

# EWDD UPDATES



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## News for the Week of December 10, 2018

### SOUTH VALLEY BSC HELPS OWNER OF HAPPIER CAMPER RECEIVE \$1.1M LOAN



The South Valley BusinessSource Center (BSC) helped entrepreneur Derek May, founder and owner of the Happier Camper travel-trailer rental business, qualify and receive a \$1,113,200 business term loan and \$100,000 line of credit to expand and hire up to 20 new employees. In 2010, Derek started a business that provides opportunities for customers to rent new and restored vintage, ultra-light trailers with an emphasis on

camper-friendly design, utility, and flexibility. As demand grew, Derek launched Happier Camper in 2014 where he began designing and manufacturing his own trailers. By 2018, Happier Camper began falling behind with demand and was only able to produce five trailers a month. A friend referred Derek to the South Valley BSC, operated by EWDD partner ICON CDC. He needed more space and inventory in order to satisfy his customers. Derek met with a South

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Valley BSC financial coach who conducted a business assessment and financial overview and uncovered what Derek was missing – working capital. In July 2018, with assistance from a South Valley BSC Financial Coach, Derek was successful in qualifying and receiving a business term loan of \$1,113,200 and a business line of credit of \$100,000 from Chase Bank. With this funding, Happier Camper was able to acquire the location next door and add a second production line that will increase monthly production from five to 12 trailers and add up to 20 new employees to operate the second production line.

## **EAST LA BSC HELPS CONTRACTOR ELOHIM INSTALLATIONS, INC. GROW BUSINESS**

The East Los Angeles Business Source Center provided extensive strategic planning and consulting services to ELOHIM Installations, Inc. in the past year, helping the business' sales grow from \$100,000 in 2017 to more than \$500,000 in 2018. The East LA BSC assisted with services ranging from corporate filing (change of company structure from Sole Proprietorship to S Corporation), business licensing, tax planning, small business training, business plan development, and financial planning services. ELOHIM Installations, Inc. is a Latino-owned General Contracting licensed business based in Boyle Heights. They provide general contracting services to commercial and residential clients throughout Southern California. Founded by entrepreneur Gilbert Sigala, an industry professional with more than 20 years of experience in the construction industry, ELOHIM Installations, Inc. has experienced exponential growth since it began to work with the East Los Angeles BSC in 2017. Operating as a sole proprietorship since 2006 and incorporating in 2018, with the assistance of the ELA Business Source Center, ELOHIM Installations, Inc. has grown from only \$100,000 in sales for Calendar year 2017 to over \$500,000 in sales in 2018. Additionally, the company has grown from two full-time employees in 2017 to more than eight full-time employees in 2018.

## EWDD AND LA:RISE

EWDD is a leadership partner of Los Angeles Regional Initiative for Social Enterprise (LA:RISE), a program designed to help individuals recently released from prison, the unsheltered or those at risk of homelessness and youth ages 18-24 who are neither in school nor working find jobs. Below is a success story from EWDD partner Coalition for Responsible Community Development (CRCD).

### LA:RISE – JOB SEEKER IS 1<sup>ST</sup> FEMALE DRIVER FOR LA GRAFFITI ABATEMENT DIVISION

LA:RISE participant Denise was facing financial hardship while dealing with the loss of her



father and brother, when a friend told her about EWDD partner Coalition for Responsible Community Development (CRCD), which offers educational services and job services, including a partnership with the LA: RISE program. Denise completed her application and interviewed for a position as a driver. “My goal was to become the first female driver for CRCD Enterprises,” she said. “I’ve taken a lot of steps to get to this point and I’m determined to see my dream become a reality.” She learned that in order to qualify, she would need her high school diploma. Joe Gamez, Vice President of CRCD Enterprises, mentored Denise and encouraged her to get her diploma. Denise graduated from CRCD Academy, received her high school diploma and went on to complete 300 hours of work with CRCD where she applied for the position of bus driver. Denise got the job, and reached her goal. She is now the first female driver for the Graffiti Abatement Division

for the City of Los Angeles Office of Community Beautification. Through Denise's hard work, perseverance, and dedication she has paved the way for future female drivers.

**BUSINESS METRICS:**

<b>LABSCs Reporting:</b>	North Valley, West Valley, South Valley, South LA, East LA, Mid City, Central West, Hollywood and Harbor	
Microenterprise enrolled		20
Microenterprise assisted		41
Small businesses enrolled		8
Small businesses assisted		26
Number of BSC clients who attended workshops		81

**WORKFORCE METRICS:**

*(arrows indicate weekly trend)*

**CalJobs** *(online and mobile)*



590  
Registrations  
.05%

**WorkSource Centers**



1,849  
Enrollments  
23%

"Updates" is the weekly report from the EWDD General Manager to the Office of Mayor Eric Garcetti, and is produced by EWDD's communications section. If you have questions, comments or wish to have a contribution considered for an upcoming "Updates," please contact Jamie Francisco at (213) 744-9048 or [Jamie.Francisco@lacity.org](mailto:Jamie.Francisco@lacity.org)