



**Economic & Workforce
Development Department (EWDD) Weekly Updates**
NEWS FOR THE WEEK OF JULY 12, 2021

Success Stories



FIRE RESTORATION WORKER SETS TRAIL TO BECOME PARK RANGER

From November 2020 through April 2021, Jesse Portillo was part of a crew responsible for restoring landscapes destroyed by the Woolsey Fire, which burned nearly 97,000 acres throughout Los Angeles and Ventura Counties. During his time with the crew, Jesse (above left and right) gained valuable work experience felling large trees with chainsaws in Ramirez Canyon Park in Malibu and completing detailed trail work on the New Millennium Trail in Calabasas. Jesse's job training was funded by the California Employment Development Department (EDD) National Dislocated Workers Grant (NDWG), which provided paid work experience for workers to assist with recovery efforts to

residents and businesses that were severely impacted by the megafires.

In Spring 2021, Jesse began applying for work as a ranger for the National Parks Service (NPS). The combination of skills and work experience he gained through the NDWG grant program, along with his prior experience as a U.S. Marine, helped make Jesse an ideal candidate for NPS. He is currently stationed at Zion National Park in Utah, where he juggles both office and field responsibilities. He said he greatly enjoys serving as a naturalist for the public. As COVID-19 restrictions continue to ease, the number of park visitors to the park has increased significantly, keeping Jesse and his colleagues very busy. EWDD partner Managed Career Services, Inc. (MCS) helped administer the NDWG, which has provided temporary employment to hundreds of Angelenos.



Guiding small businesses toward economic recovery

SOUTH VALLEY BSC HELPS LULU'S SKIP LAYING OFF 20 EMPLOYEES

The South Valley BusinessSource Center (BSC) recently helped Mike Camorlinga, owner of Lulu's Restaurant and Sports Bar, obtain COVID-19 financial relief to retain 20 jobs and keep the 44-year-old establishment open. Lulu's Restaurant and Sports Bar is has been welcoming and serving customers in the San Fernando Valley since 1976.

In 2012, Mike, a general manager who started at the restaurant as a busboy and later was promoted to cook, was presented with the opportunity to achieve his life-long dream of purchasing the restaurant. Mike's siblings are also managers in the restaurant. "Every single year since I took ownership has been very rewarding, especially with being able to work with such great people who enjoy coming to work every single day," he said. Mike lists his biggest accomplishment as being able to provide employment to 33 different families, even during the challenging times that the pandemic has brought upon his business. "My staff is what has kept me motivated and has given me hope to keep operating and pushing through these difficult times."

When the Safer at Home orders went into effect in March 2020, Mike thought that the lockdown would only be for a short period and he was confident that it would not affect his business. As months passed, Mike considered shutting down the restaurant. “We had online sales but it did not make too much sense to keep operating with such a high overhead and sales plummeting to a terrifying 40 percent of our average monthly sales.” Mike was able to obtain funds from the first and second rounds of the Paycheck Protection Program (PPP), but even then, it was not enough to fully keep the doors open. In early 2021, Mike found himself in the same position of considering closing his restaurant after exhausting all his COVID relief funding options. This is when Mike reached out to Ruth Aguilera, a Business Service Manager at the West Valley Worksource Center for COVID-19 financial resources. Ruth referred Mike to Luis Luna, Program Manager and Financial Advisor at the South Valley BusinessSource Center. Luis met virtually with Mike and informed him about the SBA Restaurant Revitalization Grant, which launched in early May. Luis assisted Mike with loan preparation assistance such as gathering required business financial documentation, profit and loss statements, business tax returns and business bank statements. As soon as the online platform opened on May 2nd, Luis and Mike met virtually to successfully complete and submit the Restaurant Revitalization Grant application. A few weeks later, Lulu's Restaurant received the grant funding that saved 16 full-time positions and four part-time employee positions. Since then, Luis and Mike have continued to meet to discuss the post-COVID rebuilding phase, which includes strategizing ways to attract customers back to the restaurant, purchasing the restaurant building under the SBA 504 Loan, and possibly expanding to a second Lulu's Restaurant location.

Lulu's is located in LA City Council District 6.



EWDD Incubators - Cultivating New Entrepreneurs

GRID110 CELEBRATES 6TH ANNIVERSARY, 200 COMPANIES ASSISTED

Grid110, a 501c3 clean technology start-up incubator dedicated to helping entrepreneurs launch their businesses, recently celebrated its sixth anniversary and the 200 companies it has assisted since it was founded. “Just like our companies, Grid110 started as an idea. Our founding team came together to create a community that they wished existed at the time. A community that

better reflected the diversity of innovators and businesses they saw in their Downtown LA neighborhood and the greater Los Angeles area. This shared vision was so powerful that their idea soon became a reality, beginning with its 1st cohort of amazing innovators in 2015. 200 companies later, what began as a grassroots effort has grown into a leading program and community for early-stage entrepreneurs in Los Angeles,” said Grid110 Program Lead Carolyn Jones in a blog post on Medium.

Grid110 recently launched its 21st cohort (pictured above), which features roughly 15 companies cultivating businesses that provide a wide range of services, from food service to retail to helping musically inclined individuals with autism find work. Grid110 offers a Residency Program, which is designed for early stage companies that are typically post-launch and have evidence of traction/validation in the form of users, revenue and/or funding. Grid110 also offers its Idea to Product (I2P) program, which supports ideation and concept stage entrepreneurs. Through their two cohort-based accelerator programs, Grid110 provides founders a growing community of fellow entrepreneurs, expert mentorship, and crucial resources.

EWDD administers and supports Grid110 through Community Development Block Grant (CDBG) funding.

LINKS to COVID-19 RESOURCES

JOB RESOURCES

LA JOBS PORTAL: jobs.lajobsportal.org

VIRTUAL ORIENTATIONS: bit.ly/LAjoblosshelp

BUSINESS RESOURCES

LA REGIONAL COVID FUND: lacovidfund.org

SMALL BUSINESS PROGRAM: ewddlacity.com/index.php/small-business-loans

LA CARES Corps: coronavirus.lacity.org/CARESCorps

BusinessSource Centers: bit.ly/LABusinessSource

WorkSource Centers: bit.ly/EWDDWorkSource

YouthSource Centers: bit.ly/EWDDYouthSource

EWDD Metrics

WORKFORCE DEVELOPMENT DIVISION

WORKSOURCE CENTER CONTACT PERFORMANCE (COVID-19) July 6, 2021 to July 9, 2021

Number of walk-ins	1,176
Number of walk-ins by appointment	559
Number of call/emails	2,147
Number of calls regarding Unemployment Insurance (UI)	624

YOUTH WORKFORCE DATA FY 20-21 (HIRE LA'S YOUTH) Week ending July 9, 2021

Number of applications	2,654
Number of youth in lottery pool	123
Number of youth enrolled	23
YouthSource Center (YSC) enrollments	82
YSC enrollment goal	2,100
Percent complete	3.9%

ECONOMIC DEVELOPMENT DIVISION

LOS ANGELES BUSINESSSOURCE CENTERS (LABSCs) METRICS

July 6, 2021 to July 9, 2021

LABSCs Reporting: North Valley, West Valley, South Valley, South LA, East LA, Mid City, Central West, Hollywood and Harbor

Microenterprise assisted	79
Microenterprise enrolled	5
Small businesses assisted	21
Small businesses enrolled	1
Number of BSC Clients who attended virtual workshops	20
Sidewalk vendors assisted	9
Sidewalk vendors enrolled	0



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

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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.