

COUNTY OF LOS ANGELES

# ECONOMIC DEVELOPMENT SCORECARD

| FISCAL YEAR 2017 - 2018



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# INTRODUCTION



The December 2018 Economic Development Scorecard, provides a means for measuring the progress of Los Angeles County's economic development programs across a variety of disciplines, including workforce development, business assistance, loan programs, financial assistance, and capital development. The Scorecard aims to facilitate effective partnerships between the County and the private sector. Additionally, the Scorecard provides a snapshot of the local economy, and seeks to demonstrate how County programs can be informed by the economic and demographic characteristics of the region.

With the Scorecard, the Chief Executive Office (CEO) is working to standardize data collection and reporting on economic development efforts Countywide. In this Scorecard, information is presented on fiscal year 2017-18. Moving forward, the Scorecard will be issued on a yearly basis, providing fiscal year data related to workforce development, business assistance, community development, capital development and the regional economy. The December 2018 Scorecard presents new infographics and statistics on newly added department projects such as current active local and targeted worker hire goals; updated data from the Community Development Commission's (CDC) RENOVATE program (small business renovation projects); the addition of Workforce Development, Aging, and Community Services' (WDACS) INVEST program (focused on the re-entry population); new infographics on small business and financial assistance programs; and updates to capital development projects managed by the CEO and CDC.

The foremost objective of this Scorecard is to provide policy makers information on the County's economic development programs by leveraging the work being done across departments, industry lines, capital programs and other multi-disciplinary County economic development efforts. With successful implementation of these programs, the County can seek to partner with growth industries that offer quality jobs that enable workers to support their families. The hope is that in turn, this will inform our policy making process to build a more dynamic workforce, particularly in the County's targeted industries, incentivizing the growth of small businesses, expanding the tax base, and assisting those individuals facing the greatest barriers to economic success.



# WORKFORCE DEVELOPMENT



The Chief Executive Office (CEO) has refined the workforce data presented in previous Scorecards and continues to meet with the departments offering workforce development programs in order to streamline data collection.

Departmental programs serve a

variety of different populations and have reporting metrics that vary widely across the County. The Department of Workforce Development, Aging and Community Services (WDACS) and Department of Public Social Services (DPSS) administer the largest workforce development programs in the County, with WDACS managing the Workforce Innovation and Opportunity Act (WIOA) Adult and Dislocated Worker Program, the Rapid Response Program and various targeted programs for youths and seniors. Separately, DPSS oversees several distinct programs through its General Relief Opportunities for Work (GROW) and Greater Avenues for Independence (GAIN) programs. The Department of Human Resource (DHR) oversees programs to reduce barriers to County employment for the defined targeted populations. With each scorecard, the CEO streamlines data collection and reporting for workforce development programs managed by other County departments.

**To date,**

**34**





**County-administered  
workforce development  
and job training programs  
have been identified.**

## Inventory of Programs

The following pages display a listing of several of the most important County workforce development programs and the services they offer. Using information collected through numerous meetings with individual departments, the inventory provides a summary of the target populations and service goals of the County's programs for FY2017-18.

Since 2017, the County has moved forward with several new programs that focus on providing the County's justice-involved population with job opportunities with a holistic set of wrap-around services. Employment has been identified as a challenge that must be addressed for those with a criminal background. Fully 17,000 individuals are in the County jails at any time, with 10,000 individuals being released each month. However, between 60 to 75% of formerly incarcerated individuals are still unemployed a year after release. With a focus towards aligning workforce programs Countywide, the County departments have taken a number of steps to reduce the barriers to employment for the re-entry population. In February of 2018, WDACS, in partnership with Probation and the Office of Diversion and Re-entry (ODR) launched the Innovative Employment Solutions Program (INVEST). Invest seeks to improve employment opportunities and outcomes for County Adult Probationers, by co-locating Deputy Probation Officers at the America's Job Centers of California (AJCCs) to support the integration of probation and workforce development services, while providing intensive case management to participants. Since inception, 266 active felony probationers have been enrolled into the program across 6 participating AJCCs, and 24 individuals have been placed into permanent unsubsidized employment.

## LOS ANGELES COUNTY WORKFORCE DEVELOPMENT AND JOB TRAINING PROGRAMS FY 2017-18

TARGET POPULATION	ADMINISTERING DEPARTMENT	PROGRAM NAME	SERVICE PROVIDED	SUCCESS INDICATORS	PARTICIPANTS	SUCCESSFUL COMPLETIONS (2017-18)
 <b>YOUTH</b>	Arts Department	Los Angeles County Arts	Internships	Internship	179	179
	Workforce Development, Aging & Community Services (WDACS)*	Youth @ Work TOTAL	Training/ Employment Placements/ Supportive Services	Employment or School Enrollment or Job Training Program Completion	12,782	10,132
		• WIOA Youth			3,913	2,667
		• Work-Based Learning			8,869	7,465
<b>YOUTH AGES 16-24 AND AT-RISK/ DISCONNECTED YOUTH</b>	Department of Human Resources (DHR)	Countywide Bridge to Work Program	Career Exposure	Permanent Employment	168	121****
<b>FOSTER YOUTH</b>	Department of Children and Family Services (DCFS)	Bridge to Work Program	Employment Placements	Employment/ Return to School	151	48
<b>YOUTH/FOSTER YOUTH AGES 16-24 OR FORMER FOSTER YOUTH</b>	Department of Human Resources (DHR)	Career Development Intern Program (CDI)	Training/ Employment Placement	Permanent Employment	75	26
<b>YOUTH/FOSTER YOUTH</b>	Department of Children and Family Services (DCFS)	Youth Worker (YW)	Internships	Internship Completion	17	14
<b>STUDENTS</b>	Department of Human Resources (DHR)	Student Worker Program	Career Exposure/ Employment Placement	Completion of program/ permanent employment	294	23
 <b>FAMILY ASSISTANCE</b>	Community Development Commission (CDC)	Family Self Sufficiency Program (FSS)	Supportive Services	Employment	587	38
 <b>FUTURE NURSES</b>	Department of Health Services (DHS)	College of Nursing and Allied Health Pre-Licensure Registered Nurse	Training	Employment	104	69
		Office of Nursing Affairs Tutoring & Mentoring Program			724	228
 <b>VETERANS</b>	Department of Human Resources (DHR)	Veterans Internship Program (VIP)	Training/ Employment Placement	Permanent Employment	402	83
	Department of Military and Veterans Affairs (MVA)	LA Trade Tech Partnership	Supportive Services	Completed Training	12	12
		Veterans Work Study Program	Training	Employment	2	2
		Vocational Rehab Training	Training	Completed Training	250	207
		US Veterans Initiative (US Vets)	Job referral for Career Development Initiatives	Job Referral	810	432


\* This number represents an unduplicated total of participants in the WIOA Adult and Dislocated Worker Program. Some individuals participated in both the Adult Program and the Dislocated Worker Program, thus the numbers for each subcategory do not sum to the unduplicated total or participants and successful completions for the Program.

\*\* Permanent County employment.

\*\*\* Program not longer active.

\*\*\*\* Participants successfully completed the program but have not secured permanent employment.

## LOS ANGELES COUNTY WORKFORCE DEVELOPMENT AND JOB TRAINING PROGRAMS FY 2017-18

TARGET POPULATION	ADMINISTERING DEPARTMENT	PROGRAM NAME	SERVICE PROVIDED	SUCCESS INDICATORS INDICATORS	PARTICIPANTS	SUCCESSFUL COMPLETIONS
 <b>ADULTS 18 OR OVER</b>	Department of Public Social Services (DPSS)	General Relief Opportunities for Work (GROW)	Employment Preparations Services	Employment	34,320 (monthly average)	1,241 (monthly average)
		Greater Avenues for Independence (GAIN) Job Club	Job Readiness Training	Training Completion or Employment	7,554	5,174****
		Colleges and Vocational Training	Education/Training	Completed program and received certificate or degree	3,658	981
		Greater Avenues for Independence (GAIN) Short-Term Vocational Training (Project with Los Angeles County Office of Education)	Training	Program Completion/ Unsubsidized Employment	430	254
		Greater Avenues for Independence (GAIN) Transitional Subsidized Employment (TSE)	Job Readiness Training	Program Completion/ Unsubsidized Employment	2,022	854*****
	Workforce Development, Aging & Community Services (WDACS)*	WIOA Adult and Dislocated Worker Program— Individualized Career Services	Training/Employment Placements/ Supportive Services	Training/ Employment Services	10,619	6,697
		• Adult Program			7,602	4,902
• Dislocated Worker		2,941			1,790	
• INVEST	76	5				
<b>LOCAL RESIDENTS FROM LOW-INCOME COMMUNITIES AND/ OR CONSTITUENTS FACING BARRIERS TO EMPLOYMENT</b>	Department of Human Resources (DHR)	Temporary Services Registry Program (TempLA)	Training/Employment Placement	Permanent Employment	110	16
<b>REFUGEES 18 OR OLDER</b>	Department of Public Social Services (DPSS)	Refugee Employment Program (REP)	Job Readiness Training/Employment Placements	Employment	1,184	491*****
<b>INVOLVEMENT WITH CRIMINAL JUSTICE SYSTEM/YOUTH</b>	Probation Department	Juvenile Justice Crime Prevention Act (JJCPA) - Educational Pathways	Supportive Services	Supportive Service Completion	237	26
		Juvenile Justice Crime Prevention Act (JJCPA) - Employment Services	Employment Placements	Employment	352	54
<b>INVOLVEMENT WITH CRIMINAL JUSTICE SYSTEM</b>		Probation AB 109 – Employment Services Program	Supportive Services	Supportive Service Completion	1,164	173
		Probation Adult Felony Re-entry Employment Services - Career Pathways ***	Supportive Services	Supportive Service Completion	90	34
<b>ADULTS INVOLVEMENT WITH CRIMINAL JUSTICE SYSTEM</b>		SB678 Probation Re-entry Adult Population - Employment Services	Employment Placements	Employment	210	81
		Homeboy Industries ***	Employment Contract	Supportive Services	51	32
<b>ADULTS INVOLVEMENT WITH CRIMINAL JUSTICE SYSTEM</b>		Homeboy Industries ***	Employment Contract	Employment	73	73
	Workforce Development, Aging and Community Services (WDACS)	Title V - Senior Community Services Employment Program (SCSEP)	Training/Employment Placements Supportive Services	Employment or Job Training Program Completion	110	5

\* Reflects data for America's Job Centers/Worksource Centers in Los Angeles County Workforce Development Area.

\*\* Permanent County employment.

\*\*\* Program not longer active.

\*\*\*\* Completions include participants who began Job Club in prior months but completed it in the report period.

\*\*\*\*\* Participants are still working their subsidized assignments or are within the six month window after their assignment completed in which they can find unsubsidized employment. Final number for this FY will not be available until the end of August 2019.

\*\*\*\*\* REP data is for federal fiscal year which is October 1, 2017 through September 30, 2018.

## LA COUNTY'S SEVEN TARGETED CLUSTERS



**HEALTH CARE  
SERVICES**



**TRADE &  
LOGISTICS**



**LEISURE AND  
HOSPITALITY**



**MANUFACTURING**



**BIOSCIENCE**



**CONSTRUCTION**



**ENTERTAINMENT  
AND INFOTECH**

### **Performance of Workforce Development Programs Across Targeted Industries in Los Angeles County**

The County seeks to encourage job training for industries that are most competitive and that will generate family sustaining career pathways. The Board has promoted the use of industry and sector partnerships to address the workforce needs of multiple employers within an industry. The Scorecard highlights the targeted high-growth industry clusters across the County and evaluates whether workforce development programs are aligning skilled and unskilled workers with these targeted sectors. Shown on the following page is data collected from WDACS for FY2017-18 for placement by industry cluster.



## WORKFORCE DEVELOPMENT PROGRAMS

### PLACEMENTS BY SECTOR FY 2017-18

HIGH GROWTH SECTORS*				
HIGH GROWTH SECTORS	EMPLOYERS	EMPLOYEES	% OF ALL EMPLOYMENTS	AVERAGE HOURLY WAGES**
BioScience	39	74	0.45%	\$18.68
Construction Industries	117	273	1.65%	\$16.79
Entertainment and Infotech	78	219	1.32%	\$17.73
Health Services	481	991	5.98%	\$14.06
Leisure and Hospitality	328	957	5.78%	\$12.46
Selected Manufacturing	105	330	1.99%	\$18.00
Trade and Logistics	676	3,008	18.16%	\$17.35
<b>Unduplicated Total</b>	<b>1,804</b>	<b>5,802</b>	<b>35.02%</b>	<b>\$15.55</b>

NON-HIGH GROWTH SECTORS				
NON-HIGH GROWTH SECTORS	EMPLOYERS	EMPLOYEES	% OF ALL EMPLOYMENTS	AVERAGE HOURLY WAGES**
Education	628	2,357	14.23%	\$15.05
Finance	140	279	1.68%	\$17.82
Natural Resource and Mining	9	40	0.24%	\$14.87
Other Entertainment and Infotech	15	19	0.11%	\$19.11
Other Leisure and Hospitality	72	183	1.10%	\$15.18
Other Manufacturing	165	356	2.15%	\$15.54
Other Services (except Public Administration)	182	433	2.61%	\$17.28
Professional and Business Services	993	4,146	25.03%	\$14.64
Public Administration	133	391	2.36%	\$16.19
Retail Trade	351	954	5.76%	\$12.80
Utilities	8	8	0.05%	\$18.80
Missing	754	2,305	13.91%	\$14.61
<b>Unduplicated Total</b>	<b>3,264</b>	<b>11,156</b>	<b>67.34%</b>	<b>\$14.74</b>
<b>Overall System Total</b>	<b>4,960</b>	<b>16,567</b>	<b>100.00%</b>	<b>\$15.01</b>

\* High Growth Sectors are based on the Los Angeles County Economic Development Corporation Jobs Report 2016-2021 published June 2017.

\*\* Excludes the Countywide Youth subsidized employment wages of \$12.00/hr.

\*\*\* Reflects data for America's Job Centers for Los Angeles County Workforce development Area.

## Performance Of Workforce Development Programs By Target Population

The CEO asked those departments working to train and place targeted workers to describe their programs, the types of services provided, and the indicators used to measure programmatic success. As the County works toward streamlining the reporting requirements across County workforce development programs, the performance of programs across target populations is of particular importance. This will indicate the efficacy of programs for the most difficult to employ individuals, while guiding the County's strategy with regards to the sectors with the highest propensity to hire those with barriers. The County's objective in bringing services to targeted populations is aided by the fact that the WIOA program, and its affiliated AJCCs are already focusing directly on these individuals. WDACS has long indicated that a majority of those who come into contact with the AJCC system in Los Angeles County are targeted workers.

The specific information compiled by WDACS with respect to targeted populations indicates that a high percentage of WIOA participants are low income, basic skills deficient or recipients of government benefits. In fiscal year 2017-18, the County workforce system served 1,116 individuals who were receiving CalWORKs benefits, and 638 of those individuals were placed into either subsidized or unsubsidized employment, 71 of which were justice involved, and 49 of which were homeless or at risk of homelessness. The CEO endeavors to perform a longitudinal analysis of those receiving County social services over time to gauge their reliance on these services as they progress through the workforce development system and are able to retain permanent employment.

## LOW-INCOME

**An individual that meets one of the four criteria below:**

1. Receives, or in the past six months has received, or is a member of a family that is receiving, or in the past six months has received, assistance through the Supplemental Nutrition Assistance Program (SNAP), Temporary Assistance For Needy Families (TANF), program supplemental security income program, or state or local income-based public assistance.
2. In a family with total family income that does not exceed the higher of the following:
  - a. The poverty line.
  - b. 70 percent of the Lower Living Standard Income Level.
3. A homeless individual.
4. An individual with a disability whose own income does not exceed the income requirement, but is a member of a family whose total income does.

## BASIC SKILLS DEFICIENT

**An individual that is unable to compute or solve problems, or read, write, or speak English, at a level necessary to function on the job, in the individual's family, or in society (WIOA Section 3[5]). Criteria used to determine whether an individual is basic skills deficient includes the following:**

1. Lacks a high school diploma or high school equivalency and is not enrolled in post-secondary education.
2. Enrolled in a Title II Adult Education/Literacy program.
3. English, reading, writing, or computing skills at an 8.9 or below grade level.
4. Determined to be Limited English Skills proficient through staff-documented observations.
5. Other objective criteria determined to be appropriate by the Local Area and documented in its required policy.

## Workforce Development Alignment

Since the release of the June 2018 scorecard, the CEO has worked with several departments to align workforce development services that are offered Countywide. It is the County's goal to track participants across the variety of workforce development services, streamline service delivery, and de-duplicate data reporting for services offered to individual clients across County programs to improve outcomes.

In this scorecard, data is presented on the populations served through the AJCCs, the number of individuals who completed and exited the various programs and the number of those individuals that were placed in employment. Additionally, data is presented on the number of individuals by priority population who were still employed in the second quarter and fourth quarter after exiting a program. Median quarterly earnings are also presented by targeted population as identified under the WIOA.

The tables show information on the different populations served by the County-administered AJCCs, and also the number of "matched" individuals receiving services through the Department of Public Social Services' GAIN program (CalWORKs). As the County moves toward alignment of workforce development programs, the scorecard will reflect the demographic makeup of

individuals who are receiving services through both WDACS and DPSS, as well as whether they are retaining employment, including earnings data. The CEO intends to track "matched" individuals over time to determine whether they are able to achieve a career pathway, while measuring the effectiveness of County services.

The median quarterly earnings for those placed into employment varied widely across targeted population. The "matched" data shows that the median quarterly earnings of the Foster Youth population is the lowest of the targeted populations at \$744 in the second quarter after exiting the program. Those who were receiving services through DPSS attained median earnings of \$3,178. By contrast, the highest quarterly earnings were attained by the disabled population, at \$7,354 in the second quarter after exit. Additionally, the data shows that among the priority populations in the CalJOBS system, the LA County Workforce Development Area serves the most low-income individuals relative to any other population, having served over 17,000 in fiscal year 2017-18. The same holds true for the "matched" DPSS population, with the majority of recipients being low-income.

## WORKFORCE DEVELOPMENT PROGRAMS SERVICES BY PRIORITY POPULATIONS FY 2017-18

Priority Population Category	AJCC INDIVIDUALIZED CAREER SERVICES				
	Training Activities	Other Adult Worker Activities	Other Youth Activities	Supportive Services	Follow Up Services
CalWORKs (matched)	234	424	205	103	637
Disabled	122	272	76	46	343
Homeless	99	194	87	71	353
Low Income	2,192	4,454	1,563	931	7,074
Re-Entry	168	535	97	114	446
Single Parent	207	463	107	91	860
Older Individual	210	831	11	107	929
Long Term Unemployment	766	1,572	598	334	1,591
English Learner	111	245	96	44	424
Veteran	216	530	34	88	688
Other Job Seekers	330	731	133	100	954
<b>Unduplicated All</b>	<b>2,768</b>	<b>5,703</b>	<b>1,868</b>	<b>1,108</b>	<b>8,727</b>

\* Reflects data for LA County Workforce Development Area.

## WORKFORCE DEVELOPMENT PROGRAMS

### Employment and Median Earnings At 2nd and 4th Quarter After Exit By Priority Populations FY 2017-18

PRIORITY POPULATION CATEGORY	EMPLOYED AT 2ND QUARTER AFTER EXIT			MEDIAN QUARTERLY EARNINGS	EMPLOYED AT 4TH QUARTER AFTER EXIT		
	2nd Quarter Follow-Up Due	Employed at 2nd Quarter	Percentage		2nd Quarter After Exit	4th Quarter Follow-Up Due	Employed at 4th Quarter
<b>CalWORKs (Matched)</b>	<b>437</b>	<b>255</b>	<b>58.4%</b>	<b>\$3,178</b>	<b>114</b>	<b>72</b>	<b>63.2%</b>
<b>Basic Skills Deficient</b>	<b>2,992</b>	<b>2,127</b>	<b>71.1%</b>	<b>\$4,211</b>	<b>733</b>	<b>540</b>	<b>73.7%</b>
<b>CalFRESH</b>	<b>1,216</b>	<b>835</b>	<b>68.7%</b>	<b>\$4,754</b>	<b>351</b>	<b>256</b>	<b>72.9%</b>
<b>Disabled</b>	<b>264</b>	<b>163</b>	<b>61.7%</b>	<b>\$4,476</b>	<b>57</b>	<b>40</b>	<b>70.2%</b>
<b>Foster</b>	<b>94</b>	<b>54</b>	<b>57.4%</b>	<b>\$1,968</b>	<b>36</b>	<b>24</b>	<b>66.7%</b>
<b>General Relief</b>	<b>444</b>	<b>290</b>	<b>65.3%</b>	<b>\$4,027</b>	<b>129</b>	<b>91</b>	<b>70.5%</b>
<b>Homeless</b>	<b>249</b>	<b>156</b>	<b>62.7%</b>	<b>\$4,525</b>	<b>83</b>	<b>53</b>	<b>63.9%</b>
<b>Low Income</b>	<b>5,167</b>	<b>3,746</b>	<b>72.5%</b>	<b>\$5,069</b>	<b>1,392</b>	<b>1,059</b>	<b>76.1%</b>
<b>Re-Entry</b>	<b>267</b>	<b>178</b>	<b>66.7%</b>	<b>\$4,399</b>	<b>63</b>	<b>42</b>	<b>66.7%</b>
<b>Parent Youth</b>	<b>338</b>	<b>217</b>	<b>64.2%</b>	<b>\$3,982</b>	<b>85</b>	<b>59</b>	<b>69.4%</b>
<b>Substance Abuse</b>	<b>13</b>	<b>7</b>	<b>53.8%</b>	<b>\$4,544</b>	<b>3</b>	<b>2</b>	<b>66.7%</b>
<b>Veteran</b>	<b>522</b>	<b>388</b>	<b>74.3%</b>	<b>\$7,026</b>	<b>146</b>	<b>116</b>	<b>79.5%</b>
<b>Other Job Seekers</b>	<b>663</b>	<b>508</b>	<b>76.6%</b>	<b>\$8,601</b>	<b>148</b>	<b>122</b>	<b>82.4%</b>
<b>Unduplicated Total</b>	<b>6,351</b>	<b>4,652</b>	<b>73.2%</b>	<b>\$5,470</b>	<b>1,647</b>	<b>1,266</b>	<b>76.9%</b>

\*Accountability Measures use state performance logic to include participant exits that fall in the cohort reporting period.

\*\* Reflects data for America's Job Centers in Los Angeles County Workforce Development Area.

## WORKFORCE DEVELOPMENT PROGRAMS

### Adult, Dislocated Worker & Youth Programs - Priority Populations CalWORKs Matched FY 2017-18

PRIORITY POPULATION CATEGORY	EMPLOYED AT 2ND QUARTER AFTER EXIT			MEDIAN QUARTERLY EARNINGS	EMPLOYED AT 4TH QUARTER AFTER EXIT		
	2nd Quarter Follow-Up Due	Employed at 2nd Quarter	Percentage		2nd Quarter After Exit	4th Quarter Follow-Up Due	Employed at 4th Quarter
<b>Basic Skills Deficient</b>	<b>263</b>	<b>142</b>	<b>54.0%</b>	<b>\$2,687</b>	<b>76</b>	<b>45</b>	<b>59.2%</b>
<b>CalFRESH</b>	<b>221</b>	<b>131</b>	<b>59.3%</b>	<b>\$3,768</b>	<b>60</b>	<b>42</b>	<b>70.0%</b>
<b>Disabled</b>	<b>6</b>	<b>4</b>	<b>66.7%</b>	<b>\$7,354</b>	<b>1</b>	<b>0</b>	<b>0.0%</b>
<b>Foster</b>	<b>17</b>	<b>7</b>	<b>41.2%</b>	<b>\$744</b>	<b>8</b>	<b>4</b>	<b>50.0%</b>
<b>General Relief</b>	<b>47</b>	<b>22</b>	<b>46.8%</b>	<b>\$3,464</b>	<b>19</b>	<b>10</b>	<b>52.6%</b>
<b>Homeless</b>	<b>18</b>	<b>5</b>	<b>27.8%</b>	<b>\$2,207</b>	<b>5</b>	<b>3</b>	<b>60.0%</b>
<b>Low Income</b>	<b>418</b>	<b>245</b>	<b>58.6%</b>	<b>\$3,412</b>	<b>110</b>	<b>71</b>	<b>64.5%</b>
<b>Re-Entry</b>	<b>16</b>	<b>9</b>	<b>56.3%</b>	<b>\$5,712</b>	<b>4</b>	<b>1</b>	<b>25.0%</b>
<b>Parent Youth</b>	<b>151</b>	<b>83</b>	<b>55.0%</b>	<b>\$2,572</b>	<b>44</b>	<b>30</b>	<b>68.2%</b>
<b>Substance Abuse</b>	<b>1</b>	<b>1</b>	<b>100.0%</b>	<b>\$3,799</b>	<b>1</b>	<b>1</b>	<b>100.0%</b>
<b>Veteran</b>	<b>4</b>	<b>2</b>	<b>50.0%</b>	<b>\$1,833</b>	<b>1</b>	<b>1</b>	<b>100.0%</b>
<b>Other Job Seekers</b>	<b>3</b>	<b>2</b>	<b>66.7%</b>	<b>\$97</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
<b>Unduplicated Total</b>	<b>437</b>	<b>255</b>	<b>58.4%</b>	<b>\$3,178</b>	<b>114</b>	<b>72</b>	<b>63.2%</b>

\*Accountability Measures use state performance logic to include participant exits that fall in the cohort reporting period.

\*\* Reflects data for America's Job Centers in Los Angeles County workforce Development Area.

## Workforce Development Budgets

The majority of the County expenditures on workforce development originate from federal legislation related to the WIOA program and the Temporary Assistance to Needy Families (TANF) program. With respect to TANF funding, the County manages several initiatives related to the GAIN program that include the GAIN Job Club, Short-term Vocational Training, and Transitional Subsidized Employment. Additionally, the workforce development program GROW is funded with a combination of federal, State, and County contributions.

Beginning with the November 2017 Scorecard, the CEO attempted to quantify County spending on workforce development programs. A summary of those workforce development initiatives that have confirmed budget data is provided below. Of the 25 programs listed below, the County allocated \$219.8 million in programs costs to support workforce development programs. The amount financed by general operations (Net County Cost) is \$50.5 million.

### WORKFORCE DEVELOPMENT BUDGETS FISCAL YEAR 2017-2018

ADMINISTERING DEPARTMENT AND PROGRAM	PROGRAM COST	REVENUE	IFT	NET COUNTY COST
Arts Commission Los Angeles County Arts Internship Program	\$1,118,000	44,000	0	1,074,000
Community Development Commission Family Self Sufficiency Program (FSS)	\$1,112,000	692,000	420,000	0
Department of Children and Family Services Bridge to Work Program	\$794,000	794,000	0	0
Department of Children and Family Services Youth Worker	\$2,099,000	1,449,000	0	650,000
Department of Health Services College of Nursing and Allied Health Pre-Licensure Registered Nurse	\$9,520,000	1,470,000	0	8,050,000
Department of Health Services Office of Nursing Affairs Tutoring & Mentoring Program	\$436,000	0	0	436,000
Department of Human Resources Career Development Intern	\$104,000	16,000	56,000	32,000
Department of Human Resources Veterans Internship Program	\$418,000	65,000	228,000	125,000
Department of Military and Veterans Affairs LA Trade Tech Partnership	\$41,000	0	0	41,000
Department of Military and Veterans Affairs US Veterans Initiative (US Vets) Job Referral for Career Development Initiative	\$12,000	0	0	12,000
Department of Military and Veterans Affairs Veterans Work Study Program	\$7,000	0	0	7,000

## WORKFORCE DEVELOPMENT BUDGETS FISCAL YEAR 2017-2018

ADMINISTERING DEPARTMENT AND PROGRAM	PROGRAM COST	REVENUE	IFT	NET COUNTY COST
Department of Military and Veterans Affairs Vocational Rehab Training	\$16,000	0	0	16,000
Department of Public Social Services General Relief Opportunities for Work (GROW)	\$57,700,000	30,500,000	0	27,200,000
Department of Public Social Services Refugee Employment Program (REP)	\$3,462,000	3,462,000	0	0
Department of Public Social Services Greater Avenues for Independence (GAIN) Job Club	\$21,426,000	21,426,000	0	0
Department of Public Social Services Colleges and Vocational Training	\$2,800,000	2,800,000	0	0
Department of Public Social Services Greater Avenues for Independence (GAIN) Short-Term Vocational Training (Project with Los Angeles County Office of Education)	\$6,383,000	6,383,000	0	0
Department of Public Social Services Greater Avenues for Independence (GAIN) Transitional Subsidized Employment (TSE)	\$45,929,000	45,929,000	0	0
Probation Department Juvenile Justice Crime Prevention Act (JJCPA) - Educational Pathways	\$414,000	414,000	0	0
Probation Department Juvenile Justice Crime Prevention Act (JJCPA) - Employment Services	\$1,962,000	1,962,000	0	0
Probation Department Probation AB 109 Employment Services Program	\$12,000,000	12,000,000	0	0
Probation Department Probation Adult Felony Reentry Employment Services-Career Pathways	\$0	0	0	0
Probation Department SB678 Probation Reentry Adult Population - Employment Services	\$1,583,000	1,583,000	0	0
Workforce Development, Aging and Community Services Workforce Innovation and Opportunity Act (WIOA) Programs	\$48,914,000	28,014,000	8,000,000	12,900,000
Workforce Development, Aging and Community Services Title V - Senior Community Services Employment Program (SCSEP)	\$1,599,000	1,599,000	0	0

## FINANCING SOURCES

**REVENUE:** A source of income to an operation other than debt issue proceeds or the transfer from another fund.

**INTRAFUND TRANSFER (IFT):** An accounting mechanism used to reflect expenditure transfers between operations with the same fund, thereby identifying the true location of actual cost.

**NET COUNTY COST:** The amount of the operation financed by general purpose revenues, such as property taxes.

## Local and Targeted Worker Hire

On September 6, 2016, the Board adopted a Countywide Local and Targeted Worker Hire Policy. In adopting this policy, the Board set forth the definition of a targeted worker as a resident of the County who has indices of career-limiting circumstances, specifically one or more of the following:

1. has a documented annual income at or below 100 percent of the Federal Poverty Level;
2. no high school diploma or GED;
3. a history of involvement with the criminal justice system;
4. protracted unemployment;
5. is a current recipient of government cash or food assistance benefits;
6. is homeless or has been homeless within the last year;
7. is a custodial single parent;
8. is a former foster youth;
9. is a veteran, or is the eligible spouse of a veteran of the United States armed forces.

Ensuring that local workers have employment opportunities on projects situated within their communities has long been a core element of economic development programs at the municipal level. To this end, the Board's Local and Targeted Worker Hire Policy imposes a 30% Local Hire goal and a 10% Targeted Worker hire goal on most major construction projects approved by the Board.

On March 21, 2017, the Board adopted a motion to establish a Countywide Construction Careers and Economic Development Initiative, to promote career pathways in the construction industry and to explore improvements to the existing Local and Targeted Worker Hire Policy. The CEO has evaluated the feasibility of amending the current targeted worker categories to align these categories more closely with those tracked by WIOA; and expects to recommend the following additional categories:

10. is an eligible migrant and seasonal farmworker;
11. is currently an English language learner;
12. is an older individual (55+);
13. is disabled; or
14. is an individual with a low level of literacy.

In addition to WDACS' ongoing role in working with target populations from Page 7, the County has included local hire goals on a project-by-project basis for the past several years. The departments that have implemented the policy are Internal Services Department, Department of Parks and

## WHAT IS A "LOCAL WORKER?"

**A Local Resident is defined as an individual living within the Tier 1 or Tier 2 ZIP Codes of the County.**

**Before employing worker(s) from Tier 2 ZIP Codes, the available pool of local residents whose primary place of residence is within Tier 1 ZIP Codes must first be exhausted.**

### TIER 1

**Tier 1 means ZIP Codes within five (5) miles of the proposed project site, and where the average percentage of households living below 200 percent of the Federal Poverty Level (FPL) is greater than the County average for such households.**

### TIER 2

**Tier 2 means any ZIP Codes within the County where the average percentage of households living below 200 percent of the FPL is greater than the County average for such households.**

**This definition shall also apply to affordable housing projects and for privately financed developments located on County property.**

Recreation, the Music Center project managed by the Chief Executive Office, the Community Development Commission, and the Department of Public Works. The departments have the responsibility for managing these local hire practices, and for tracking compliance with specific project objectives. As shown on page 16, there are total of 73 active projects that are now incorporating the Local and Targeted Worker Hire Policy.

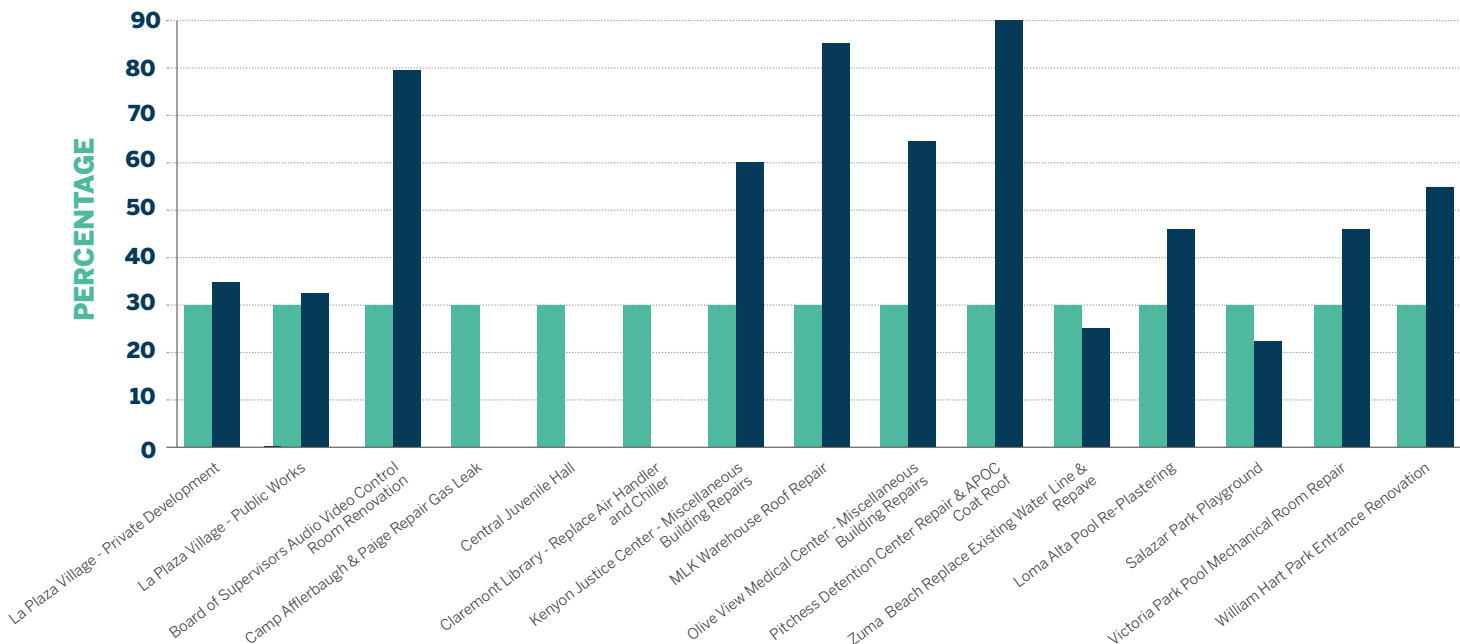
To highlight the Department of Public Works, the projects that have incurred actual construction hours, local worker hire has been successful on 15 of 16 projects where the County imposed a mandatory hiring goal, and on 18 of the 23 projects where a best efforts goal was imposed.

## ACTIVE PROJECTS LOCAL AND TARGETED WORKER HIRE PROGRAM

**COMMUNITY DEVELOPMENT COMMISSION (CDC), PARKS AND RECREATION DEPARTMENT (PARKS)  
AND THE INTERNAL SERVICES DEPARTMENT (ISD) FY 2017-2018**

### BEST EFFORTS HIRING GOAL SUMMARY ALL ACTIVE PROJECTS (15)

■ GOAL  
■ ACTUAL



### MANDATORY HIRING GOAL PROJECT MUSIC CENTER PROJECT

(NOT INCLUDED IN UPPER CHART)

**30%**

**GOAL**

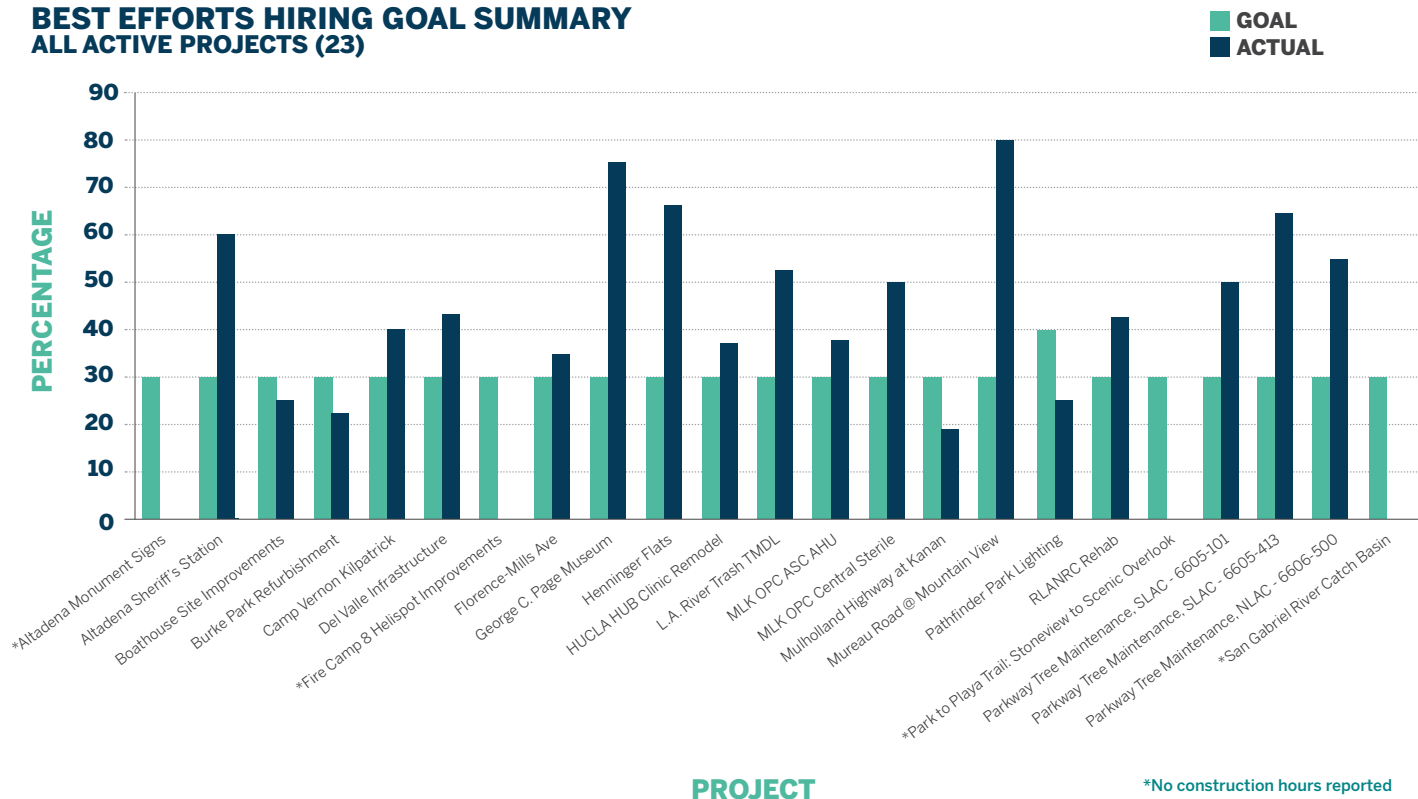
**60%**

**ACTUAL**



## ACTIVE PROJECTS LOCAL AND TARGETED WORKER HIRE PROGRAM DEPARTMENTS OF PUBLIC WORKS FY 2017-2018

### BEST EFFORTS HIRING GOAL SUMMARY ALL ACTIVE PROJECTS (23)



15 of 19

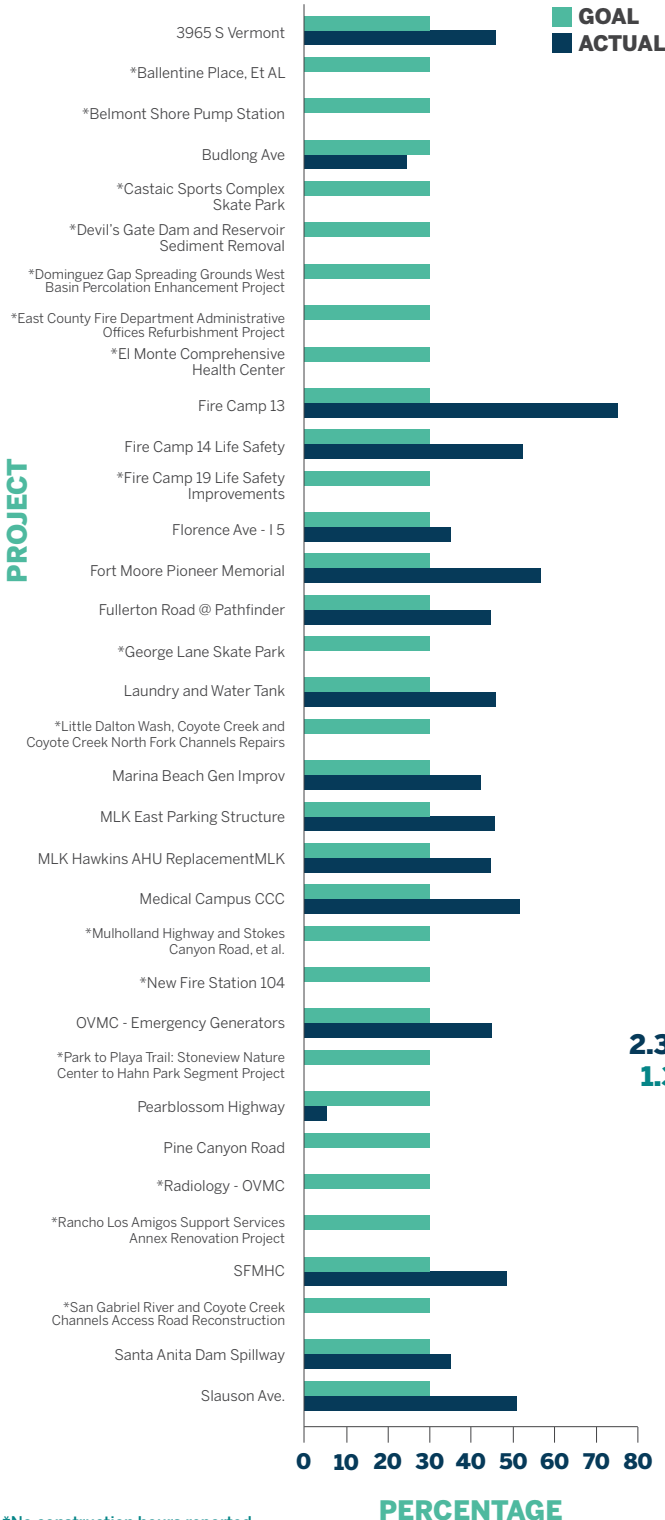
Public Works Projects  
Achieved Best Efforts LTWHP Goals

Public Works LTWHP  
Average of Actual  
Hiring Goal Percentages

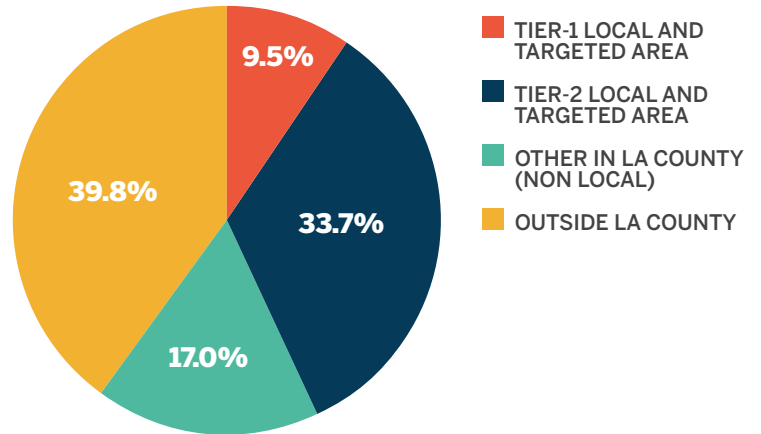
46.5  
percent

# ACTIVE PROJECTS LOCAL AND TARGETED WORKER HIRE PROGRAM DEPARTMENT OF PUBLIC WORKS LOS ANGELES COUNTY FY 2017-2018

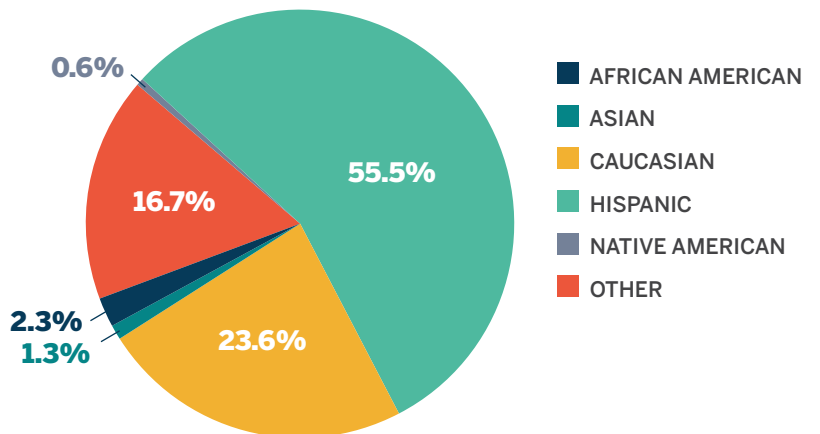
## MANDATORY HIRING GOAL SUMMARY ALL ACTIVE PROJECTS (34)



## WORKER RESIDENCY LTWHP PROJECTS (57)



## WORKER ETHNICITY LTWHP PROJECTS (65)



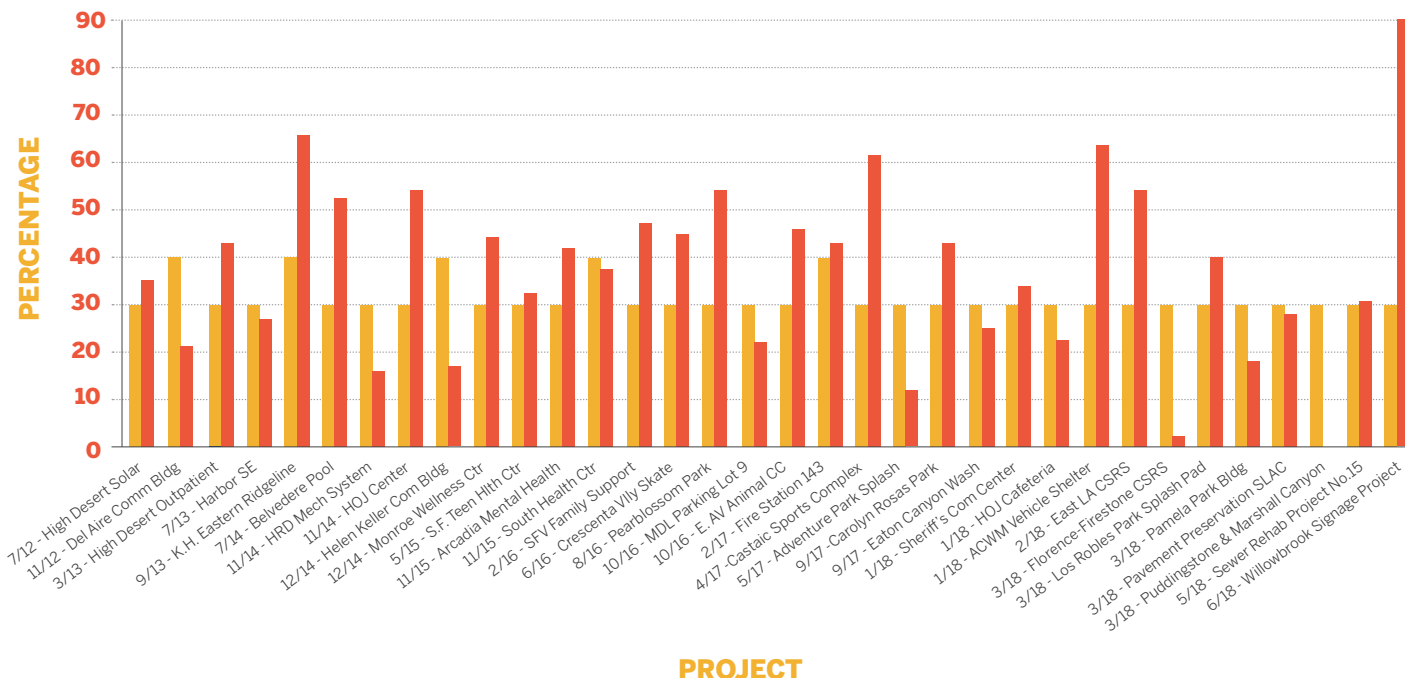
\*No construction hours reported

PERCENTAGE

## COMPLETED PROJECTS LOCAL AND TARGETED WORKER HIRE PROGRAM DEPARTMENT OF PUBLIC WORKS FY 2017-2018

### BEST EFFORTS HIRING GOAL SUMMARY ALL COMPLETED PROJECTS (34)

■ GOAL  
■ ACTUAL

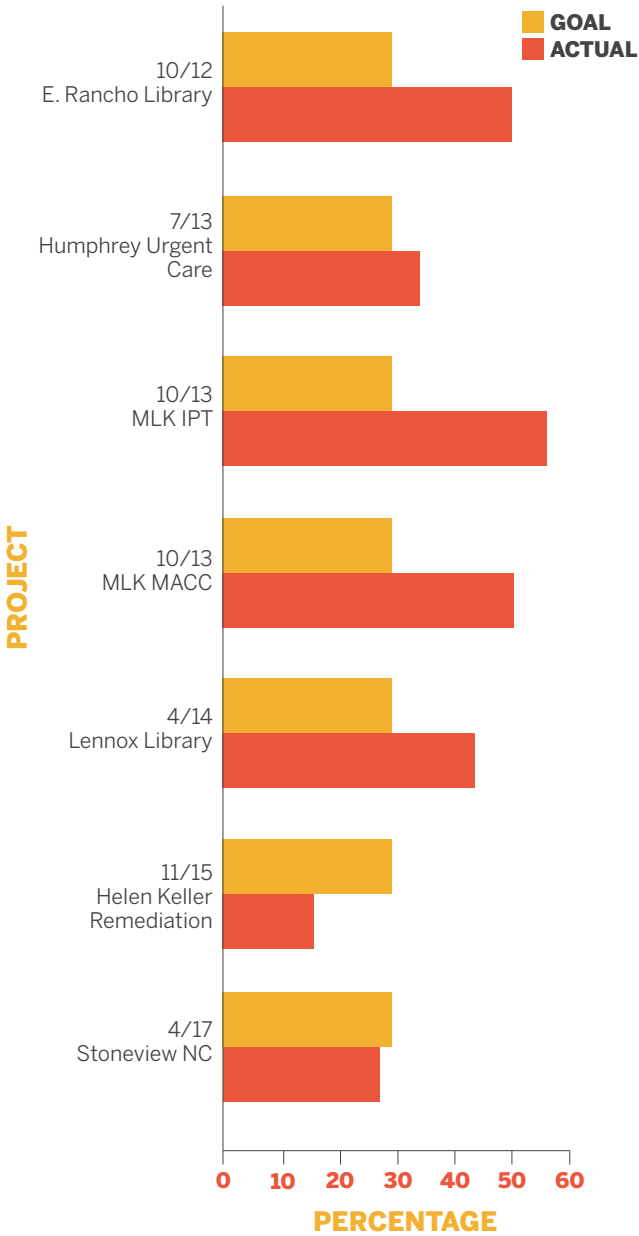


**61.8 percent**  
of completed projects with Best Efforts hiring goals exceeded those benchmarks.

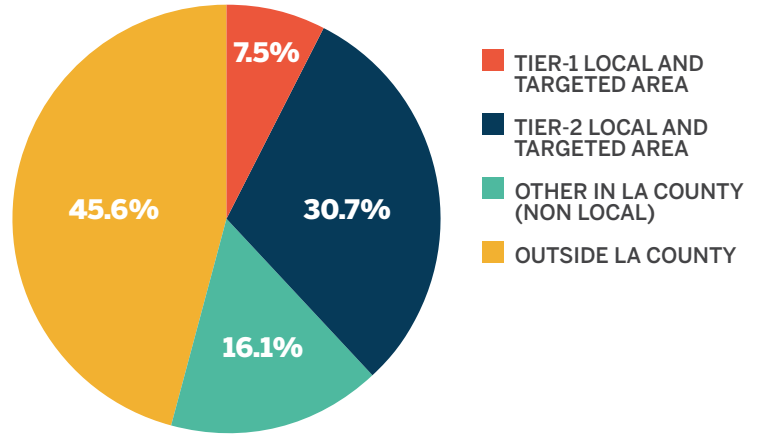
The average completed project that exceeded hiring goals did so by  
**59.0 percent**

## COMPLETED PROJECTS LOCAL AND TARGETED WORKER HIRE PROGRAM DEPARTMENT OF PUBLIC WORKS LOS ANGELES COUNTY FY 2017-2018

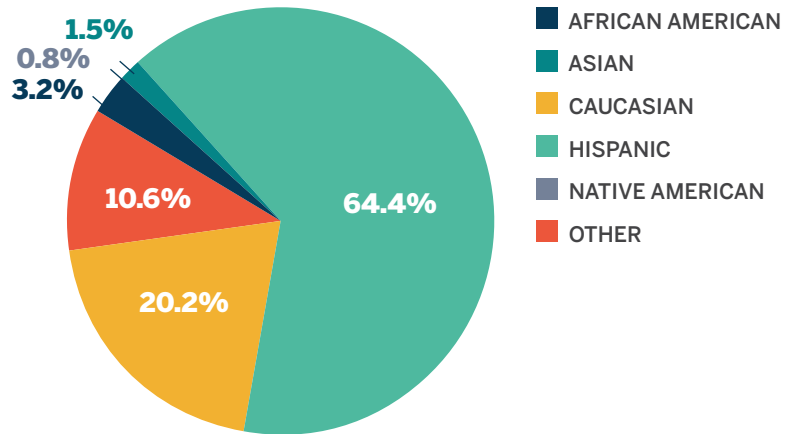
### MANDATORY HIRING GOAL SUMMARY COMPLETED PROJECTS (7)



### WORKER RESIDENCY LTWHP PROJECTS (41)



### WORKER ETHNICITY LTWHP PROJECTS (41)



# BUSINESS ASSISTANCE

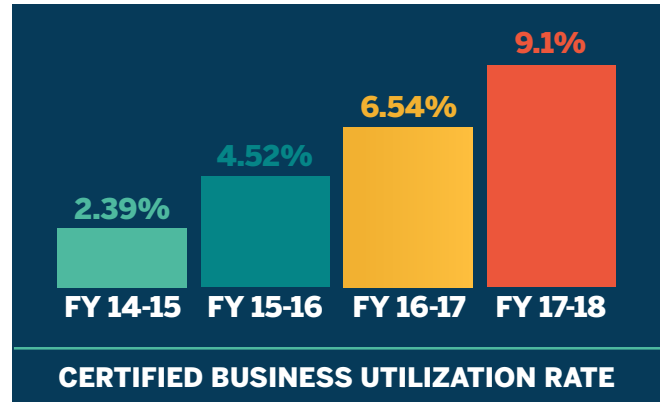




The County's Economic Development Program is committed to deploying County resources in a targeted and thoughtful way to leverage investments to support both workforce and business development in County growth industries.

On July 21, 2015 the Board of Supervisors established a Small Business Initiative (SBI) charged with supporting small business throughout the County through streamlined service delivery. A year later, on July 12, 2016, the Board established a four-year Small Business Utilization Plan to increase contracting dollars awarded to the County's certified Local Small Business Enterprises (LSBE) and Disabled Veteran Business Enterprises (DVBE) by 25% and 3%, respectively. This four-year plan also directed the Department of Consumer and Business Affairs (DCBA), in consultation with relevant departments, to develop a new certification for Social Enterprises (SE). DCBA serves as the County's Small Business Advocate and is the department responsible for the administration of the above referenced preference programs as well as the SBI.

Local business cultivation and expansion is central to regional economic development and the Scorecard endeavors to measure the County's progress in supporting the business community. New information regarding the efficacy of the County's business utilization plan, as well as layoff aversion services will be presented in an upcoming scorecard. Information about businesses served by the Small Business Concierge is also presented.



## DEFINING SOCIAL ENTERPRISE (SE)

To be identified as a Los Angeles County Social Enterprise, a business must:

**Be certified or registered by any of the following organizations:**

- B Lab Corporation, which certifies businesses as a B Corporation.
- California Secretary of State, where businesses can register their business entity as a Benefit or Social Purpose Corporation.
- City of Santa Monica, which offer a Green Business Certification.
- City of Los Angeles, which offers a Green Business Certification.

### Register as a vendor with Los Angeles County

- During the registration process, the business will be asked to provide their mission statement, a description of their programs, services, and responses to questions that provide further detail on the business's social impact.

## DEFINING LOCAL SMALL BUSINESS ENTERPRISE (LSBE)

**Los Angeles County uses the same criteria to define local small business as the State of California's Department of General Services (DGS). To qualify, a business must:**

- Be independently owned and operated.
- Not be dominant in its field of operation.
- Have its main office in Los Angeles County for at least the last 12 months.
- Have owners (officers in the case of a corporation) who live in California and be either
  - A business with fewer than 100 employees and an average annual gross receipts of \$14 million or less over the last 3 years.
  - A manufacturer with 100 or fewer employees.

## DEFINING DISABLED VETERAN BUSINESS ENTERPRISE (DVBE)

To be identified as a Los Angeles County Disabled Veteran Businesses Enterprise, a business must:

### Be certified by one of the following departments:

- The U.S. Department of Veterans Affairs (VA), which certifies businesses as Service Disabled Veteran Owned Small Business (SDVOSB).
- The State of California Department of General Services (DGS), which certifies a business as a DVBE.

### Register as a vendor with Los Angeles County

- During the registration process, the business will be asked to provide information on its VA or DGS certification.

## SMALL BUSINESS ACTIVITY FY2017-18

FY 2017/2018 Annual Totals	Q1	Q2	Q3	Q4	TOTAL
Number of Certified Small Businesses	212	183	224	180	799
Number of Certified Social enterprises	7	14	23	17	61
Number of Certified DVBEs	20	25	31	16	92
Number of County contracting dollars awarded to all certified vendors	\$125,889,819.32	\$76,457,288.70	\$72,434,591.22	\$80,505,786.02	\$355,287,485.26
Number of certified businesses who won contracts with County	704				

Source: Department of Consumer and Business Affairs (DCBA)

## Small Business Development

To achieve the goals set forth in the Utilization Plan, DCBA continued to work with County departments to expand the pool of certified businesses so that they can take advantage of the incentives given to certified businesses and win contracts with the County. Accordingly, the Scorecard tracks the number of certified LSBEs, DVBEs and SEs each quarter and the number of new certifications.

This year, through interagency partnerships, DCBA has obtained certified vendor lists from jurisdictions including the California Department of General Services (DGS), Metro, and the Veteran's Administration (VA). DCBA has then used these lists for targeted outreach to increase the County's certified vendor pool.

Guided by DCBA, the County has made progress towards the 25% small business utilization goal and 3% disabled veteran business utilization goal established by the Board. There has been an increase of over \$67 million dollars awarded to certified small businesses from Fiscal Year 2016-17 to Fiscal Year 2017-18. This represents an increase of 23% in dollars awarded to certified small businesses in Fiscal Year 2017-18.

To make further progress toward the 25% and 3% utilization goals, DCBA is working with the small business advocates from each County department to establish a "Mini-Utilization Plan" for each department. These plans document the steps the department will take to increase the number of contracts being awarded to small and disabled veteran businesses.

## TECHNICAL ASSISTANCE TO BUSINESSES FY 2107-2018

FISCAL YEAR	TYPE OF ASSISTANCE																
	Business Name (DBA)	Business Plan	Business Structure	Certifications	Contracting Opportunities	Employer Responsibilities	Finance	Labor	Lease agreement	Legal Entity	Licenses	Loans	Marketing Plan	Permits	Trademark/ Copyright	Other	TOTAL
2015-16	27	23	23	31	15	17	17	10	11	23	40	17	20	42	24	5	345
2016-17	76	98	75	101	70	50	76	34	45	65	127	69	77	125	62	37	1187
2017-18	362	287	263	306	163	167	212	92	94	232	431	187	194	361	234	80	3665

## ASSISTANCE IN OPENING A BUSINESS IN LA COUNTY FY 2107-2018

FISCAL YEAR	BUSINESS TYPE														
	Agriculture	Car Wash	Contractor/ Construction	Food Service	Garment, Apparel & Textile Mfg	Health Care	Housing & Lodging	Landscaping & Gardening	Manufacturing	Retail	Services	Transportation	Unsure / Undecided	Wholesale	TOTAL
2015-16	0	0	2	10	1	2	1	0	1	10	20	0	29	1	77
2016-17	4	2	9	30	2	8	4	0	2	19	80	3	60	4	227
2017-18	2	14	20	74	15	24	7	2	10	100	243	13	85	13	622

\*Some constituents look to open more than one business and/or types of business



### Small Business Concierge

The Small Business Concierge Program (Concierge) was established in January 2015 by motion of the Board as a single point of contact to assist local business owners and potential business owners in starting and growing their businesses in the County. The Concierge provides counseling services to prospective small business owners, offers guidance and technical assistance in the small business development process, and helps potential businesses navigate through the licensing and permitting process. Further, the Concierge ensures that workforce development services and small business programs are integrated to maximize services and effectively respond to the needs of businesses across a variety of sectors.

The Concierge has assisted businesses ranging from plant nursery to commercial construction and wine cellar installation and design. DCBA is continuing to gather information regarding the number of new businesses that opened, revenue generated, and jobs created with the support of the Concierge.

In Fiscal Year 17-18,  
**the Small Business Concierge Service assisted**  
**439**  
**ENTREPRENEURS.**

In FY 2017-2018,  
**The County's Office of Small Business team participated in**  
**103** outreach events, reaching over  
**16,303 attendees.**

### BUSINESS CONCIERGE CASES

FISCAL YEAR	OPENED INQUIRIES	BUSINESSES ASSISTED
2015-16	77	50
2016-17	215	199
2017-18	460	439

### SMALL BUSINESS CERTIFICATION PROGRAM FISCAL YEAR 2017-2018

Average number of days it takes to get certified with the County:

**3**  
**DAYS**  
 for LSBE  
 and DVBE

**5**  
**DAYS**  
 for SE

### OFFICE OF SMALL BUSINESS ENTREPRENEUR EVENTS

FISCAL YEAR	WORKSHOPS	ATTENDEES
2015-16	6	120
2016-17	10	210
2017-18	23	575

## WDACS LAYOFF AVERSION ACTIVITY FY 2017-2018

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
<b># of Notifications</b>	<b>1,112</b>	<b>966</b>	<b>707</b>	<b>667</b>	<b>640</b>	<b>600</b>	<b>458</b>	<b>416</b>	<b>492</b>	<b>304</b>	<b>278</b>	<b>28</b>	<b>6,668</b>
<b># of Action Plans</b>	<b>26</b>	<b>57</b>	<b>42</b>	<b>20</b>	<b>30</b>	<b>16</b>	<b>7</b>	<b>2</b>	<b>12</b>	<b>17</b>	<b>25</b>	<b>59</b>	<b>313</b>
<b># of Jobs Saved</b>	<b>-</b>	<b>120</b>	<b>91</b>	<b>72</b>	<b>-</b>	<b>35</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>318</b>

### Layoff Aversion

The Department of Workforce Development, Aging and Community Services (WDAC) oversees a layoff aversion program to provide technical assistance to businesses of any size that are in financial danger. The layoff aversion program begins with confidential consulting for businesses to develop an individualized Action Plan to access local capital, remain in the County and prevent layoffs of employees and ultimately business closure. This service is provided at no cost to the business. The information regarding the layoff aversion program for fiscal 2017-2018 to date is displayed above.

### Average Permitting Time

The Economic Development Scorecard was created to measure the progress of the County's economic development programs across a variety of disciplines, including how to more effectively serve the County's business community. The Board has long-signaled the importance of encouraging business growth as part of a multi-pronged economic development effort. In November 2014, the Board elevated the visibility of a one-stop office to serve small businesses, and in August 2015, the Board asked multiple departments to implement a web-based approach to permit streamlining. The web-based effort, EPIC-LA, has been fully implemented by Regional Planning and the Department of Public Works, and is a comprehensive approach to land entitlement, inspections, and code enforcement.

This past year, the CEO has been working with the involved departments to streamline the planning and permitting process for businesses. This has included an evaluation of the regional one-stop offices throughout the County, as well as a workgroup to create quarterly reports from data being measured in EPIC-LA. It is the CEO's intent to track the length of different business processes through data captured in EPIC-LA, and work with departments to devise process improvements if warranted.

### WDACS LAYOFF AVERSION SERVICES

- **At Risk Businesses:** Businesses that are "in danger of laying off employees."
- **Action Plan Development Services include:** Access to Industry Councils, Assistance with Expedited Permitting, Exploring Tax Incentives, Workforce Training & Development Referrals, Exploring Access to Capital, Project Management, Site Selection and Relocation, Referrals to Public Services, Connections to Public/Private Partners and Resources, Cost Containment Analysis
- **Businesses Notified:** Businesses are monitored for signs of decay using financial stress scores, and active engagement with the business. Businesses who are found to be in danger of laying off employees are contacted and given information on Layoff Aversion Services.

# BUSINESS LOANS AND FINANCIAL ASSISTANCE





Since 1987, the Los Angeles County Community Development Commission/Housing Authority (CDC) has provided a variety of loan products to assist businesses in Los Angeles County in their retention, expansion, and

customer attraction efforts. Since the dissolution of redevelopment in 2012, the CDC has continued to foster neighborhood reinvestment and blight removal in low and moderate income unincorporated areas through façade improvement programs, commercial storefront renovations, and business loans. These programs provide financial and technical assistance to support business tenants and property owners, and seek to help beautify business districts by making them more inviting for shoppers and residents as neighborhoods are revitalized.

Further, the CDC engages in significant coordination with the Department of Business and Consumer Affairs (DCBA) to provide small business assistance to the businesses receiving the façade loans in order to most effectively deploy the County's wrap-around services in an effort to holistically support businesses.

In August of 2017, the CDC announced a streamlining of their small and medium business loan programs, which is now known as SMART Funding. This greatly simplifies the process for prospective borrowers. SMART Funding offers competitive loan programs created to support a variety of established businesses. SMART Funding through the CDC now offers personalized business capital options, focusing on four areas of economic development: manufacturing, clean technology, health care services, and transportation-adjacent development. Potential loans can

FY 2017-2018 CDC ACTIVE COMMERCIAL REHABILITATION COMPLETED OR UNDER CONSTRUCTION						
LOCATION	DISTRICT	STOREFRONTS	START DATE	COMPLETION DATE	COST	FUNDING SOURCE(S)
12404 Pelliser Rd	1	1	6/22/17	5/23/18	\$187,862	RENOVATE (GF)
9131 South Vermont	2	1	6/22/17	11/22/17	\$207,241	RENOVATE (GF)
16047 Amar Rd	1	1	8/23/17	5/25/18	\$60,067	CDBG/RENOVATE
9215 South Vermont	2	1	9/17/17	1/24/18	\$144,288	RENOVATE (GF)
520 Workman Mill Rd	1	17	9/29/17	1/20/18	\$235,263	CDBG/RENOVATE
13307 East Telegraph	4	1	10/17/17	5/25/18	\$98,761	CDBG/RENOVATE
13313-21 East Telegraph	4	5	10/17/17	5/25/18	\$155,368	CDBG/RENOVATE
6569 S Vermont Ave	2	1	1/22/18	4/29/18	\$65,000	RENOVATE
9201 South Vermont	2	1	1/31/18	6/25/18	\$246,311	CDBG/RENOVATE
2291 North Lincoln	5	1	3/10/18	10/10/18	TBD	N/A
9301-07 South Vermont	2	4	3/19/18	7/27/18	\$254,829	CDBG/RENOVATE
2279 Lake Avenue	5	5	5/9/18	11/9/18	TBD	N/A
376 E Woodbury	5	1	5/9/18	11/9/18	TBD	N/A
3529 East 1st St	1	1	6/26/18	9/28/18	TBD	N/A
4531 Whittier Blvd	1	1	7/20/18	11/21/18	TBD	N/A
8619 South Vermont	2	1	7/27/18	10/24/18	TBD	N/A
8619 S Vermont Ave	2	1	9/4/18	12/28/18	\$90,360	CDBG/RENOVATE
14411 East Telegraph	4	3	9/17/18	12/31/18	TBD	N/A
11546-11552 Colima Rd	4	4	11/19/18	6/19/19	TBD	RENOVATE
CDC ACTIVE COMMERCIAL REHABILITATION OWNER AGREEMENTS SIGNED, PROJECT PIPELINE						
2257 Lake Ave, Altadena	5	3	11/19/18	TBD	TBD	RENOVATE
7848 Pacific Blvd	1	9	11/19/18	TBD	TBD	RENOVATE
14411 Telegraph Rd	4	3	12/21/18	4/14/19*	TBD	RENOVATE
4531 Whittier Blvd	1	1	1/7/19	4/23/19*	\$260,000	CDBG/RENOVATE
2291 N Lincoln Ave	5	1	2/21/19	6/14/19*	TBD	RENOVATE
2279 Lake Ave	5	5	4/7/19	7/26/19*	\$180,000	RENOVATE
<b>TOTAL STOREFRONTS</b>		<b>45</b>			<b>\$1,589,990</b>	

Source: Los Angeles County Community Development Commission (CDC)  
 \* Estimated dates. Projects are currently in pre-construction phases

range from \$25,000 to \$1.5 million, and are deployed to help businesses purchase necessary equipment, acquire commercial property, build capital, and create and retain jobs. All loans are being tailored to specific business needs.

## Blight Removal

By eliminating blight in a neighborhood, the County and CDC can work with public and private partners to increase property values in the surrounding area and catalyze investment in the neighborhood. The CDC has facilitated blight removal through its business façade improvement program. This program remains a focal point of neighborhood business revitalization.

Investments in façade improvements have continued through a new Community Business Revitalization Program called RENOVATE. The RENOVATE program has been limited to County unincorporated areas but the CDC will be seeking partnerships with neighboring municipalities to expand the program further.

The recipient of these funds is required to ensure that improvements are maintained in good condition for 10 years. Eligible improvements include design assistance; façade restoration; windows, doors, lighting, and signage; removal of non-conforming elements; and accessibility improvements. The objective of RENOVATE is to stimulate investment in the community, revitalize commercial corridors, and support the growth of small businesses. On the previous page is data for the CDC's façade program, which includes completed and active projects in FY2017-18 and FY2018-19.

## Business Assistance Loans

The CDC has historically provided loans to small and medium sized commercial/industrial companies to grow their businesses and create jobs. Funds from the loan program can be utilized for real property acquisition, working capital, land acquisition, construction, and equipment purchases. The CDC's loan programs have included Micro, Business Expansion, and Float loans. The primary funding sources for the CDC's business loan programs have been provided through the Community Development Block Grant (CDBG) and Economic Development Administration (EDA). Both are federal funding sources with an emphasis on job creation, neighborhood and business development and assisting those in economically distressed neighborhoods. The Board of Supervisors has also contributed County General Funds towards a Manufacturing Revolving Loan Fund. In addition, the LA Metro has collaborated with the CDC to establish a business loan program targeted towards businesses located next to major transit stops.

In Fiscal Year 2017-18, CDC kicked off its SMART Funding marketing campaign with a series of pamphlets, brochures and a presence on social media. With the assistance of this campaign, the CDC funded five loans for over \$1.3 million in FY 17-18. The CDC currently has seven active loan underwritings and is currently pursuing 50 potential leads. The anticipation is the underwriting pipeline will turn into pending loan approvals in future quarters.

Below is a table listing the Fiscal Year 2017-18 loans that have been funded to assist local area businesses.

### FY 2017-18 CDC COMMERCIAL LOANS FUNDED

COMPANY TYPE	DISTRICT	LOAN AMOUNT	USE OF FUNDS	DATE FUNDED	FUNDING SOURCE
Autoparts Manufacturer	1	\$300,000	Working Capital/Equipment	8/29/17	CDBG
Sewing Machine Repair and Retail	1	\$150,000	Working Capital/Equipment	4/6/18	EDA
Legal and Professional Services	2	\$480,000	Working Capital	9/26/17	EDA
Bakery and Deli	2	\$275,000	Working Capital	5/8/18	EDA
Education Technology	5	\$100,000	Working Capital	1/25/17	EDA
<b>TOTAL FUNDING COMMITMENT</b>		<b>\$1,305,000</b>			

EDA- Economic Development Administration CDBG- Community Development Block Grant  
Source: Los Angeles County Community Development Commission (CDC)

### Property Assessed Clean Energy (PACE)

In addition to the loan programs administered by the CDC, the County also manages a residential Property Assessed Clean Energy (PACE) Program, which makes loans to individual property owners through direct assessments on the property tax bill. Established pursuant to California Assembly Bill 811 (2008), the County's PACE Program provides financing for energy efficiency upgrades

and renewable energy installations on private residential property. In Fiscal Year 2017-18, the PACE Program funded approximately \$195 million in home energy improvements which created 1,925 jobs throughout the County. A summary of FY 2017-18 PACE assessments and job creation is provided in the table below.

<b>PACE ACCESSED CLEAN ENERGY (PACE) FINANCING PROGRAM FY 2017-2018</b>					
	<b>APPLICATIONS SUBMITTED</b>	<b>APPLICATIONS APPROVED</b>	<b>COMPLETED ASSESSMENTS</b>	<b>\$ AMOUNT OF COMPLETED ASSESSMENTS</b>	<b>ESTIMATED # OF JOBS CREATED</b>
<b>Jul-17</b>	<b>2,704</b>	<b>1,444</b>	<b>831</b>	<b>\$22,965,218</b>	<b>251</b>
<b>Aug-17</b>	<b>2,698</b>	<b>1,496</b>	<b>974</b>	<b>\$27,934,211</b>	<b>272</b>
<b>Sep-17</b>	<b>2,223</b>	<b>1,233</b>	<b>758</b>	<b>\$21,813,342</b>	<b>189</b>
<b>Oct-17</b>	<b>1,960</b>	<b>1,034</b>	<b>751</b>	<b>\$21,925,751</b>	<b>206</b>
<b>Nov-17</b>	<b>1,796</b>	<b>987</b>	<b>646</b>	<b>\$19,132,431</b>	<b>198</b>
<b>Dec-17</b>	<b>1,448</b>	<b>782</b>	<b>576</b>	<b>\$17,275,232</b>	<b>166</b>
<b>Jan-18</b>	<b>1,694</b>	<b>804</b>	<b>492</b>	<b>\$14,825,413</b>	<b>142</b>
<b>Feb-18</b>	<b>1,387</b>	<b>646</b>	<b>435</b>	<b>\$12,925,424</b>	<b>147</b>
<b>Mar-18</b>	<b>1,446</b>	<b>640</b>	<b>372</b>	<b>\$10,711,531</b>	<b>105</b>
<b>Apr-18</b>	<b>1,077</b>	<b>352</b>	<b>357</b>	<b>\$10,853,415</b>	<b>80</b>
<b>May-18</b>	<b>963</b>	<b>308</b>	<b>278</b>	<b>\$8,548,503</b>	<b>92</b>
<b>Jun-18</b>	<b>999</b>	<b>318</b>	<b>210</b>	<b>\$6,185,770</b>	<b>75</b>
<b>FY TOTAL</b>	<b>20,395</b>	<b>10,044</b>	<b>6,680</b>	<b>\$195,096,242</b>	<b>1,925</b>
<b>PROGRAM INCEPTION</b>	<b>100,219</b>	<b>61,110</b>	<b>34,567</b>	<b>\$940,087,493</b>	<b>9,233</b>

Source: County of Los Angeles Treasurer & Tax Collector

### Center for Financial Empowerment

The County’s Center for Financial Empowerment (CFE) was launched in 2016 as a two-year pilot-program to connect residents to resources that build household financial capability and wealth to achieve greater economic security and well-being. Households with financial goals, savings and other assets have greater stability and increased opportunity for upward mobility. In addition to income, families also need knowledge of and access to affordable financial products and services; incentives to encourage savings and investment; and consumer protections in the financial marketplace.

The Department of Consumer and Business Affairs administers the CFE and serves primarily two populations: 1) youth and young adults aged 16-24; and 2) those eligible for the State and Federal Earned Income Tax Credit (EITC). The CFE coordinates a Volunteer Income Tax Assistance (VITA) Program for the EITC-eligible population. The CFE worked with the Department of Public Social Services to bring VITA services to underserved areas in the County

and continued its partnership with the City of Los Angeles and a cohort of non-profit agencies to promote increased awareness of the EITC under the “Free Tax Prep LA” campaign. For the 2018 filing season, the “Free Tax Prep LA” collaborative helped constituents claim over \$8 million in State and Federal EITC dollars (a 23% increase from the previous year).

The CFE completed its pilot period, is working to establish permanency, and continues to market its services and expand its client base throughout the County. The CFE published and distributed over 1,500 copies of a comprehensive financial resource guide to County departments and non-profit agencies throughout the County. In addition, the CFE hosted two outreach events this summer to launch the Bank On Los Angeles County Program which aims to connect the county’s unbanked residents to safe and affordable bank accounts.



### CENTER FOR FINANCIAL EMPOWERMENT (CFE)

# PROGRAM RESULTS

**CASH FOR GRADS**  
FY 2017-2018

**474**

YOUTH TRAINED

INCOME TAX ASSISTANCE PROGRAMS 2017 Tax Season	
<b>FreetaxprepLA collaborative</b>	
The DCBA partnered with a cohort of cross-sector agencies to launch the FreetaxprepLA countywide awareness campaign.	
<b>Total returns filed:</b>	<b>14,317</b>
<b>Total refund dollars:</b>	<b>\$18,651,772</b>
<b>Total state and federal EITC dollars claimed:</b>	<b>\$8,693,694</b>
<b>County-run VITA program (DPSS and DCBA)</b>	
<b>Total returns filed:</b>	<b>452</b>
<b>Total refund dollars:</b>	<b>\$1,014,967</b>
<b>Total state and federal EITC dollars claimed:</b>	<b>\$622,025</b>

Department of Consumer and Business Affairs (DCBA)



# CAPITAL DEVELOPMENT





San Pedro Courthouse



Grand Avenue Project



The Economic Development Policy Committee has defined economic development projects as those where there is private sector participation that results in tangible economic development benefits beyond just the construction of County facilities. Private sector participation will be defined as

any material use of a County-owned, or County-funded, facility by a non-profit or private entity following completion and delivery of the project. Such use of the facility must result in direct economic development benefits for the community, including job creation for non-County employees, commercial development, retail investment, blight removal, affordable housing, or any other activity that improves the economic well-being of local residents.

The following projects and their impact on the community will be monitored for inclusion in future versions of the Scorecard. The Scorecard will seek to capture statistics such as the percentage of Local and Targeted Workers hired on the project, small business, disabled veteran business and social enterprise utilization, number of jobs created, increase in the tax base and percentage of affordable housing incorporated into the project, among other community benefits. While the majority of the County's economic development projects are managed by private developers, oversight is nonetheless provided by either the County CEO or the CDC.

### The CEO is responsible for managing the following projects:

#### SAN PEDRO COURTHOUSE

The vision of the San Pedro Courthouse Project is to provide public amenities and development to complement the City of Los Angeles' new San Pedro Waterfront Redevelopment project at the existing Ports O'Call Village. The City's redevelopment project is seen as a key step in transforming San Pedro's once industrial waterfront into a regional destination that includes dining, music, and tourist attractions. The Department of Public Works issued a developer solicitation in June 2018. Proposals were received in September and are currently being evaluated.

#### GRAND AVENUE PROJECT

The Grand Avenue Project Phase I, located on Grand & First in Downtown Los Angeles, consists of a mixed used development with residential and hotel towers, parking, public plaza, retail/commercial spaces, streetscape, and site landscaping on County-owned property (Parcel Q) developed by Related Company's Phase I Developer. Phase I is comprised of two high-rise towers, one including a hotel, and one including residential apartments and condominiums units.

The proposed hotel tower (Tower 1) will consist of an approximately 308 key rooms, 4-star Equinox hotel with meeting space and ancillary hotel amenities. The proposed residential tower (Tower 2) will combine approximately 323 market rate apartments with approximately 89 affordable housing units and approximately 113 market rate condominiums (20 percent of the gross number of apartment and condominium rentals.)

## HONOR RANCH PROJECT

The Honor Ranch project, located adjacent to Interstate 5 in Santa Clarita, consists of a feasibility study that includes project analysis for geotechnical, environment, design, entitlement, site surveys, and inspections of the County-owned Honor Ranch properties. The initial feasibility study included an evaluation of existing conditions and potential infrastructure upgrades that will be required to develop the site. The County released a Request for Information (RFI) on October 22, 2018. The RFI was distributed to potential developers in order for the County to evaluate potential development alternatives. The information obtained from the RFI will assist the County in determining the development opportunities that will: maximize revenues to the County; provide a project consistent with Board priorities such as environmental sustainability; and include significant community benefits.

## HARBOR-UCLA-LA BIOMED

The Harbor UCLA-LA BioMed project consists of new research facilities designed to accommodate a bioscience incubator. It will provide technical support and business services to assist researchers with advancing promising new biomedical discoveries to the next stage of commercialization. The objective is to retain and grow promising new technologies and the jobs they create for the benefit of County residents. The Board recently certified a Harbor-UCLA Medical Center Campus Master Plan Project Environmental Impact Report (EIR). This EIR includes the development of 250,000 square feet of buildings and associated surface and structured parking in the Bioscience Tech Park on the west portion of the Harbor-UCLA Medical Center Campus. Further, the Board directed the CEO to enter into an Exclusive Negotiation Agreement (ENA) with LA BioMed to include a vision, structure, and process for developing this bioscience tech park. Included in the tech park will be the biotechnical research facility and bioscience incubator designed to catalyze a bioscience ecosystem in Los Angeles County.

## The CDC has oversight responsibility for the following development projects:

### VERMONT CORRIDOR

Vermont Corridor is the redevelopment of seven County-owned parcels spanning three city blocks of the Koreatown area within the City of Los Angeles. The project area involves three separate sites, each with a unique development scenario. On May 22, 2018, the Board certified the final environmental impact report for the project and took several other actions allowing the Vermont Corridor project to proceed.



Vermont Corridor  
Site 1 – County Administrative Building



Vermont Corridor  
Site 1 – County Administrative Building

The development on Site 1 would involve removal of the existing Department of Parks and Recreation office building at 510 South Vermont, a vacant office building, surface parking lots and parking structure, and construction of a new 21-story building consisting of an 8-story parking structure with up to 965 spaces, a terrace level, and 12-story office tower, with approximately 7,500 square feet of ground floor retail space and public serving uses. An adjacent parking structure will also be

built with access around the corner on Shatto Place with 768 parking stalls to accommodate additional staff and guests. When complete, the new Vermont Corridor County Administration Building would accommodate the relocation of staff from the Department of Mental Health (DMH) and WDACS.

Development of Site 2 consists of a 66-year ground lease with Trammell Crow, which would involve the adaptive reuse of the existing 12-story DMH building into a maximum of 172 market rate residential rental units. Approximately 4,100 square feet of ground floor retail would be located along the main entrance on Vermont Avenue and 3,400 square feet of ground floor retail would be located along 6th Street.

Development on Site 3 will be for the construction of a new six-story 100 percent senior affordable housing project (available to senior tenants earning between 30 percent and 60 percent of area median income) containing 72 units, an approximately 13,200 square foot community recreation center, and a three-story underground parking structure, with 116 spaces. Site 1 of the Vermont Corridor Project broke ground on October 17, 2018. Demolition of Site 3 is currently underway.



Vermont Corridor  
Site 2 – Residential and Retail



Vermont Corridor  
Site 2 – Residential and Retail

## VERMONT – MANCHESTER

On April 26, 2018, the County gained possession of the property located at the northeast corner of Vermont and Manchester Avenue in south Los Angeles. The property is approximately 4.2 acres and is located along a busy transportation corridor. The entire site received environmental clearances under the Transit Priority Project CEQA exemption. The proposed project for the entire site includes a charter boarding school with the remaining area set aside for a mixed-use affordable housing development. After having been granted possession of the property in April, the County issued a Request for Proposals for development of the mixed-use affordable housing project. The County has secured environmental clearances that allow up to 180-units of housing and up to 50,000 square feet of commercial/retail space. An Exclusive Right to Negotiate Agreement was executed with the selected development team on October 22, 2018. A funding application for the affordable housing component was submitted to the CDC on October 23, 2018.

## 3RD AND DANGLER

The County and CDC own properties along the Gold Line Light Rail transit route in the Unincorporated East Los Angeles Area. The parcels are located at the northwest corner of East 3rd Street and South Dangler Avenue in East Los Angeles. The County and CDC consider the parcels to be ideally situated for a mixed-use, transit-oriented development opportunity.

A Request for Proposals for development of the property was released in October 2017. Proposals were received January 8, 2018. The proposals have been evaluated and a recommendation was presented to the County Board of Supervisors on July 31, 2018. An Exclusive Right to Negotiate Agreement was executed on September 20, 2018 with the selected development team.



Martin Luther King, Jr. Medical Office Building (MLK – MOB)

## MARTIN LUTHER KING, JR. MEDICAL OFFICE BUILDING (MLK – MOB)

The MLK – MOB project will be the construction of an approximately 52,000 square foot medical office building with 252 parking stalls located at the southwest corner of East 120th Street and S. Wilmington Avenue in the Willowbrook area of Los Angeles County.

As part of the Martin Luther King, Jr. Medical Center Campus, the MOB is to provide quality office space to private and non-profit tenants for administrative, medical outpatient services and health related services in coordination with the new MLK Hospital and MLK Outpatient Center.

The Board authorized the CDC to act as the County's agent for development of the MLK-MOB on September 26, 2017.

## FAIRVIEW HEIGHTS TOD PLAN

The Downtown and Fairview Heights Transit-Oriented Development (TOD) Plan sets urban design concepts, zoning regulations, development standards, design guidelines and streetscape plans for the areas within one-half mile of the Downtown Inglewood (Florence/La Brea) and Fairview Heights (Florence/West) stations on the Metro Crenshaw/LAX Line.

Over the past year, the CDC has worked collaboratively with the Los Angeles County Metropolitan Transit Authority (Metro) to select a development team from a Request for Proposals (RFP) issued in for the potential development of the County Properties contained within the Fairview Heights TOD plan. The County property is located at 923 East Redondo Beach Boulevard in the City of Inglewood, immediately adjacent to Metro's Crenshaw/LAX Line. LINC-Core, consisting of LINC Housing (a nonprofit) and National Community Renaissance (a nonprofit), was selected as the developer under an Exclusive Negotiation Agreement (ENA). The ENA was approved in November 2017, which includes an initial term of 18 months with options to extend the term up to an additional 12 months if needed.

The development team is comprised of seven (7) subcontractors and community partners. The development team has proposed a four-story, mixed-use development on the 1.44 acres at LEED Silver or higher with automotive and bicycle parking, multiple courtyards, and a community garden. The project will consist of 101 affordable residential units with 5,000 square feet of community room space and 5,000 square feet of commercial space.



LA Plaza Cultura Village Project

## LA PLAZA CULTURA VILLAGE PROJECT

The LA Plaza Cultura Village Project consists of a lease agreement between the County and the LA Plaza de Cultura y Artes Foundation (Foundation) to permit the development and use of a mixed-use, transit-oriented, infill development totaling up to 425,000 square feet (sq. ft.), including up to 355 residential units (for lease), with 20 percent of those reserved as residential units affordable to moderate-income households. Additional components include up to 50,000 sq. ft. of visitor-serving retail, including, but not limited to, a restaurant, a cafe, other food services, and a “commissary” or shared commercial kitchen space for culinary demonstrations and use by small businesses. These visitor-serving uses are intended to complement the Olvera Street retail and restaurant businesses.

The LA Plaza Project includes a historic paseo to link Union Station through the shops and restaurants on Olvera Street; through the El Pueblo de Los Angeles Historic District and the project, and extending to the Fort Moore Pioneer Memorial on North Hill Street; a rooftop restaurant and garden; bicycle amenities; and up to 786 parking spaces, including up to 150 replacement parking for the spaces removed by the Project and that would be made available to County employees.

In the most recent quarter, the project achieved 30.5 percent local hire, 15.9 percent disadvantaged worker hire, and 30 percent local job training for the public portion of the project (paseo and offsite improvements). For the private portion of the project (housing and commercial buildings) La Plaza Village LLC achieved 26.7 percent local hire, 15.5 percent disadvantaged worker hire, and 51 percent local job training. As of the last quarter, La Plaza Village LLC also trained 25 transitional employees over the duration of the project.

The project is targeted to complete construction by January 2019.

## EXPO/CRENSHAW SITE

Located at the intersection of the Expo Line and the future Crenshaw/LAX Transit Line, this site has superior regional connectivity to employment and activity centers including Santa Monica, Culver City, USC, Downtown Los Angeles and Los Angeles Airport. The guidelines for this site identify the opportunity for a culturally distinct gateway destination and pedestrian-scaled community serving residents and visitors with high quality and local-serving retail use and a range of housing types that are affordable to existing residents. It also identifies opportunities to foster job growth with attractive office or incubator space.



Expo/Crenshaw Site

The Expo Crenshaw project site is located at the southwest and southeast corners of Exposition and Crenshaw Boulevards, immediately south of the Expo Line; the proposed Crenshaw/LAX Line will run under Crenshaw Boulevard once completed. The potential development will take place on 1.66 acres of County-owned property and 1.77 acres of Metro-owned property, which are located in the City of Los Angeles. The Board of Supervisors approved the Short-Term Exclusive Negotiation Agreement (Short-Term ENA) between the County (acting through the CDC), Metro and the Watt Companies in December 2017.

The Short-Term ENA is an interim measure to allow the developer time to conduct additional community outreach prior to executing a full-term ENA. The Short-Term ENA also allows all parties the ability to directly communicate about project scope and team composition while engaging the community about the proposed project prior to committing to a long-term ENA.

As proposed, the project includes the following:

- 492 residential units, 15% (75 units) will be affordable for households earning 50% of the area median income (\$32,150);
- 47,500 SF of community serving space envisioned

to include a grocery store and restaurant space for locally-owned businesses;

- Business incubator space;
- Ground floor community meeting space;
- Mobility hub to provide bicycle and car share connections;
- Three (3) acres of public open space; and,
- An opportunity to add a station entrance on the County site to facilitate safe connections between the two transit lines.

The Short-Term ENA is for a period of six months with no extensions. Watt Companies, Metro and the County have engaged the community through meetings and have been negotiating the various components of the project. The project is currently in the community outreach and design phase. Should all parties agree to move forward, an Exclusive Negotiating Agreement would be drafted for approval by the Board of Supervisors that will allow for project refinement and entitlements to occur, in addition to negotiating the ground lease terms.



# REGIONAL ECONOMIC DATA

## ANNUAL UNEMPLOYMENT RATE (%)

LOCALITY	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018f	2019f
United States	4.6	5.8	9.3	9.6	8.9	8.1	7.4	6.2	5.3	4.9	4.4	4.0	3.9
California	5.4	7.3	11.2	12.2	11.7	10.4	8.9	7.5	6.2	5.4	4.8	4.4	4.2
Los Angeles County	5.1	7.6	11.6	12.5	12.2	10.9	9.8	8.2	6.6	5.2	4.6	4.3	4.1

Source: LAEDC Economic Update for Los Angeles County, October 2017  
2018f: 2018 Forecast



As home to more than 10 million residents with a labor force of around 5 million, it is essential to evaluate the regional economic trends in directing the County's Economic Development program. The regional economic data in this Scorecard highlights the

characteristics of the County economy that can help shape efforts related to: workforce development and job training; business assistance; financial assistance; business loans; and capital development.

The data presented in this scorecard shows that County employment is projected to grow at an average annual rate of just over 1% over the next five years, adding 235,500 jobs to the County workforce. According to the Bureau of Labor Statistics, the September 2018 unemployment rate in Los Angeles County was 3.8 percent, which is over 9 points below the July 2010 peak of 13.2 percent, and the lowest unemployment rate for the county in decades. The employment data shown on this page provides evidence that Los Angeles County has recovered from the recession of 2008-09. Yet there remain many indicators that show signs of economic weakness. This is particularly true for federal poverty level statistics, which reveal that the percent of individuals living below the poverty line in Los Angeles County remains high at 14.9%. To the extent that the County strives to influence local economic performance, there is a need to address the inequities that continue to exist in the Los Angeles economy.

One of the principal features of the County's economic development program is to focus resources on individual industries and occupations that are forecasted to experience future growth and expansion. The U.S. Bureau of Labor Statistics reports that in 2017, the median income in Los Angeles County was \$65,006. In contrast, according to the Los Angeles County Economic Development Corporation, the top five occupational groups that are projected to experience the most new job openings over the next 5 years are:

1. personal care and service occupations with a median annual wage of \$30,498;
2. food preparation and serving occupations with a median annual wage of \$28,194;
3. office and administrative support occupations with a median annual wage of \$42,326;
4. healthcare practitioners with a median annual wage of \$93,200; and
5. Sales and related occupations with a median annual wage of \$43,904.

The remaining tables in this Scorecard provide specific information regarding Los Angeles County industries and occupations, and their projected growth rates for the five-year period of 2017 to 2022. Given the County's role as the first layer of government in the unincorporated areas, the economic development programs referenced in this Scorecard can be expected to achieve their greatest impact within these regions.



## JOBS GROWTH BY INDUSTRY IN LOS ANGELES COUNTY

<b>JOBS (change over previous year)</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018f</b>	<b>2019f</b>
<b>Total Nonfarm</b>	89,800	76,800	77,000	92,800	108,900	56,900	47,800	34,300
<b>Natural Resources</b>	200	200	-200	-400	-300	-100	100	0
<b>Construction</b>	3600	7,000	3,900	7,700	6,900	6,400	5,200	9,400
<b>Manufacturing</b>	900	1100	-4400	-3,200	-6,400	-4,600	-1,400	-3,500
<b>Wholesale Trade</b>	6,100	6,800	3,800	3,200	1,300	1,700	1,300	1,500
<b>Retail Trade</b>	7,900	4,700	7,400	6,200	3,100	-1,300	2,500	2,000
<b>Transport / Warehousing / Utils</b>	2,700	3,000	5,900	8,100	9,100	600	1,100	0
<b>Information</b>	-400	4900	1,800	8,700	23,400	300	2,000	200
<b>Finance &amp; Insurance</b>	1800	-1,900	-3,800	1,100	2500	-200	800	400
<b>Real Estate / Rental &amp; Leasing</b>	600	2500	2,000	3,300	1,700	2,800	900	-100
<b>Prof / Scientific / Tech Services</b>	12,700	8,800	0	0	6500	5,200	2,200	1,200
<b>Management of Companies</b>	1,400	1,500	400	-700	-1000	500	200	-200
<b>Administrative &amp; Support</b>	12,900	12,500	6,000	2,900	4,200	3,400	8,800	7,500
<b>Educational Services</b>	200	3500	1,200	900	3,500	4,600	1,000	700
<b>Health Care / Social Assistance</b>	22,000	-900	17400	19,500	22,800	21,800	15,100	9,500
<b>Leisure &amp; Hospitality</b>	21,100	24,700	26,100	22,500	21,400	7,900	7,500	4,700
<b>Other Services</b>	4700	4,000	4,800	500	2,400	6,700	2,300	200
<b>Government</b>	-8,700	-5,600	5,000	12,300	7,800	1,200	-1,900	800

Source: LAEDC 2018  
2018f: 2018 Forecast

**INDUSTRIAL PROFILE 2017  
(% OF TOTAL EMPLOYMENT)**

	LA COUNTY
<b>TOTAL NONFARM PAYROLL EMPLOYMENT</b>	<b>100.0%</b>
<b>Good Producing Industries</b>	<b>11.1%</b>
<b>Mining and Logging</b>	<b>0.1%</b>
<b>Construction</b>	<b>3.1%</b>
<b>Manufacturing</b>	<b>7.9%</b>
<b>Service Providing Industries</b>	<b>88.9%</b>
<b>Wholesale Trade</b>	<b>5.1%</b>
<b>Retail Trade</b>	<b>10.1%</b>
<b>Transportation, Warehousing, Utilities</b>	<b>4.2%</b>
<b>Information</b>	<b>4.6%</b>
<b>Financial Activities</b>	<b>5.0%</b>
<b>Professional and Business Services</b>	<b>13.8%</b>
<b>Education and Health Services</b>	<b>17.7%</b>
<b>Leisure and Hospitality</b>	<b>11.9%</b>
<b>Other Services</b>	<b>3.4%</b>
<b>Government</b>	<b>13.0%</b>

Source: LAEDC 2018

**INDUSTRY EMPLOYMENT GROWTH  
PROJECTIONS 2017-2022 (LOS ANGELES COUNTY)**

	ANNUAL AVERAGE % GROWTH	CHANGE IN EMPLOYMENT (000s)
<b>TOTAL NONFARM PAYROLL EMPLOYMENT</b>	<b>1.1%</b>	<b>235.5</b>
<b>Good Producing Industries</b>	<b>-0.4%</b>	<b>-8.5</b>
<b>Mining and Logging</b>	<b>0.0%</b>	<b>0</b>
<b>Construction</b>	<b>1.8%</b>	<b>12.8</b>
<b>Manufacturing</b>	<b>-1.3%</b>	<b>-21.3</b>
<b>Service Providing Industries</b>	<b>1.2%</b>	<b>243.8</b>
<b>Wholesale Trade</b>	<b>-0.3%</b>	<b>-3.1</b>
<b>Retail Trade</b>	<b>0.7%</b>	<b>15.2</b>
<b>Transportation, Warehousing, Utilities</b>	<b>2.6%</b>	<b>24.9</b>
<b>Information</b>	<b>2.5%</b>	<b>26.4</b>
<b>Financial Activities</b>	<b>0.6%</b>	<b>7.2</b>
<b>Professional and Business Services</b>	<b>1.0%</b>	<b>29.4</b>
<b>Education and Health Services</b>	<b>2.4%</b>	<b>99.5</b>
<b>Leisure and Hospitality</b>	<b>1.3%</b>	<b>35.9</b>
<b>Other Services</b>	<b>0.6%</b>	<b>4.3</b>
<b>Government</b>	<b>0.1%</b>	<b>4.1</b>

Source: LAEDC 2018

## REGIONAL ECONOMIC DATA

SOC CODE	OCCUPATIONAL TITLE	2017	GROWTH PROJECTIONS 2017-2022		
		% OF EMPLOYMENT	NEW JOBS	REPLACEMENT	TOTAL
11-0000	Management Occupations	5.4%	12,200	24,600	36,800
13-0000	Business and Financial Operations Occupations	5.7%	12,400	19,100	31,600
15-0000	Computer and Mathematical Occupations	2.5%	7,100	5,500	12,600
17-0000	Architecture and Engineering Occupations	1.5%	1,300	6,800	8,100
19-0000	Life, Physical, and Social Science Occupations	0.8%	2,600	4,000	6,500
21-0000	Community and Social Service Occupations	1.9%	6,000	6,000	12,000
23-0000	Legal Occupations	1.0%	1,200	3,000	4,200
25-0000	Education, Training, and Library Occupations	5.8%	11,600	21,600	33,300
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	3.5%	7,600	19,000	26,600
29-0000	Healthcare Practitioners and Technical Occupations	5.0%	15,200	18,400	33,600
31-0000	Healthcare Support Occupations	2.2%	8,100	8,500	16,600
33-0000	Protective Service Occupations	2.6%	4,700	9,400	14,200
35-0000	Food Preparation and Serving Related Occupations	9.3%	35,500	56,700	92,200
37-0000	Building and Grounds Cleaning and Maintenance Occupations	2.3%	5,600	10,000	15,600
39-0000	Personal Care and Service Occupations	6.6%	44,900	17,600	62,500
41-0000	Sales and Related Occupations	9.6%	14,900	51,600	66,500
43-0000	Office and Administrative Support Occupations	16.0%	19,500	57,500	77,100
45-0000	Farming, Fishing, and Forestry Occupations	0.1%	40	600	620
47-0000	Construction and Extraction Occupations	2.5%	9,500	7,100	16,700
49-0000	Installation, Maintenance, and Repair Occupations	2.8%	5,200	11,400	16,600
51-0000	Production Occupations	5.6%	2,800	22,900	25,700
53-0000	Transportation and Material Moving Occupations	7.3%	14,600	31,800	46,400
00-0000	<b>TOTAL, ALL OCCUPATIONS</b>	<b>100.0%</b>	<b>242,700</b>	<b>413,300</b>	<b>656,000</b>

Source: LAEDC 2018

COMPOSITION OF BUSINESSES  
IN UNINCORPORATED LOS ANGELES COUNTY

CLASSIFICATION CATEGORY	NUMBER OF COMPANIES	PERCENTAGE BY BUSINESS	
Services	5,484	36.4%	64%
Retail	2,815	18.7%	
Other	1,369	9.1%	
Food Service	1,127	7.5%	36%
Health Care	1,038	6.9%	
Car Wash/Auto/Vehicle	825	5.5%	
Manufacturing	646	4.3%	
Wholesale	614	4.1%	
Transportation	339	2.2%	
Housing & Lodging	329	2.2%	
Contractors	236	1.6%	
Agriculture	164	1.1%	
Garment, Apparel & Textil Mfg	74	0.5%	
Landscaping & Gardening	14	0.1%	
<b>Total</b>	<b>15,074</b>	<b>100.0%</b>	

Source: Los Angeles County Assessor Data 2017

