

EWDD'S WEEKLY UPDATES



SUCCESS STORIES WEEK OF MARCH 28, 2022



HOLLYWOOD BSC HELPS DR. REMEDY LOAN ISSUE

The Hollywood [BusinessSource Center \(BSC\)](#) recently helped Dr. Ryan Osborne refinance a loan that allowed him to maintain office space and move

toward constructing a new location for his business, the [Osborne Head and Neck Institute \(OHNI\)](#).

Dr. Osborne (pictured above) was born in South Los Angeles and raised by a single mother. By attending school by day and working at night, his mother graduated from Cal State LA to become a physician's assistant. Inspired by his mother, Dr. Osborne excelled in school and went on to pursue an undergraduate degree at the University of California, Berkeley and then went on to UCLA for Medical School. After completing his medical degree, Dr. Osborne completed his internship, residency and fellowship at Los Angeles area hospitals. In 2003, he started the Osborne Head and Neck Institute (OHNI), which provides comprehensive medical and surgical care for patients with head and neck medical conditions. His multicultural staff is comprised of Native Angelenos who speak six languages to accommodate the institute's international clientele. [Dr. Osborne and OHNI were featured in the first episode of season 6 of the popular show Dr. Pimple Popper](#), where his team performed a procedure to remove several large tumors from a man's nose, allowing him to breathe normally and greatly improve his quality of life. The surgery has been viewed nearly 7.2 million times on YouTube.

From 2003 to 2021, OHNI rented office space at the Cedars-Sinai Medical Towers. In 2018, in an effort to control overhead and allow for continued development and growth, OHNI decided to purchase a building that could house the institute. A construction loan was being finalized for the project in March 2020, when it was halted due to COVID-19. Thus, Dr. Osborne obtained a one-year construction loan that would not defer interest payments until construction was completed. Due to COVID-19, building and construction permits were delayed until August 2021, creating a situation in which Dr. Osborne had to pay rent for medical office space while simultaneously paying interest on a multi-million dollar construction and real estate loan for a building that was not yet ready to be occupied.

Dr. Osborne was referred to the Hollywood BSC for assistance. After conducting a needs assessment, it was determined that the only solution was to refinance the loan. The Hollywood BSC also helped Dr. Osborne obtain a revolving line of credit to offset interest payments until construction was complete, at which time the line of credit would be added into the long term loan. This method helped reduce Dr. Osborne's financial burden by more than 60 percent during construction. Once completed, OHNI will be able to move into the new office building, cease paying rent, and consolidate the debt into a long term loan.

The bank agreed to the terms on the line of credit until construction could be completed, freeing up cash flow that allowed Dr. Osborne to continue to operate a thriving practice.

However, due to COVID-19, construction materials rose more than 60 percent, which required Dr. Osborne to obtain additional funds to complete the construction. The Hollywood BSC continues to work with Dr. Osborne and helped him find an additional \$1.1M to complete construction on the new building.

The Osborne Head and Neck Institute (OHNI) is located in [LA City Council District 5](#).



FUNDS HELP BUSINESS WITH COVID-19 RECOVERY

The South Valley [BusinessSource Center \(BSC\)](#) recently helped long-term client Juan Carlos Hernandez, owner of Jumarka CNC Manufacturing, obtain \$40,000 in COVID-19 relief funding, which allowed him to retain three employees and cover pandemic related expenses.

[Jumarka CNC Manufacturing](#) is a small, family-owned business located in Chatsworth. Their current projects include manufacturing windows and gym equipment. They also offer finishing and cleaning steel services such as powder coating and sandblasting.

After gaining 11 years of experience in CNC machining, Juan (pictured center) launched the business in 2015 with the intent of providing a better future for his family and creating jobs in the community. Juan's wife Maria Rodas (left) and his daughter Katherine Hernandez (right) are also active with the business.

Juan first connected with the South Valley BSC in 2016, which is run by EWDD contractor ICON CDC. He contacted South Valley BSC program manager Luis Luna for guidance on questions related to seeking funding for his newly launched business. At the time, the business did not meet the requirements needed to apply for funding, but Luis provided Juan with the steps to be able to secure financing in the future.

Luis recommended opening a business bank account and advised on the importance of avoiding late payments and having business financial statements ready. In 2021, after being financially impacted by the pandemic and unable to access any COVID-19 relief funding, Juan once again turned to the South Valley BSC. This time, Luis was able to help him secure funding now that the business had financial statements such as profit and loss, balance sheets and income statements prepared. Luis assisted Juan with loan packaging, seeking a lender and grant opportunities. Luis also provided technical assistance to successfully submit the loan and grant applications.

With the direct assistance of the South Valley BSC, Juan was able to access \$40,000 in COVID-19 relief financial assistance. The funding, which included \$15,000 in CA COVID Relief Grant and a \$25,000 COVID-19 relief loan, was used to cover past-due rent, operating expenses, and salaries. It also led to the retention of three full-time employees and the creation of a part-time administrative assistant position.

“I definitely recommend the BusinessSource Center to other businesses because they provide you with the necessary support and tools to better structure your business and be able to grow,” Juan said.

Jumarka CNC Manufacturing is located in [LA City Council District 12](#).



MICROENTERPRISE RECOVERY GRANT PROGRAM Financial Recovery Grants for Eligible Microenterprises in the City of Los Angeles **\$8.5 MILLION** in grant funding

To learn more & to apply, visit: bit.ly/MicroenterpriseGrant

Applications will close April 15, 2022

The banner features a photograph of a man and a woman, both wearing aprons, sitting at a table and looking at a laptop. The background shows a shop or office setting with shelves and a counter.

1,125 APPLY FOR MICROENTERPRISE GRANT

EWDD has received 1,125 applications for the Microenterprise Recovery and Equity Fund grant programs. Up to \$15,000 in grants will be available to microenterprises to aid their economic recovery from COVID-19. Applications close at 11:59PM Friday April 15, 2022. To be eligible, businesses must be for-profit, have five employees or less (including the business owners), and be located and operate within the City of Los Angeles. Funds can be used for operating expenses, including but not limited to payroll, lease payments, insurance, and inventory. For additional information, including the full list of eligibility requirements and a link to the application portal, visit bit.ly/MicroenterpriseGrant.

The Women's Equity Fund grant program supplements the Microenterprise Recovery Grant Program, with \$1 million set aside specifically for women-owned businesses. The Equity Fund grant program is led by LA City Council President Nury Martinez. Eligibility requirements are the same as the Microenterprise Recovery Grant. For additional information, visit: bit.ly/EquityFundLA.

EWDD's BusinessSource Centers are available to provide technical assistance through the application process. To reach your nearest BusinessSource Center, visit bit.ly/LABusinessSource.



EQUITY FUND

Funding to supplement the Microenterprise Recovery Grant Program, targeted toward women entrepreneurs

\$1 MILLION in funding

LOS ANGELES CITY COUNCIL PRESIDENT
NURY MARTINEZ
COUNCILWOMAN 4TH DISTRICT

Applications will close April 15, 2022

EWDD METRICS



WorkSource Centers assisted:

1,102 Walk-in visits
1,591 Phone calls and emails
309 Unemployment Insurance



YouthSource Centers - HIRE LA's Youth:

8,653 Applications
2,143 Youth in application pool
3,693 Youth enrolled



BusinessSource Centers assisted:

133 Microenterprises
53 Small Businesses
19 Sidewalk Vendors
130 Virtual Workshops



The Economic & Workforce Development Department is headquartered in the Garland Building located at 7th street and Garland Ave in downtown Los Angeles.

[1200 West 7th Street](#)
[Los Angeles CA 90017](#)

213-744-7300
711 for TRS (TTY)

If TTY/TTD is needed to contact us, please use 711 for Telecommunication Relay Services (TRS)

If you have any questions, comments, or wish to have a contribution considered for inclusion in an upcoming "Updates," please feel free to contact Jamie Francisco at (213) 744-9048 or Jamie.Francisco@lacity.org
