



CITY OF LOS ANGELES
SMALL BUSINESS COMMISSION

Wednesday, June 9th, 2021 9:00-11:00 am

1. **CALL TO ORDER / ROLL CALL**

Small Business Commissioners (6): Mott Smith, Jesse Torres, Charles Lew, Gail Lara, Roslyn Simpson, Elise Swanson

City of Los Angeles Representatives: Fred Jackson, Jacqueline Rodriguez, Kwesi Hanciles

The meeting was called to order by Commissioner Smith at 9:11 am on June 9th, 2021.

2. **Approval of Meeting Minutes**

Commissioner Torres motions to approve the meeting minutes. The motion was seconded by Commissioner Lara.

3. **Public Comment**

No Public Comment.

4. **Presentation by Councilmember Paul Krekorian and City's Chief Procurement Officer Shannon Hoppes**

Commissioner Smith introduces Councilmember Krekorian and Chief Procurement Officer Hoppes. Councilmember Krekorian provides information on the Los Angeles Small Business Commission and its establishment, the current state of the economy in Los Angeles as well as support and resources that he feels should be provided in efforts for business recovery and assistance. Krekorian also provides insight on the City's budget elaborating on the funds that are going to be allocated to assist restaurants and other small businesses, emphasizing the JEDI Zone program which he explains will provide substantial incentives to those making investments in targeted communities.

Councilmember Krekorian then expands on the importance of procurement in the City of Los Angeles and how a larger amount of those dollars should be circulating within the City of Los Angeles's economy. Councilmember Krekorian expands upon the topic of procurement presenting the revamping of the Los Angeles Business Assistance Virtual Network (LABAVN) system that he explains will be more user friendly and more up to date. The importance of this program launching now will prepare Los Angeles for events such as the Olympics and the Superbowl and will further provide support for businesses to benefit and gain access to the opportunities presented by the City of Los Angeles.

Chief Procurement Officer Shannon Hoppes is introduced by the Councilmember to present the updates to the procurement process and how it will benefit the businesses in Los Angeles. The new LABAVN platform will contribute to economic recovery as a whole and will also provide economic opportunity for businesses in the form of networking, equal distribution of work, and forecasting in addition to upgrading LABAN. The City will also now use salesforce to centralize data from 8 different systems providing access to forms, centralized data, and even real-time solution support. The plan is to launch the regional portal for LABAVN in the Fall of 2021 with goals for a centralized regional vendor profile and certification repository, centralized contracting a payment database as well as increased compliance without added administrative burden.

Small Business Commission comments

Commissioner Torres poses a question regarding the launch of the new features and receives understanding from Mrs. Hoppes that they plan on rolling out some of these features in the Fall of 2021 though the full development of the new LABAVN will be at least a four-year project. Commissioners Swanson and Lara thank Mrs. Hoppes for the efforts of her and her team. Commissioner Smith inquires how soon until wet signatures are no longer required for City of Los Angeles agreements which will streamline processes and applications. Mrs. Hoppes explains that it will be an ongoing process for wet signatures to no longer be necessary and though it is in the process she couldn't provide a date of the abolishment of the requirement of wet signatures.

Public Comments

Sam Bar Joud- Inquires if there is an implementation plan to give small businesses a fair chance at procurement jobs that general contractors secure because they are billable when some small businesses with all other requirements are not. Mrs. Hoppes explains that the reasoning behind revamping the procurement process is to serve that concern as well as others.

Jack Ochoa- Asks why do agencies like LAWA and LAUSD have a 25% goal of procurement contracts being given to Los Angeles-based businesses and the City of Los Angeles does not?

Mrs. Hoppes replies that those goals are project-based and not an organizational goals, but the City is looking into how they can do that along the same project-based lines.

Keith Hunt *Choice Technical Services*- Urges the small business commission to focus on inclusion where small businesses are losing jobs in the procurement process when they possess the same skills and qualifications as larger companies who are awarded City contracts.

"EDUCA" – Explains that in other cities such as Bakersfield her company can build single-family and multi-family housing for affordable prices and is wondering how to secure land in the City of Los Angeles for affordable prices so they can build affordable housing? Mrs. Rodriguez suggests they connect after the meeting to discuss auctions and other options for securing affordable land in Los Angeles.

Lisa Laster- Inquires if a copy of the presentation from the Chief Procurement Officer will be available. Mrs. Rodriguez assures her that the presentation will be emailed to her following the meeting if she provides her email in the chat section.

"EDUCA"- Comments on BAVN id 200-204 that deal with line drawing and DIS maps being misleading because the specifications won't allow her to submit a bid due to lack of information. She'd like to know if it is possible to rework the scope of work to provide further clarification for an accurate bid? Andrew Choi suggests "EDUCA" emails the CPO team to receive further clarification on how to go about that process.

Don Phravorachith- Inquires if there is any available nontraditional funding from the City of Los Angeles for small businesses and how to introduce to new disinfectant products to City-funded projects? Mrs. Rodriguez provides Don with insight on non-tradition funding options provided by the BusinessSource centers. On introducing new disinfectant products she will have to research how to get that information to the departments that will need the products she is referring to. Mr. Choi replies to Don's question regarding creating networking avenues for small businesses within the City of Los Angeles to secure projects specifying that this is an issue that is being looked at closely by the procurement office and will further be considered until a fluid solution is identified.

5. EWDD Staff Update

Mrs. Rodriguez provides updates on the following programs:

American Rescue Plan Act (ARPA) – \$50 million dollars allocated from the City of Los Angeles to grants, JEDI Zone program, and other programs that will benefit and restimulate the economy in the City of Los Angeles, etc.

Jobs and Economic Development Incentive Zones (JEDI Zones)- Economic and Workforce Development Department (EWDD) was tasked with the creation and feasibility of a Jobs and Economic Development Incentive Zones (JEDI) Zones Establishment Policy and related incentives. EWDD updated the list of City economic development programs, incentives, and services (65) currently provided by the City and outlines economic development programs and incentives for underrepresented and developed areas that are successful in other jurisdictions. There currently aren't any designated JEDI Zones through EWDD plans to have 7 approved zones by the Fall of 2021.

Mrs. Rodriguez also elaborates on ARPA funds being used on initiatives that will bridge the gap in the digital divide between businesses and current times. These funds will also be used on funding façade improvement projects to increase the appeal of commercial businesses in the City of Los Angeles. The City's consolidated plan also has increased the funding for the BusinessSource centers which provide a large number of resources for a small business which include business counseling, nontraditional financing, tax incentives, etc. Business incubators and Healthy Neighborhood markets will also benefit from the funding from the consolidated plan providing more funding for these programs to continue to flourish.

6. Small Business Commission Website Presentation

Mr. Hanciles presents the beta webpage for the Small Business Commission that is set to go live.

7. Small Business Commission Survey

Mr. Hanciles provides statistics outlining the results of the small business commission's survey that 609 businesses responded to. The results from the survey will provide the Small Business Commission with economic insight for the focus of the workplan.

ADJOURNMENT

June 9th, 2021 11:54 AM