, Film and Digital Media, Careers for a Cause, Y@W Elevate
 - **Upcoming:** Fair Chance, Small Business and CBO grants, Construction and Early Education HRTF, Worker Equity Fund, Rapid Reemployment, Shop Local, Street Vending, Economic Mobility
 - Bipartisan **Infrastructure Law**
 - **Community Economic Resilience Fund**



ARPA Programs

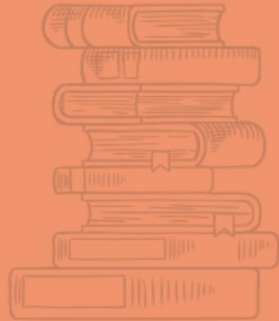
Get **FREE** legal support for your LA County small business.

Know your rights. Get help with rent increases and commercial leases.

1-866-375-9511

Visit bit.ly/LegalHelpLA to learn more.

wdacs
workforce development
aging & community services



CAREERS FOR A CAUSE an LA County job training program

Earn and learn with us! C4C connects individuals with lived life experiences such as homelessness, justice system involvement, and other marginalizations to hands on, paid training and job placements in the social services sector.

<<< Swipe to see upcoming recruitments

wdacs
workforce development
aging & community services

Upcoming C4C Training Programs

>>> **Los Angeles Southwest College** <<<

8-week hybrid training program will provide a weekly stipend, new computer, case management support, and other general services.

Hybrid Classes (Online & In-Person)
September 26 to November 18, 2022
Mon-Fri (12pm-4:30pm)

Location: 1600 Imperial Hwy, Los Angeles, CA 90047

Register here: linktr.ee/careers4acause

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aging & community services



ARPA Programs

Mentor. Train. Hire.

ELEVATE

Boost your business. Learn more today.

bit.ly/ElevateOurYouth

Partner with us to help establish lifelong careers in entertainment, healthcare, hospitality, e-commerce, transportation and more.

HOW ELEVATE CAN HELP	HOW YOU CAN START
<ul style="list-style-type: none">■ We will match a highly motivated youth intern with your business■ 100% of the youth wages will be covered for up to 400 hours■ Provide professional development & hands-on training to create potential career pathways	<ul style="list-style-type: none">■ Visit bit.ly/ElevateOurYouth to submit an application■ A dedicated representative will be assigned to help your business through the process <p>For more information, contact us at: elevateyouth@wdacs.lacounty.gov</p>



Find your path.



ELEVATE

your career.

Learn more: bit.ly/YouthElevate

LA County youth ages 17-24 can explore new career pathways, partner with mentors, and earn \$16.04/hr through Elevate.

HOW ELEVATE CAN HELP	HOW YOU CAN START
<ul style="list-style-type: none">■ Eligible youth* interns will be placed within high-growth business sectors■ Access paid work experience, training & mentoring for up to 400 hours■ Explore career pathways and find potential permanent employment <p>*Youth Eligibility Requirements: Current or former foster youth • Justice-impacted • Currently or previously experienced housing instability/homelessness • LGBTQ+</p>	<ul style="list-style-type: none">■ Visit bit.ly/YouthElevate to submit an interest form■ We will notify interested youth of eligibility and application opening date <p>For more information, contact us at: elevateyouth@wdacs.lacounty.gov</p>



ARPA Programs



Thank you!

