

# Los Angeles County Economic Opportunity Grants and Business Resources

Department of Economic Opportunity

Daniel Kelleher, Assistant Director



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COUNTY OF LOS ANGELES

# Who We Are

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## Mission

We create quality jobs, help small businesses and high-road employers start and grow, and build vibrant communities and spaces.

## Vision

An equitable economy with thriving local communities, inclusive and sustainable growth, and opportunity and mobility for all.



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# Economic Opportunity Grant Program (EOG)

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Microbusinesses, Small Businesses & Non-Profits



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# Economic Opportunity Grant Program (EOG)

- Over \$54M in Grants for Microentrepreneurs, microbusinesses, small businesses, small non-profits, and very small non-profits.
- Use of funds is to address operational costs, debt incurred during pandemic, cover decreased revenue, reduce/eliminate debt from compliance with COVID-19 health and safety measures
- Grant sizes: \$2,500, \$15,000; \$20,000; \$25,000
- Eligibility Criteria based on gross annual receipts (GARs)
- Access to technical assistance partners
- **Applications Due May 31<sup>st</sup>!!!**
- <https://grants.lacounty.gov>



## Phase 1 Microbusinesses

- Grants of \$2,500 for microbusinesses
- Less than \$50,000 in revenue in 2019 taxable year
- Located and operating in the County of Los Angeles, including the City of Los Angeles
- Five or fewer employees
- Started prior to December 31, 2019
- Have not received a California Small Business Covid-19 Relief Grant

## Phase 2 Micro and Small Businesses and Non-profits

**Microbusinesses:** Grants of \$15,000 for microbusinesses with under \$100,000 in revenue in either 2019, 2020, or 2021 taxable years that are located and operating in the County of Los Angeles, excluding City of Los Angeles; must have started prior to December 31, 2021.

**Small Businesses:** Grants of \$20,000 for small businesses between \$100,000 and \$2 million in revenue in either 2019, 2020, or 2021 taxable year that are located and operating in the County of Los Angeles, excluding City of Los Angeles; must have started prior to December 31, 2021.

**Non-profits:** Grants of \$20,000 for small nonprofits under \$1 million in revenue in either 2019, 2020, or 2021 taxable years that are located in Los Angeles County, or its incorporated cities (which may include the City of Los Angeles); must have started prior to December 31, 2021.

Grants of \$25,000 for nonprofits with revenue between \$1 million and \$5 million in either 2019, 2020, or 2021 taxable years that are located in Los Angeles County, or its incorporated cities (which may include the City of Los Angeles); must have started prior to December 31, 2021.

## PHASE 2: Non-profit Eligibility

[grants.lacounty.gov](https://grants.lacounty.gov)

- 501(c)(3) or 501(c)(6) or 501(c)(4) or entities with a 501(c)(19)
- Located in Los Angeles County, or its incorporated cities (which may include the City of Los Angeles)
- Have annual gross revenue of under \$5 million based on 2019 or 2020, or 2021 taxable years
- Non-profit must have started prior to December 31, 2021
- Priority for organizations that provide direct workforce training, job preparation or placement, and career building services to youth populations (age 16-25)
- Priority for non-profits located in the highest or high COVID-19 impacted geographic areas .

## PHASE 2: Eligible Use of Funds

[grants.lacounty.gov](https://grants.lacounty.gov)

- Employee payroll expenses
- Working capital to continue operations
- Payment of outstanding business expenses
- Costs resulting from COVID-19 and related health and safety restrictions or business interruptions or closures incurred because of COVID-19



# EOG - Required Documents

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# EOG PHASE 2 NON-PROFITS: REQUIRED DOCUMENTS

- ☐ Signed federal 2019 or 2020, or 2021 Tax Return - Form 990 for Nonprofit types
- ☐ Copy of IRS 501c3, 501c4, 501c6 and 501c19 Tax Filing
- ☐ Current Business License or Permits. If current license is not available, expired business license with proof of renewal payment made
- ☐ Valid bank account (required) - 2 most recent months of bank statements.  
Valid bank account must be linked via Plaid, which will be embedded in the application.
- ☐ Government-Issued ID uploaded via Persona, which will be embedded in the application.  
Acceptable forms of government- issued ID:
  - Driver's License
  - State ID or Passport
  - Foreign ID (Matricula Card)
  - Foreign Passport
- ☐ CA Secretary of State (SOS) Filings, as applicable to business structure type (Corp., LLC, or Partnerships)
- ☐ Fictitious Business Name filing, if applicable
- ☐ Partnership Agreement, if applicable
- ☐ Signed Applicant Certification form



[grants.lacounty.gov](https://grants.lacounty.gov)

# EOG – Application Assistance

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# FOUR (4) LEVELS OF APPLICATION ASSISTANCE

The website provides links for application assistance and support, which will be provided by SBDC and partners throughout the life of the program and includes:

**LEVEL 1:** Online and live webinars to guide applicants through the process

**LEVEL 2:** EOG Application Assistance Center at **(833) 364-7268** to speak directly with a SBDC business counselor to answer any questions

**LEVEL 3:** 1:1 virtual or in person sessions with SBDC Business Counselors

**LEVEL 4:** In-person local community engagement events and street team drop-ins

All these options are available to any applicant.

**Application assistance & guides are available on the website in the following languages:**

Arabic, Armenian, Cantonese, Mandarin, Russian, Spanish, Tagalog, Farsi, Hindi, Japanese, Khmer, Korean, Thai, and Vietnamese.

**[grants.lacounty.gov](https://grants.lacounty.gov)**

*Grow. Succeed. Thrive.*

# Upcoming Webinars

## EOG Grant Info Session in Spanish

- Monday, May 29<sup>th</sup>, 12-1pm

## EOG Grant Info Session in English

- Tuesday, May 30<sup>th</sup>, 12-1pm

## How to Complete Your EOG Application

- Wednesday, May 31<sup>st</sup>, 11-12pm



[grants.lacounty.gov](https://grants.lacounty.gov)

Grow. Succeed. Thrive.

# Who to Contact

EOG Application Assistance Center

1-833-364-7268

EOG Tech Support

1-866-238-0516

Website

<http://grants.lacounty.gov>

Department of Economic  
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Daniel Kelleher, Assistant Director  
[dkelleher@opportunity.lacounty.gov](mailto:dkelleher@opportunity.lacounty.gov)



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# DEO – Small Businesses Services

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The **Department of Economic Opportunity** offers **no-cost** business and workforce services.

## Workforce Development Services

- Talent Recruitment:** We conduct one-on-one counseling sessions with your business to identify opportunities to recruit and hire new and diverse talent.
- Employee Upskilling:** We assist your business with the development of a low to no-cost customized training program to build a pipeline of qualified workers to meet your workforce needs.
- Funding Programs:** We save your business time and money by connecting you to our workforce programs that help expand your business while leveraging our subsidized wages funds.
- Layoff Aversion:** We help your business avoid layoffs by identifying preventative measures that can keep your business on track for success.
- Credits & Incentives:** We provide your business guidance and assistance in applying for new and established workforce related tax credits and incentives.

**[BizDev@opportunity.lacounty.gov](mailto:BizDev@opportunity.lacounty.gov)**



# Business Services

- 1:1 Business Counseling
- Technical assistance in competing for other public contracting opportunities (APEX Accelerator)
- Certifications and preference programs for County contracting
- Workshops and business development training

At the **Department of Economic Opportunity**, we leverage our regional expertise and partnership to help your business or non-profit certify, grow and thrive.

## Small Business Development Counselor

We work closely with you to create an action plan to start and grow your business in LA County. Our team of business services experts will then find personalized solutions that will help you meet your business goals and become contract ready.

## Apex Accelerator Counselor

APEX, formerly PTAC, is administered by the Department of Defense, Defense Logistics Agency (DLA). With over 300 local offices nationwide connect to 1:1 assistance that will give access to Govspend data, help navigating registrations and proposal assistance at local, State and Federal jurisdictions.

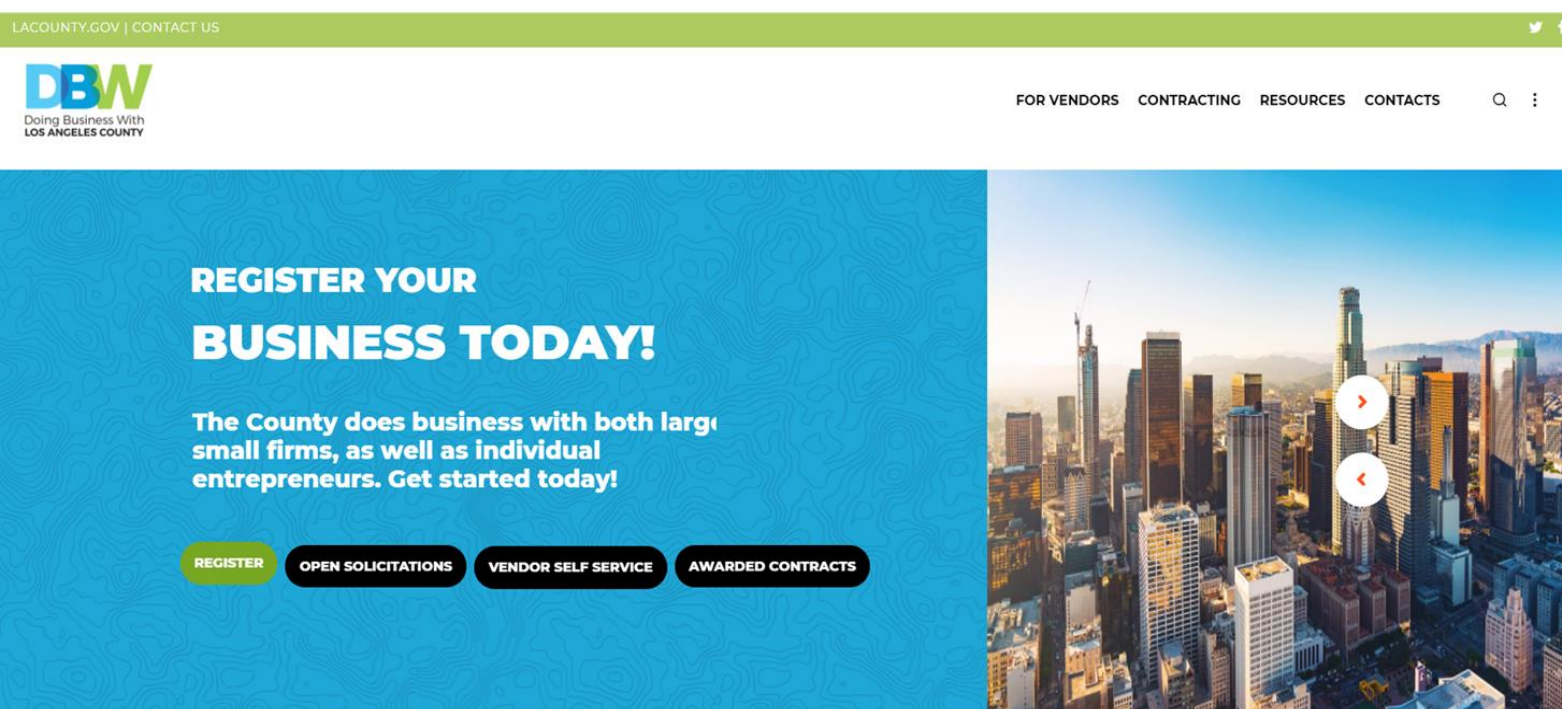
# Register with the County

Go to the Doing Business With Us Website:

<http://doingbusiness.lacounty.gov>

Email: [ISDVendorRelations@isd.lacounty.gov](mailto:ISDVendorRelations@isd.lacounty.gov)

Hours: Monday - Thursday (7:00 a.m to 5:00 p.m PST)



- Click on '**REGISTER**' and follow the prompts:
  - Your taxpayer identification number and certification
  - Your company/organization's main contact name, address, phone, email
  - Your California Sales Tax Permit number, if applicable
  - A list of the types of Products and/or Services your company provides
  - Verification of the Tax Identification Number (TIN) using IRS TIN Matching program for the TIN and the name on the provided Form W-9 (or Form W-8 for foreign vendors) matches the IRS records will take up to 5 business days.

# County Certification Programs

COMMUNITY  
BUSINESS  
ENTERPRISE (CBE)\*  
25% participation  
goal

Women Owned  
Business Enterprise  
(WBE)

Minority Business  
Enterprise (MBE)

Disadvantaged  
Business Enterprise  
(DBE)

Lesbian, Gay,  
Bisexual,  
Transgender, Queer &  
Questioning  
(LGBTQQ)

PREFERENCE  
PROGRAM ENTITIES  
(PPE)

Local Small Business  
Enterprise (LSBE)  
• 25% utilization goal

Disabled Veteran  
Business Enterprise  
(DVBE)  
• 3% utilization goal

Social Enterprise (SE)  
• Master Agreement

# Preference Programs

## PREFERENCE PROGRAM ENTITIES (PPE)

### Local Small Business Enterprise (LSBE)

- 25% utilization goal

### Disabled Veteran Business Enterprise (DVBE)

- 3% utilization goal

### Social Enterprise (SE)

- Master Agreement

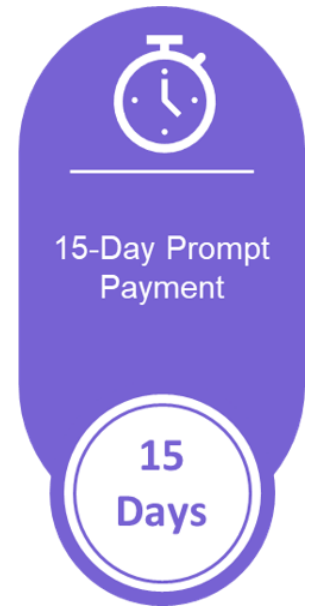
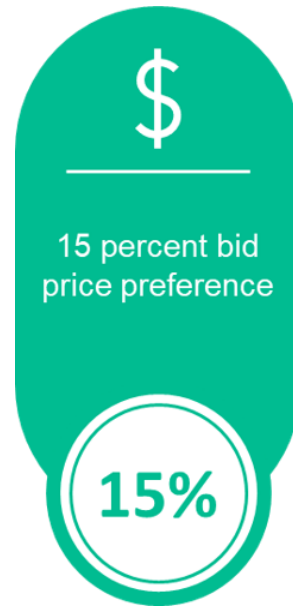
# Preference Program Enterprise Benefits

**Certification benefits** are designed to make your business or non-profit more competitive in the County marketplace.

Ensure your business or nonprofit is **paid promptly** within 15 days of an approved undisputed invoice.

Access to **direct purchase pathways** for commodities or services under \$25,000 through a Simplified Acquisition Process.

Provide a passive **marketing** by being listed our public certified business database.



# 3 Steps to Certify



# Apply Online

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All Certification Applications are Online!

<https://certify.lacounty.gov>



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# Thursday Trainings with OSB

Join the Office of Small Business team every 3rd Thursday of the month by registering at [bit.ly/TTrainingsOSB](https://bit.ly/TTrainingsOSB)

We will cover a different topic every month and here are some of our upcoming topics:

- Department of Economic Opportunity - Services & Resources
- Eligibility, Application Process, Benefits, and Resources for each one of the LA County Certifications:
  - Local Small Business Enterprise
  - Social Enterprise
  - Community Business Enterprise
  - Veteran Business Enterprise
- APEX Accelerators Services
  - I got certified, what is next?

Take the Survey and Suggest Topics Today!



# Action Items

- Apply to Economic Opportunity Grants
- Register as a County vendor
- Certify with the County



# Contact Us

Website: [Opportunity.lacounty.gov](http://Opportunity.lacounty.gov)  
[Grants.lacounty.gov](http://Grants.lacounty.gov)  
[ShopLocal.la](http://ShopLocal.la)

Email: [DEO@opportunity.lacounty.gov](mailto:DEO@opportunity.lacounty.gov)  
[OSB@opportunity.lacounty.gov](mailto:OSB@opportunity.lacounty.gov)  
[BizDev@opportunity.lacounty.gov](mailto:BizDev@opportunity.lacounty.gov)

Phone: DEO General (844) 777-2059  
OSB (844) 432-4900

In-person at OSB:

East Los Angeles Entrepreneurship  
Center (ELAEC)  
4716 E Cesar E Chavez Ave Building B,  
Los Angeles, CA 90022  
M-F 8am- 4:30pm



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