



## Steering Committee Monthly Meeting October 24th, 2024

[Presentation](#)

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- Passcode: .wB42k@t

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### Summary Notes

The Steering Committee Meeting held on October 24, 2024, was introduced by new Chair Andrea Slater, who took over from Kevin Harbor, along with the integration of Juan Solorio as a new member of the LAEDC CJF team. The meeting covered essential updates, including a fiscal agent report by Paul Morales and the introduction of Estefania Perez Lopez as the new CCF program officer, along with timelines for contract executions and sector investment coordinator RFPs.

Key discussions included significant changes to deliverables, with a new activation work plan, priority tradeable sector selections, and the upcoming California Forward Economic Summit emphasizing job creation. Project ideas were explored, highlighting a proposed funding distribution model, while members discussed application criteria and identified a need for a dedicated meeting to finalize these criteria.

Next steps included scheduling future meetings and action items for reviewing project portals and selecting sector investment coordinators, with deadlines set for upcoming recommendations and contracts.

### Meeting Introduction and Housekeeping (01:46 - 15:43)

- Reminder to complete attendance form via Google form
- Juan introduced as new member of LAEDC and California Jobs First Team
- Housekeeping announcements: attendance tracking, designated alternates, agenda item requests



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### **Fiscal Agent Update and Sector Investment Coordinators (15:43 - 23:33)**

- Fiscal agent update provided by Paul Morales
- Phase one close out discussed
- Estefania Perez Lopez introduced as new program officer
- Sector Investment Coordinator RFP status update provided
- Timeline for contract execution and action items outlined

### **Timeline Updates and Deliverables (23:34 - 31:45)**

- Significant changes in deliverables discussed
- New activation work plan deliverable introduced
- Three traded sectors submitted to be considered for January 31st deliverable

### **Industry Sector Discussion (31:45 - 40:57)**

- Debate over selection of priority sectors
- Discussion on the importance of job creation vs. workforce development

### **California Forward Economic Summit (40:57 - 50:47)**

- Investor exchange highlighted as key event
- Importance of financial aspects in project presentations emphasized
- Focus on job creation and sustainable projects noted

### **Project Ideas and Funding Distribution (50:47 - 58:30)**

- Updates on project ideas portal provided
- Discussion on funding distribution for catalyst phase
- Proposal for allocating funding based on project stages

### **Application Criteria and Timeline (58:30 - 01:07:32)**

- Need for dedicated meeting to discuss application criteria
- Timeline constraints for finalizing criteria and application process highlighted
- Conflict of interest considerations for steering committee members



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### **Next Steps and Upcoming Meetings (01:07:32 - 01:40:30)**

- Next steering committee meetings scheduled for November 14th and December 12th
- Reminder to review project portal and upcoming deadlines

### **Meeting Transcript**

**07:41**

Speaker 3

Hi, everyone. It is 103. I guess we'll give it a couple of minutes for folk to get logged in. Jennifer, you're right. I was thinking the same thing. I thought that something had happened. All right, I guess we can get started. In the interest of time, I am Andrea Slater. I am on the steering committee here with you all and replacing Kevin harbor as the chair for those of you who are new. And we are going to get started with our October 24th meeting. Did the. So, before we actually jumped into the agenda, I want to remind everyone to complete the attendance form. It is a Google form that is uploaded into the chat periodically through the meeting so you have multiple chances of signing in. And all you have to do is select your name from the list.

**10:19**

Speaker 3

If you are filling in with someone for someone else, please be sure to notate that if you're the alternate and so that we can make sure everyone's attendance is recorded for the purposes of these meetings. What if we don't see our name on there?

**10:41**

Speaker 1

Which is.

**10:45**

Speaker 3



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And you're the. You are the designated person for your organization. I am the executive director, yeah. Oh, okay. Well, then I would suggest you put your name in the chat and Chioma and Armand will pick that up and include it on the dropdown menu so that hopefully.

**11:02**

Speaker 2

Thank you.

**11:04**

Speaker 3

Is there anyone else with that issue? Okay. I didn't realize my video was still off. Sorry about that, folks. Okay. All right, so first slide. We're looking at the overall agenda for the meeting today. We have a couple of additions that are on here. And. Oh, and for notation, let me remind everyone, please fill out the form as people are popping in. Putting your. That you're present in the chat does not count as the same thing. So make sure that you fill out the Google form that the link is in the chat. All right, so next slide, please. So am I doing this part? I am sorry.

**12:08**

Speaker 1

No, Andrea, I can go ahead and do it.

**12:11**

Speaker 3

I was about to start rolling forward. I was like, wait a minute. This is not my class. Go ahead.

**12:15**

Speaker 1

Hi, everyone. I'll just take a moment to introduce Myself really quick, my name is Juan. I am new to the to LAEDC and to the California Jobs First Team. I'm super excited to be



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joining Charles, Shoma, Scarlett and Armand and super excited to be supporting this incredible group of people. I'm part of the LA Collaborative. And so with that, just to make some housekeeping announcements, just want to remind Echo, if using the chat is not a confirmation of your attendance, please use the attendance tracker link. If you don't see it, we'll go ahead and put it in the chat.

**13:01**

Speaker 4

In the Zoom chat once again and.

**13:03**

Speaker 1

We'll be putting that link throughout the meeting today. So just a reminder, please use the link to note your attendance. If you don't see your name on there, feel free to let us know in the Google chat in the Zoom chat and we'll go ahead and add you to that. Also, if folks are having selected a designated alternate, regular members can designate an alternate in case they cannot attend a meeting and then that designated alternate has all the privileges of a regular member. And we'll go ahead and enter that link in the chat as well. We also have a link that we'll be submitting in the chat in case folks want to flag an agenda item or request an agenda item in a letter in a later meeting. So we'll go ahead and put that link in the chat as well.

**14:07**

Speaker 4

Again, if you want to propose an.

**14:08**

Speaker 1

Agenda item, we do have a Google form for that we will be placing in the chat. The last thing, the second to last thing.

**14:18**



Speaker 4

Want to just let folks know, remind folks that we do have a California job first resource tracker for our steering.

**14:26**

Speaker 1

Committee on that track.

**14:28**

Speaker 4

On that resource tracker we have all the interconnected documents and resources related to the steering committee's task. And we encourage you to bookmark this tool for reference.

**14:40**

Speaker 1

It has everything from the attendance tracker to the designated alternate signup sheet and much more. And lastly, if folks have any feedback.

**14:52**

Speaker 4

Any suggestions about this meeting, its operation.

**14:57**

Speaker 1

Or any concerns, you can email our chair, Andrea Slater to her email at slater amcla Edu and it's right there.

**15:08**

Speaker 4

On the slide and we'll go ahead.



**15:10**

Speaker 1

And also put it in the chat.

**15:12**

Speaker 4

In the group chat.

**15:13**

Speaker 1

And that is it for our housekeeping announcements.

**15:18**

Speaker 4

Thank you.

**15:25**

Speaker 3

All right, next slide. This is our fiscal agent update. Anyone here from ccm?

**15:34**

Speaker 1

Hey, Andrea. Yeah, I'll start us off here. It's Paul Morales. Thank you so much. Hope everybody's having a good Thursday. We're almost at the end of the week. Starting off, we're going to do the phase one close out. So I know I've sounded like a broken record these past couple weeks talking about where we're at with the sub regional table closeout, if we're seeing any savings there, you know, closing out our final invoices on both the CCF and LADC side. I'm happy to let you guys know that we're wrapping up both of those and issuing the final payments or I guess rather our partner Paykeeper is going to be issuing those final payments. Over the course of the next week we'll be



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retrieving any remaining amounts from those folks and returning that to the state as it dwindles down.

**16:21**

Speaker 1

It looks like it's going to be pretty minimal. So that's great. We don't have a lot of money left on the table. Table. We've just met with EDD this week and we just talked about the process for processing this final invoice. So that'll be November 20th. So you know, as we already know, there's no time for new contracts. There's not going to be any additional spending. But we have a little window to work on our fiscal close out. Moving on, I'm going to do some introductions. We have a lot of new people flying around. We have a new program officer, Ms. Stefania Perez Lopez and new program Associate Nicole Hildreth. So Estefania, if you could just say, hey, introduce yourself. And she'll also be hopping on the Sector Investment Coordinator RFP status update. Thanks so much, Paul. Hi everybody, my name is Estefania.

**17:12**

Speaker 1

Very happy to be in this space. Started with CCF about three weeks ago and happy to provide the update for where we are at as fiscal agent regarding the Sector Investment Coordinators. We have a deadline to begin the contract execution for the Sector investment coordinators for November 22nd.

**17:35**

Speaker 5

But in order for that to happen.

**17:37**

Speaker 1

There's a couple of steps that we need to take. So there's four big action steps. Action item one is on our end. We're going to present the Sector Investment Coordinator bid package to the steering committee by November 1. LADC can provide an update about where we are at with having interviewed the candidates that submitted their proposal.





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So we're going to be submitting that to you all for your review by November 1st. The other thing that needs to happen is that the Steering Committee needs to update and finalize the scope of work for the Sector Investment Coordinators just to make sure that whatever agreement is signed, you all are delineating exactly what you want. The Sector Investment Coordinators to do so that needs to happen also by November 1st. Ideally, action item three would be for.

**18:36**

Speaker 5

The steering committee to review the bid.

**18:38**

Speaker 1

Package that CCF has prepared and submit your votes, your recommendations by November 7th so that we can have that over to CCF and can begin the contract execution. And then action item four would begin a contract with the Sector Investment Coordinator or coordinators that we've chosen by November 11th. So looking forward to that and please let us know if there's any questions.

**19:07**

Speaker 3

Can you repeat what the first thing was that was needed before the finalizing the Sector Investment Coordinator piece? Scope report?

**19:16**

Speaker 5

Yes.

**19:16**

Speaker 1

So on CZF side, we're going to be preparing a Sector Investment Coordinator bid



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package. So that's basically a summary of the final candidate and or candidates that we're considering to grant this agreement.

**19:34**

Speaker 3

Okay, thank you. Okay, next slide. Oh, I'm sorry, Tony. Thank you.

**19:51**

Speaker 5

Yeah, actually, Andrea, just kind of, it's kind of a follow up on what you said. You want us to approve a revised statement of work? Something different that was in the solicitation. And then I guess could we get in writing after the meeting what literally these three steps are? One of them is due at the end of next week. I just want to make sure that we can communicate with our organizations on what's needed. And I guess I'm wondering, like, how is the statement of work changed? So that would be really helpful because we did go through a full process on that. And I'm sure that my organization is going to say, okay, I'm not reading 12 pages. What's different?

**20:38**

Speaker 1

I can chime in and then please feel free others to add in details. So for the updated scope of work, you're right. It's already been developed. What we need is a final version. So if what you have is what you think needs to be in the agreement that the Sector Investment Coordinator signs, then perfect. But if there's additional details, we just want to provide that opportunity for you all to submit the final version. Because again, this agreement is the basically the standard that the Sector Investment Coordinators are going to be held to. So if there's something there that you all want them to do that's actually not in the agreement, they're not, you know, responsible for that. So it's just a time for you all to finalize that scope.

**21:25**

Speaker 5

So are you sending us what it is that you want us to confirm? I'm sorry, that's what I'm



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just getting confused is, are we supposed to go back to old Emails, you know, I'm not sure how it works.

**21:40**

Speaker 3

If it could be sent out and you need us to approve it by the first. Correct.

**21:47**

Speaker 1

I can defer to LADC for this.

**21:49**

Speaker 3

Okay.

**21:50**

Speaker 1

Charles has his handle.

**21:53**

Speaker 4

She just needs you all to sign off on everything. That's essentially it. None of the scope of work has changed. Once we sign the. Once the sector investment coordinators are identified, all. She'll put together a package and then the steering committee signs off on it. That's essentially it. Oh, okay.

**22:10**

Speaker 3

Okay. So it's gonna. It's just gonna be sent out and then we just approve it and send it back.



**22:17**

Speaker 4

Is that a good way of saying into Steph? Steph?

**22:20**

Speaker 1

Yeah. And if there's like timelines that you wanted to add, like any additional details that you want to add, now is the moment as opposed to a couple months. Looking ahead. Yeah. So just finalizing.

**22:33**

Speaker 4

Sure.

**22:34**

Speaker 1

Yeah. We're not anticipating any major changes now that the program has fleshed out a bit. You know, if there's any key deliverables, you know, any items that have changed from, you know, when were in this pre development phase. You know, this is our time to include it. So we're going to work with CC or. Excuse me, we're going to work with ladc. We're going to do like a final review. Just make sure everything's cut and colored and we'll share that with the steering committee here to give us the final green light.

**23:01**

Speaker 3

Well, I think part of the concern is I don't think we have a meeting between now and then.

**23:09**

Speaker 1

So. Yeah. Charles, is this going to be shared digitally or what was the plan exactly?



**23:14**

Speaker 4

Yeah, Scarlett can send it out and give them 72 hours like we usually do for everyone. She generally is in charge of that process, but we'll give ample time, per the bylaws, for everyone to sign off on it.

**23:32**

Speaker 1

Thanks, Charles.

**23:33**

Speaker 3

Thank you. Okay. All right. Are there any other updates?

**23:47**

Speaker 1

Look, Sharon has her hand up as well.

**23:50**

Speaker 3

Oh, go ahead.

**23:51**

Speaker 5

Good afternoon, everyone.

**23:53**

Speaker 3

Ella here to.



**23:56**

Speaker 5

She is good at that, isn't she, Andrea? All right. Good afternoon, everyone. Just. That's great. I really appreciate that you are providing the steering committee the opportunity to do that final oversight review just for congruence purposes. There was, though, because we have had sometimes the scope of work changed, altered, or forgot something, and it might have caused a little bit of challenge in the past. So thank you for that much. Acknowledged. But I wanted to ask the question. In order to be effective at that, there was a subcommittee that put forth the sector investment that Agreed to the sector investment coordinator criteria. Tony, I believe you were on that. When you send that out, that you share that out as well so that there'd be an easy comparison.

**24:47**

Speaker 5

We made notes on the document that the fiscal agent put out, and I believe the whole steering committee saw that before it went out. So I think the fiscal agent would have what was released and what it is that they're proposing. So they. I think they should be able to do that comparison. Yeah, that'd be great. If those go out together, that would just make it really efficient and easy for us. Thank you for that.

**25:22**

Speaker 3

And I love the timeline. The timeline is great. Very easy to read. Okay. Any other questions? Let me scroll through. Okay. I'm not seeing any other questions or any other. Hands up. Okay. All right. Okay. So timeline.

**25:43**

Speaker 1

Who's. Yeah, Andre, I can give the update on this. Yeah, everybody's been a while, so I'll be giving the timeline update here. We've actually had some pretty significant changes in terms of the deliverables, and I'll get into that. But we also have more specific dates for the catalyst processes. And so on the bottom portion of the timeline, we put the items related to funding opportunities. So the catalyst and implementation. So the



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Catalyst solicitation prep, which does include the steering committee review, that'll begin in a week and go on until December 5th. Then we have the Catalyst application period, which we're foreseeing is going to open on January 21st of next year. That'll go into March 3rd. The application review and selections will take place throughout March and most of April.

**26:37**

Speaker 1

And then finally in the last few days of April, we'll begin the project approval process. Moving on into May, going all the way to August 1st is the catalyst Project awards and contracts. So just finalizing some tasks related to the awarding of those contracts, and then finally the performance period, which will begin August 1st of 2025. When it comes to implementation, we don't have any updates on when specifically that will open in January, but we still have it sometime forecasted in January or the first quarter of next year. I'm not completely sure. And of course, we still, as far as we know, we'll have those three implementation rounds where we'll be competing with the 12 other regions for the \$45 million in funding for ready to go projects.

**27:25**

Speaker 1

On the top half of the timeline, you will see one change that we made is related to those 27 convenings. The 27 convenings, there are still going to be three per spa, but these convenings will actually be taking place from sometime early next year, we're not exactly sure when, all the way to the regional convener closeout date, which is September 2026. The sector investment coordinator performance period. That has not changed. And you know, as. As Paul and Estefania reviewed in the previous slide, just finalizing some things with that so they can begin their work in December. And finally, the two kind of large changes here is that the. The two deliverables in red on the top half. So were previously referring to the Catalyst contract that we have with the state to deliver these two things.

**28:19**

Speaker 1

So there was one thing in January and one thing in June. So the plan in June was to



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submit a list of 30 to 45 projects across the three stages, which is exploratory, last mile, ready to go. And then the deliverable in January was a narrative report of 5 to 10 development, pre development projects. Oh, I think the slide went away for a second chunk. It's on the. I don't know if it's Chioma sharing the screen, but it's not on the slide deck right now.

**28:52**

Speaker 2

Oh, no, it's one.

**28:55**

Speaker 1

Oh, it's one. Oh, come on. Sorry. Okay. Yeah, back on the slide deck. Yeah, if you could just put it in present mode, I think it would be easier to see it. Okay, yeah, that's fine. I'll just continue. So we had these two deliverables from the Catalyst contract, but they've been changed. The state has kind of changed what is the deliverable over the next eight months. Eight months. So I'm going to give an overview of what the January 31st deliverable is. And it's a similar thing as that June deliverable. So Juan, could you please go to the next slide? There we go. So this new deliverable is called an activation work plan.

**29:43**

Speaker 1

It's kind of like it is a narrative document where we're going to be developing a kind of concrete strategy with tactics and tasks where it even seems like the state wants us to prescribe certain tasks to a specific organization, in some cases within the collaborative. And it's just supposed to be a more concrete plan for the next 12 to 18 months in a given sector that we prioritize specifically, the state has asked us to prioritize these traded sectors. So if you recall, the way that the industry cluster analysis for our program and just how they typically do it is they divide industries into traded and local serving sectors. So a local serving sector is something that they deliver goods and services to the county or whatever region is being specified. But the traded sectors.





**30:36**

Speaker 1

The idea is that they can be exchanging goods and services and selling these goods and services outside of the region. And I think it's for that reason that the state wants us to focus on those for economic development because it's not so limited by our county's population or whatever region's population. So we can be selling these, you know, to Utah or whatever place in the world. And so they're asking us to prioritize these traded sectors and develop this activation work plan. So in January, we're going to be submitting one draft activation work plan for a given prioritized traded sector. And then the state's going to be working with us throughout January and June to assess on how many additional activation work plans they would like for us to submit. We've received a template for this.

**31:25**

Speaker 1

On this slide you see a kind of general overview of what's going to be in this work plan. So it's a strategy kind of working off of what we have in the regional plan part two, some specific tactics. What are the primary steps? The collaborative and its partners will take over the next 12 to 18 months to achieve the sector strategy. And finally, what are the tasks? So like I said, it's quite more specific, I think, than the regional plan part two, where they want us to say, okay, our collaborative is made up of these community colleges. It has this city government, has these CBOs in this area and they're working together, they're going to do it. This organization specifically. If we go to the next slide just to give some more overview. Yeah, right here. So we have these three.

**32:15**

Speaker 1

So we have those seven industry sectors that we prior we wrote about in the regional plan part two. Of those seven, the state has asked us to send them three traded sectors that we're considering or we're going to choose for that activation work plan for the deliverable of January 31st. And so the California Jobs first team, we're going to be working with the collaborative after January 1st to determine January 31st to determine how many additional activation plans for tradable sectors should be completed.



**32:48**

Speaker 1

And so the three that we're considering that we're going to take one from that three for the January 31st deliverable is a video production, distribution, aerospace, manufacturing or transportation and logistics thought process between selecting one of these three to begin with at least is that they have deep ties to LA county, they have large employment, they're very regionally concentrated, and we see them as supplying careers in these areas. So that is the new deliverable, and that's my timeline update. So I'll take any questions and if no questions, I'll. Back to you, Andrew.

**33:28**

Speaker 3

Okay. I also had a question, I think. Louise, were you first?

**33:35**

Speaker 4

You can go ahead first.

**33:40**

Speaker 3

Oh, no, I can go last because someone else might have the same question. Go ahead, Luis.

**33:45**

Speaker 1

So my question is. I appreciate, I appreciate. Thank you for the update. That was really helpful. It seems like the state's kind of, I don't want to say changing what they're looking for, but getting a little bit more specific. Are they, when they do some of these briefing calls, are those open to the public so that some of us on the steering committee could participate and kind of listen in? Or would they be open to having somebody from OPR or somebody attend one of these sessions and kind of go into a presentation so we can ask questions and get a little bit more information? That. Yeah,



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that's a good question. We received this information through a check in meeting. I don't think those are. But maybe. Chioma, is it okay if I. If I call?

**34:25**

Speaker 2

Yeah, so. So I was gonna. I was thinking because someone. That question was posed in the community of practice. So the state specifically closed those community of practice meetings that are monthly with each region. And there. And I should say there's been changes since, you know, the state budget came out. Remember, it was OPR taking the lead. Now it's GOB taking the lead. So before we did have a rep from OPR attend our steering committee, well, our monthly meetings and sometimes our steering committee meetings, but we don't have that anymore. And someone did ask if someone from Go Biz could attend some of the regional meetings, but for capacity reasons, they're not able because it's just really looks like one program manager for all 13 regions.

**35:19**

Speaker 1

Can I request that if the California Jobs first team can reach out to go biz and not necessarily at one of our standing, you know, steering committee meetings, but just do a. Either a 30 minutes or an hour long kind of like briefing where members of the LA area CJF team can kind of just come up for a webinar, ask questions and kind of that thing. We'd work around a time that works for their calendar. So I don't think they need to be attending all of our meetings, but I think a time for them to kind of present some of the information we've seen and answer questions on it would be really helpful. So I think it would be if I could request that the CJF team reach out to Go Biz and ask if they would be amenable to doing something like that.

**36:00**

Speaker 1

A webinar with either the steering committee members who are interested or just open members who are part of the consortium.



**36:09**

Speaker 2

You can pose that to Gobius. Yeah, we can pose that to them. Christian. We'll try.

**36:14**

Speaker 3

Thanks.

**36:15**

Speaker 1

Thank you.

**36:16**

Speaker 3

Okay. Sejong.

**36:21**

Speaker 1

Yeah. Hi, everyone. Armand, did you have something else to add to that? I think you were talking. No, thank you.

**36:29**

Speaker 6

Okay.

**36:30**

Speaker 5

Hi, everyone. So when I hear the term new.

**36:34**



Speaker 1

Deliverable, I get that throws up some.

**36:37**

Speaker 5

Red flags for me a that this.

**36:41**

Speaker 1

Is saying that we have an entirely new thing that is added to our sow and did we get funds for that? And it sounds like it's on. It's on a good track, like we're getting better at what we need to produce. But I'm also hearing more detail and things like this.

**36:59**

Speaker 5

So are we getting more resources towards it?

**37:02**

Speaker 1

And I think I just need a little more context on how. And I think you did provide it by Armand, but just a little bit more background on like, okay, if this is a new deliverable, how do we account for this with our current resources? Yeah, no, I think that's a really good, great question, Sejal. As far as I know, we have not received any additional funding or resources. I mean, the state, they have consultants that are looking at all the plants to try to create sector strategies that are unified across the regions. But us as a collaborative, specifically, like receiving additional resources, we haven't gotten that. And that's honestly the next thing that we need to consider is how do we go about developing this, these activation plans, specifically that January 31st one.

**37:57**

Speaker 1

This is something we just learned about like a week Bill.



**38:00**

Speaker 2

So and Armana, also add that the state did make mention that it's not they don't want to consider it a new deliverable, but it's a change from the previous deliverable because we did have the deliverable where one date was December or January and one was June. So they've done a workaround of what it looks like, but it's not entirely brand. We did have a deliverable due at this time.

**38:26**

Speaker 1

They just changed it.

**38:27**

Speaker 2

They changed what it looks like.

**38:31**

Speaker 1

Yeah, exactly. Thank you. Chioma and Sejal, go ahead.

**38:34**

Speaker 5

Sharon, thank you so much. I put a question in the chat in terms of how those priority sectors will be identified and what that rubric's going to look like for the steering committee to have that dialogue or some push in on that. But the other part is I did want to bring forward the question about us having representation in the dialogue with the state, us, meaning the steering committee. We did request that of our chairs and leadership that we had, that the steering committee have representation in those meetings. It is my understanding, loose understanding that the community of practice meetings were closed because of some disruptive behavior by one of the regents, one or more of the regents.



**39:27**

Speaker 5

So I would like to ask if the steering committee members would have any interest in a collaborative request from us to have us re initiated and to have representation in that community of practice meeting and so that we have our steering committee members leadership participating. So I'd like to see if there's interest in generating a letter to make that happen, because I understand there was some stuff that went on from some of them that were a little unruly and that was maybe why the ask was to close it out. But for full transparency purposes. This is public dollars and I think we should have representation.

**40:15**

Speaker 1

Okay, Sharon? Yeah, so, I mean, I can address the first part. So when it comes to these sectors, this is building off of the work of the regional plan part two, and there was only so many traded sectors that were very explicitly traded sectors from that regional plan part two. These are three sectors that are very heavily concentrated in LA County. And also actually Jermaine makes a good point in the chat, which is that these sectors, they cross pollinate or have synergies with other ones. So, you know, you may be thinking like clean, renewable energy. That seems like such an obvious one that we should be working on. That's, that's a good thought. And the idea is that, you know, clean and renewable energy that could be used throughout these sectors. I'm thinking specifically transportation, logistics.

**40:59**

Speaker 1

A lot of our aerospace manufacturing report was about incentivizing those manufacturers in the county to adopt cleaner renewable energies and practices within their factors or whatever it is. So, yeah, there's a lot of tie in with other industries here. And so we just had to submit three sectors to the state by this Friday. We didn't have that much time to, you know, kind of work on it. But I think these are three strong sectors. Okay, go ahead, Kevin.



**41:34**

Speaker 2

Okay, thank you.

**41:37**

Speaker 1

Yeah, I echo Sejal's concern about funding. That's always important in terms of have.

**41:46**

Speaker 2

Establishing a relationship with Gobiz. I would recommend Kaina Pereira.

**41:55**

Speaker 1

His name is spelled K A I N A P E R E I R A reasonable person.

**42:07**

Speaker 2

And I think if nothing else, inviting him into this space would be good.

**42:13**

Speaker 1

He's not unfamiliar with us, so that would help. Also, if any of you need his email address, I can put it in chat or you can get it from me later.

**42:26**

Speaker 2

You can mention my name also. And then in terms of these.

**42:32**





Speaker 6  
Tradable.

**42:33**

Speaker 1  
Sectors, I think we should stay on.

**42:36**

Speaker 2  
The same course of looking at sustainability.

**42:40**

Speaker 1  
Looking at their stability right now in the marketplace and how they're doing as an industry.

**42:47**

Speaker 2  
We don't want to pick one that.

**42:49**

Speaker 1  
Might take a nosedive and also alignment.

**42:53**

Speaker 2  
With some of these regional goals.

**42:55**

Speaker 1  
I've been in meetings with the county.



**42:57**

Speaker 2

And city on in different areas and spaces and reasons.

**43:03**

Speaker 1

But transportation and logistics is something really.

**43:06**

Speaker 2

Big right now because of LA 28, Super Bowl, FIFA and Mayor Bass's big.

**43:14**

Speaker 1

Initiative to try to figure this thing out.

**43:19**

Speaker 6

So.

**43:20**

Speaker 2

And if you need help in that.

**43:22**

Speaker 1

Area, I'm happy to help.

**43:24**



Speaker 2

That's it. Thank you.

**43:26**

Speaker 1

Thank you, Kevin. Appreciate that. Yeah, that's a good point. You know, one thing that's interesting here is we see video production, distribution and there's a lot of like PR right now. And it's true, like you look at the shoot locations in LA county and it's down like crazy percentage from what it was maybe 10, 15 years ago. But the state is kind of using this framework with some of these industries and one of the frameworks is to defend an industry. So you know, thinking that our county relies so heavily on the video production industry, it's another kind of strategy of like, how do we defend the industry and prevent it from escaping to other regions. Go ahead, Luis. So two quick questions. One, who selected the industries that we submitted the three?

**44:16**

Speaker 1

And then two, are we locked into those three or is there if something else meets the criteria, can we change it? So these three industries are just building off of the research reports that we got. Like I said, there was only so many of those seven that were a traded sector. And so we, you know, just using the research and looking at which ones are heavily concentrated, probably most heavily concentrated in the county that look like they're paying a good wage and producing jobs for potentially lower skilled employees. That's the thought process between selecting these three traded process industries. No, I understand that, but I'm curious, like who made that determination? Was that done in consultation with the chair and the vice chairs or the steering committee, or was that just on the staff level? Yeah, yeah, go ahead, Andrea.

**45:12**

Speaker 3

Actually, I was going to ask that too because if we're looking at a ten year strategy plan, I'm actually kind of surprised that the hospitality sector that was because from what I understood, all nine of the sectors were identified as areas of growth and so given the number of large scale events that are going to be happening over the next 10



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years, I'm kind of surprised that I don't see more on the hotel and tourism side where like what I can't even think right now. I'm sorry. With, with what area that sector was identified with, especially around the sustainability component.

**45:58**

Speaker 4

If I can just jump in really quickly, Armand, if you can just talk about like two things, how the chosen sectors cross over with the other ones. For example, aerospace, manufacturing or transportation probably be a better example. Transportation crossing over with construction probably actually start with what's traded versus what's non traded. The hotel tourism was not part of our seven, so we could not put that in. We couldn't even submit that.

**46:35**

Speaker 3

But it was like entertainment or something, right? It was.

**46:38**

Speaker 4

Well, if that's fault, if any. For us, video production and distribution is as close as that we have to entertainment. And the state is looking at it, I believe as a creative economy. But that's the closest we have to entertainment was video production distribution for our region. So if you start to collapse construction, clean energy into transportation in aerospace, we're essentially giving them five by only giving them three, if that makes sense.

**47:22**

Speaker 1

Can I finish up my thought which was. I'm concerned that the decision of the three industries, not to say that those industries are wrong, were made by kind of the CJF team without consultation to the chair or the vice chairs or the steering committee. I understand that sometimes there's 10 sensitive matters which need responses quickly, but I think at minimum those should always be getting the consultation of the chair and



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the vice chairs. I don't feel comfortable with those decisions just being made and submitted to the state without at least that happening. If at all possible, I'd like to have at least do it over email to the steering committee as an FYI and the opportunity for people to chime in. So that's kind of my thought process and I hope that's why I was asking like who made that determination.

**48:08**

Speaker 1

So if the determination was not made in consultation with the steering committee or the chair of the vice chairs, I would strongly request that not happen again in the future. That at the very minimum needs to check in with the chair of the vice chairs. Thank you.

**48:23**

Speaker 4

Sure. I understand your point. You make a good point there. But I just want to make sure that everyone understands that this was based on the research and nothing else. But I hear your point.

**48:38**

Speaker 6

Hey Andrea, it's Libby. I think I was the next one. My Hand up. I was wondering because I understood everybody's concerns about how were the decisions made and were we, as the chairs and vice chairs included in the decision about these three that you see here. And I saw a couple questions in there. So to make sure I'm clear and so that we're all the same page that the state has required us to have the activation plans by the end of January. They had originally asked for us to have a list of potential viable projects that were going to send forward by the end of January. So as Shioma said, they just changed slightly the deliverable.

**49:20**

Speaker 6

Instead of giving them a list of projects that we already have in our pipeline that people have shared that's available for everyone to see in our Google Sheets or our Google



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Drive folder, they've changed it from wanting. Just give us some of the ones you're considering moving forward to. We'd rather have you give us an activation plan for a specific industry sector, one of those sectors that you've identified that you're going to be focused on. And if I recall, we have seven. And I think that's what's not clear as you've. Because you've listed these three out of. Out of all of them. So if we could, I don't know if it's possible for you to pull up what were or are, should I say the seven, so that they understand what perspective you're coming from.

**50:08**

Speaker 6

And I do understand and appreciate the fact that you all as staff are trying to take the initiative to bring forward your recommendations of what we could potentially deliver for that first industry activation work plan. And these are your recommendations. This by all means does not mean that we have to, as the steering committee, choose these. But I appreciate that staff at least coming forward based on what the state has asked in terms of the criteria that they're looking for us to consider being a tradable sector. So that's the point I wanted to share.

**50:41**

Speaker 5

I just put the list in the chat.

**50:43**

Speaker 6

Thank you.

**50:44**

Speaker 5

Page 19 of the Regional plan.

**50:46**



Speaker 6

Great. Thank you, Tony.

**50:48**

Speaker 1

Yeah. So the state has asked us to prioritize the tradable sector for this activation work plan. And so from those seven target sectors that we identified for the regional plan, part two, the traded sectors were aerospace manufacturing, clean renewable energy, transportation and logistics, bioscience and video production and distribution. So like I said, clean renewable energy that can be present in any of these work plans, it's going to be there. And so that kind of just left bioscience as the one that was not there. And the thing is that with these three that we have listed here, these according to the data are just much more regionally concentrated. They have a larger presence and footprint in LA county as it already is. So from an economic development perspective, it just makes sense to leverage these three of those traded industries that we identified.

**51:43**

Speaker 6

And I totally am not appreciate you guys doing that, but I think from the steering committee's perspective, you need to give us this is, I think for future reference you need to present it as here are the seven that we have. These are the ones that are. What we can consider is because these are the only ones that are traded industries and these are the three that we think are the priorities that staff is recommending that we should look at to select the one. Because the way it appears when you presented it was these are the three that we're looking at. We just need to choose one of these. And with no description of how that decision was made, who was involved. That's all just for future reference for staff because as you already know, we're sensitive about that. Right.

**52:24**

Speaker 6

And it needs to be led from us, not from staff. I know you're on time schedules and timetables, but that's a better way to present it to us so that we understand that ours is the ultimate decision. But now we know the parameters that we're dealing with in order to select what the state wants.



**52:40**

Speaker 1

That's it. Okay, thank you. Go ahead, Aideen. So I understand that hospitality is not in this and I've heard the other folks talk about it. Is there no room to go back to the state and say, listen, we've got a World cup, we've got a Super bowl, we've got the Olympics coming.

**53:02**

Speaker 3

Is there no way to make an.

**53:04**

Speaker 1

Exception for LA county here? This seems ridiculous.

**53:11**

Speaker 3

I mean, I feel like we don't.

**53:13**

Speaker 1

Always have to give into the state and there is room to have discussion on what's important and hospitality, as many others said, is crucial that we develop.

**53:25**

Speaker 5

This for these large scale events.

**53:32**

Speaker 6





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Okay, but just for clarification, again, my understanding is that we have to present an industry that is listed in our regional plan part two that we actually submitted. So they're only asking us to now take to the next level. You guys have already submitted your plan. Your regional plan had these seven industries. Now we want you to pick one of them has to be a traded industry. We want you to pick a tradable industry. We want you to pick one of them and put together an activation work plan and have it to us by in January. So the time for us to have said that we wanted Hospitality as part of our sector targets would have been to include it in the regional plan.

**54:12**

Speaker 3

That path, I thought it was included in the regional plan, but it's not a tradable sector. That's. No, no, I got that, but I.

**54:20**

Speaker 1

Thought it was in the regional plan. I think the.

**54:25**

Speaker 6

It's not one of the seven target sectors, from what I understand that we submitted as part of our regional plan, part two, the seven that were submitted were what Tony dropped in the chat. And that's what they're looking for, is for us to take out of those target sectors, give us an activation work plan for one of them. So that's why Hospitality couldn't be considered at this time.

**54:48**

Speaker 1

Yes, that's right. So we're just building off of. I mean, we began the process of determining those target sectors in the previous phase. I mean, we've heard, we've thought about hospitality and tourism. I would like to clarify that, at least according to the data, it's considered a traded industry. But one of the initial reasons it wasn't included way back when were first starting the regional plan part two, was just that the



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data found that the wages were not very high. So, I mean, this is just kind of a discussion that we had back then, if somebody is, you know, if we can review the data offline or something. Because I feel like we need to move on with the agenda. But that was the thought process. Okay, I mean, I agree with you.

**55:27**

Speaker 1

We should move on, but I would really like to, like, discuss this with.

**55:32**

Speaker 3

Whoever we can with the data because.

**55:35**

Speaker 1

I mean, we're run the training arm of a labor. Of the anchor labor union, and people.

**55:39**

Speaker 3

Are paid 35, \$40 an hour at.

**55:42**

Speaker 1

Many of our jobs.

**55:44**

Speaker 3

So I think there's.

**55:46**



Speaker 5  
I was.

**55:47**

Speaker 1  
I was under the impression it was included. And so I really am kind of stunned here.  
Yeah, I mean.

**55:55**

Speaker 6  
Oh, yeah.

**55:55**

Speaker 1  
I think we can just discuss offline then. I'll put my email.

**55:57**

Speaker 4  
Hey, Arman, real quick. Sorry, sorry. Real quick. To kind of help out here. I put in the chat a industry cluster report that we provided in kind, I think to everyone's kind of point. And then some of what Armada saying we could potentially pivot. But if you look at page, I think it's either 4 or 5 in the document I just put in the chat. I mean, this is additional research we can leverage. But we have to remember that what the research we paid for is a little bit different than the research that LEDC provided in kind and so we did an industry cluster analysis and we looked at the employment average wage and the lq. Hospitality and tourism is in there. It's got a little bit lower of an LQ. It's at 0.8.

**56:47**

Speaker 4  
And then you have something like video production, distribution that's at 12.3. The wage difference in that, just to give you guys an idea, the average wage for hospitality



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and tourism that we found through the data was 71,000. Video production and distribution was 127,000. So what the state is doing is looking at the competitive and high road wage in terms of actual employment that's projected and a number of other kind of factors. We could go back and make the argument that because of these major games that are coming, we'd like to include things like hospitality and tourism. But this doesn't change the fact that these sectors have cross pollination, meaning when it boils down to it, this is the inactivation plan. A lot of this is for additional investment.

**57:36**

Speaker 4

The reality is if you have a catalyst project or an implementation project, you can certainly do something that revolves around hospitality and tourism. Yeah. So I just want to throw that out there.

**57:48**

Speaker 3

Yeah, I was. Thank you for that because I was going to bring that up. Doesn't exclude these other pro, these other areas and sectors from the submission of proposals. So.

**58:01**

Speaker 1

Okay, that was helpful. Thank you.

**58:03**

Speaker 4

You're welcome.

**58:07**

Speaker 5

My turn.



**58:08**

Speaker 3

Yes, I was scanning.

**58:10**

Speaker 4

Yes.

**58:10**

Speaker 5

Sharon, thank you so much, Andrea. So I want to one, I really want to echo what vice chair, what Libby said and be sensitive to where we are already sensitive. I did put a comment in the chat regarding advanced manufacturing. I know that there's a proposal in Antelope Valley that is there. It is a very vibrant and vital sector for our region. I understand that. But it does leave a little bit concern when LAEDC staff is making a decision. And LAEDC is a partner on a proposed project in that sector. So I do want to make sure that we bring this stuff back to streaming committee so that we all feel good about our collaborative work. What I think would help here be helpful. Jermaine, your comments were wonderful.

**58:59**

Speaker 5

If there is an opportunity to provide the seven high growth sectors identified and give us just a very simple matrix that says, hey, here's the sector, here's the job past growth, here's the average salary, here's the projected 10 year growth and the potential for jobs that would at least give us and the LQ quotient that would give us some insight to say, hey, why this thinking is so Then the decision becomes back to the steering committee based on something, whatever that something is, that's very concrete and clear. I questioned the bioscience sector because, you know, I know transportation logistics. As you know, Arman, I was all over that when were trying to write the report because I coach her transportation for Biz Fed. But I wanted to talk about bioscience.



**59:53**

Speaker 5

I know that la, the whole purpose of work, the work being done by BioScience LA is that LA is gonna go toe toe with Georgia. Georgia wants biosector growth, we want the bio sector growth. It's an incredible growth and job opportunity area and we have nothing. So whether it's based on past salaries or whether it's based on future projected, we don't know. But because I do know we have such a downturn in the video sector, you know, and what does that mean for, you know, the 25% loss of industry work that's happening if we're using it based on past. But I know, for example, in the bio sector, either Georgia's going to grow it or we're going to grow it. And we've got to do what we have to and understand where that fits in.

**01:00:42**

Speaker 5

So any kind of information that you could share with us in a table format that makes us feel comfortable around the selection, it would not only be appreciated but would make us feel very much respected.

**01:00:56**

Speaker 4

Okay, real quick on that industry cluster report as I showed you, I mean I put in the chat on page five, it has the table that you're they're looking for so everyone can look at that and get a better idea. And it shows all the traded clusters, including hospitality in bioscience.

**01:01:16**

Speaker 3

Okay. And it's. Do we have everyone? All right, so in the interest of time, let's move forward. And next slide. But thank you. That was a lot of information, necessary information. Chioma.

**01:01:35**



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Speaker 2

Yeah, so for this one I just have a quick update. Is that. So it's, we've already, we have the equity criteria. There was just an edit that needed to be made and so we did have the word version of the document. So we updated it to have the word disinvested as opposed to, I believe it was underserved, but we will post the final version in the resource tracker. So that's the only update I have really for the equity criteria. I think many have already seen the doc and so the doc will just have them edit one, literally one word and we'll put it in the resource tracker for everyone.

**01:02:24**

Speaker 1

To.

**01:02:24**

Speaker 2

To view.

**01:02:27**

Speaker 1

Thank you.

**01:02:34**

Speaker 3

Okay. Catalyst implementation projects.

**01:02:41**

Speaker 1

Oh yeah, that's just to give an update on the portal. Actually, that number is not up to date. We're. I think we're actually maybe over 30 projects at this point. And I just want to note that on the links tab we've uploaded a couple slide decks. So one is from the Beam Bio something. I forget what the acronym is referring to, but we uploaded some slide decks. The Beam Circular, that's from another region. It's a project example. And



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also the Reservoir Farms, which is another project example from a. Another region which can be used as inspiration or for whatever purpose that you know, our collaborative may be interested. So make sure to check out the Links tab on there and I'll put in. Put the link to the portal in the chat as always.

**01:03:27**

Speaker 3

Okay. Any questions? Next slide.

**01:03:38**

Speaker 1

Yeah, so yeah, this is just kind of reviewing the sort of information you can find on the links tab. You know, we have this link to the California Workforce Development Board High road training partnerships. So we see this in the contract for this program of creating high road jobs. So those can also serve as a source of inspiration. And yeah, I guess the idea behind having this slide right here is to just really emphasize going through that Links tab. It could be very useful. You have a project idea, throw it onto the portal. If you want to just be a collaborative partner, there's a tab for that. And if you have any questions, I put my email in the chat. Feel free to reach out and you know, we can schedule a meeting or call, whatever works. Thank you guys.

**01:04:20**

Speaker 3

Thank you. Scarlett, did you have anything to add? Oh, okay. All right, next slide.

**01:04:28**

Speaker 1

There's a question.

**01:04:29**

Speaker 3

Oh, okay.





**01:04:36**

Speaker 1

Sharon, you have your hand up.

**01:04:40**

Speaker 5

Sorry, I was on mute. I did not receive a copy of the agenda that was sent out on the 22nd. I don't know if other people did or did not, but we've been having a conversation about making sure that we got agendas in advance. So one of the. One of the leadership members sent me an agenda this morning because I didn't and I went back and checked the email box. There's nothing. I want to be iterate. And I will send in a formal opportunity request because we have a pending item that has been brought before the committee. It was back in September during Mr. Harbour's last meeting where there was a proposal to create a subcommittee for the. An equity subcommittee similar to the Equity Council that in an empire has. We've submitted a proposal.

**01:05:37**

Speaker 5

Members of the committee asked for that to be sent out to Them number of members, I think we're up to 11 members of the steering committee signed onto that request. It has never come forward on the agenda. It has the potential to impact what is going to be done by the sector investment coordinators and how we authorize or approve projects using the equity criteria we have approved. So I am going to ask that be put on next meeting's agenda and that it be moved forward when you have 11 steering committee members that have signed on to something asking for it to be done. I'm troubled that it was ignored. I thought it was going to be brought forth this meeting. We talked about it last meeting and so I want to bring that back to the floor and ask for next meeting.

**01:06:24**

Speaker 3

Okay, so what we have been asking, because we do have a lot of requests, is that the step be taken for the proposed item. There's a Google form that it be filled out and added. But we did actually talk about this at length and how the equity components



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would be incorporated into the review process and was. And I thought we had a very lengthy conversation about this and therefore didn't need to have a separate subcommittee. But if you would like, go ahead, fill out the form.

**01:06:57**

Speaker 5

No, that's not so, madam.

**01:06:59**

Speaker 3

What I'm saying, Sharon, you opposed it.

**01:07:01**

Speaker 5

But it never came to vote.

**01:07:04**

Speaker 3

Yes, I, I agree, but we've also repeatedly asked that someone submit an actual proposed proposal rather than just ideas. Submit a solid proposal so that we can actually send it out so that the steering committee has it to look at and we can talk about it and review it during the steering committee. And no one has done that yet.

**01:07:28**

Speaker 5

I will resubmit it. It was on formal letterhead, but I will resubmit it.

**01:07:32**

Speaker 1

Oh, no.



**01:07:32**

Speaker 3

There's an actual form we've been talking about for the past several meetings that can be submitted and we haven't had that.

**01:07:42**

Speaker 5

Is this the agenda request form that's being put out now?

**01:07:46**

Speaker 3

Wow.

**01:07:47**

Speaker 5

This was on the agenda from September and we're going to re.

**01:07:49**

Speaker 1

Ask.

**01:07:49**

Speaker 5

No problem. I will make sure that gets completed today. Thank you.

**01:07:53**

Speaker 3

Thank you. Okay, next slide. Oh, okay. So the. We started talking about the California Forward economic summit where all of the regions were participating and so Charles, would you like to.



**01:08:17**

Speaker 4

Oh yeah, sure. I can talk a little bit about it. The highlight really, I mean, there were, you know, different plenaries that we all attended, talked about different aspects. Clean energy was a big topic and. But the highlight was the investor exchange. I think some of you may have been on that on the last partners meeting where we got a chance to discuss it, were all jet lagged as we talked about it.

**01:08:49**

Speaker 4

But it was the investor exchange, just to give a little summary was an opportunity for the regions to engage with different investors, VCs, bankers, there may be some philanthropists, obviously policy makers there to talk about different ways to capital stack and find ways to at least for our region, you know, create instruments that are attractive for investors to get involved for la the two presentations that Armand talked about earlier on from being circular and reserved, our firms were two organizations or businesses from different regions that actually presented at this investor exchange. The panel of financiers, just call them that, the VCs and bankers, so forth and so on. They listened to the presentations and gave feedback on them.

**01:09:52**

Speaker 4

And one of the two I actually heard a while back, probably six or seven months ago, and there were some weaknesses in there that I was surprised that they actually did not update by the time they gave it this the second time around. And they were called on it by the financiers, meaning they didn't have a finance financial sheet. They didn't talk about like what their expenses were, how much revenue could be generated. I think they made. One of them talked about jobs that could be created, the amount of jobs that could be created. But it's more so about the need and the pain points of their region. And both of them did that very well.

**01:10:39**

Speaker 4



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It was very clear that both of the regions collaborated with different community members, stakeholders, nonprofits, local businesses outside of, outside of their regions in order to make their projects, develop their projects. And I think that was impressive to those panel of financiers. So we tracked down through California for that's why we tracked down those two decks. So you guys can at least see what a project is looking for, what type of project seems to be strong. I like for you guys to all look at, you know, just kind of take your time looking at those, unpack them, you know, figure out ways to collaborate and eventually come together on some consensus on some type of infrastructure or implementation project.

**01:11:39**

Speaker 4

And as time goes on, and especially once we started onboarding the sector investment coordinators, we can fill in those gaps that those other two regions were missing. This is one thing that I can say that a lot of the people that I talk with, some of the people from Gobiz, they were pretty impressed that our region had a financial strategist because the other ones just didn't. And that's what was missing to really show how these projects can generate Revenue and not just for the project itself, but for the people involved in order to move towards community ownership. And those are the types of things that eventually the region, the projects will start to focus on. So again, take your time looking at those projects and those photos or samples will update those.

**01:12:35**

Speaker 4

Not just actually in fact in that folder we're probably eventually going to break those out to have one folder for implementation samples and then another one for catalyst samples. And I've been doing talking with other regions so I can anyone willing to share those type of samples with us, I like to put those in the folders as well as just kind of like some basic business principles for presenting to financiers. So I think that probably covers most of what the California Economic Summit was about. But Libby, I'd like for you because you had. Yeah. Your hands up. I didn't see that.

**01:13:22**



Speaker 6  
Yeah.

**01:13:22**

Speaker 4

So yeah, I'd like for you to talk a little bit about it because you have a different perspective.

**01:13:27**

Speaker 6

Thanks for that. Yeah. Andrea and I also attended and participated in the conversation with the potential funders which was really eye opening for me. And also to hear from the state in terms of the type of projects that they're looking forward to receiving from the regions. It very much appears that they're looking for projects that are focused more on job creation side as opposed to the workforce development side. And I say that because as I looked at the project ideas that we have currently in our Google sheet spreadsheet on our pipeline, the majority of ours seem to be focused more on our job creation opportunities.

**01:14:08**

Speaker 6

I'm sorry, not job creation, our job development and workforce development as opposed to more of a lean towards what type of support can we give to those growth industries, to those business community entrepreneurs who are the only ones who can actually create jobs. So basically focus on how do we create new jobs and new opportunities that are high growth and living wage as opposed to putting majority of our effort into workforce development. And I think that's something that kind of speaks to why when they've had the first demonstration projects last year, how come there was only one selected from LA region? Although several different organizations put in their applications, from what I understand, the majority of them were more in line under workforce development as opposed to focus on job creation side. So I think we really need to be mindful of that.



**01:15:02**

Speaker 6

The presenters that were there, if you go and look at their slides, they were amazing in terms of how Charles just said they incorporated all the different players in the community, workforce development training as well as business and looking focused on incubators in terms of truly being able to give that support. So I think that we, as we're entering into this, I think when it comes to the competition in terms of the 45 million up and down the state, I think we're going to be on the short end of the stick if we're not considering those type of proposals, because that's what the state is truly looking to fund, those type of programs that can be sustainable Evergreen, those that can get additional funding from outside sources, be it a vc, be it investment, what have you. Because those are the.

**01:15:50**

Speaker 6

There were seven different type of investors on the panel and they spoke to what their appetite was and their appetite was for the exact type of programs, the two projects in particular that were presented that day. And so I just want us to be mindful of that as we're moving forward to make sure that we're able to be competitive as possible with the other regions. Otherwise, I think we'll end up like we did with the first demonstration project, not finding many of our projects getting any funding from that 45 million dollar pot.

**01:16:19**

Speaker 1

That's it.

**01:16:20**

Speaker 6

Thank you, Jermaine.

**01:16:24**



Speaker 4

I think Tony might have been before me.

**01:16:26**

Speaker 3

Oh, okay. Go ahead, Tony.

**01:16:31**

Speaker 5

Thank you. Well, I think that Libby brings up some good points. I think my analysis might be slightly different. I mean, I think she, her view of it was very accurate and I appreciate that she brought up this idea that there are really different kinds of money and the state's implementation grant money has a particular focus. So to the extent that we care about the 45 million, we do need to. I absolutely agree. We need to be very aware. One of my takeaways was though, as maybe a second part to that, and that is that 45 million LA could use the entire part and barely touch a single project. But that it's really the focus on these other funding sources for the other elements.

**01:17:22**

Speaker 5

So I wouldn't want us to, and in no way was Libby saying this, but I wouldn't want us to say the projects we currently have aren't valuable because they don't align with the state's 45 million. But to really understand that, we need to be looking at different sources. So I guess my request would be could we have a plan, strategy, bullet points, whatever, from our fiscal consultants, not fiscal agent, but our financing consultants, about how we might address the priorities in our regional plan in total, and what types of funding we should be looking at for the different categories of work. And so we can kind of see that bigger picture. But I totally agree. We can't assume that the state's going to do whatever the state does, and their priorities we're going to need to be really clear on.

**01:18:19**





Speaker 5

But there are other avenues.

**01:18:24**

Speaker 3

Thank you for that, Jermaine.

**01:18:28**

Speaker 4

Yes. Real quick. Only thing I was going to add really quickly, I was also there obviously at California Forward as well. I did have the opportunity to actually meet, you know, kind of privately in a little bit more intimate settings with a lot of these funders. And so just to kind of be clear and kind of take it a step further, I agree with both what Tony and Libby are saying. I think it's key just to remember, you know, the difference in the types of funding pots that are going to be available versus investors that are going to be providing sustainability funds to projects. It's really three different types of funding. Right. And then the other part to that is just really fully flushing out ideas. Right. I think, I mean, and I know Aiden's on this call.

**01:19:10**

Speaker 4

I think they have a great, you know, kind of concept behind a lot of the training that labor's doing as an example. Right. But we need to also connect the dots with these projects. So if there's a workforce and training aspect, what does it look like in terms of feeding individuals out of those programs into actual job opportunities that are available and additionally those opportunities that will be available because of job creation component to a lot of the things that are happening. So just really fully flushing out projects will kind of take us a lot further and help us a lot. That's all.

**01:19:47**

Speaker 3

Okay. Any other questions? I just skimmed through. I didn't see any other hands, but if I missed them on, let me know. Okay, next slide. So we've had a lot of conversation



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around the funding distribution for the catalyst phase. And so we have not received any concrete proposals as of this point. And so we did talk at the, as the chair and vice chairs about some ideas on how and along with laedc on how we can, you know, start having this conversation and look at how we can distribute and identify how we're going to prioritize and identify some of these projects. So. And this can be sent out for review. So one of the things that we had discussed was using the priorities that have been identified as the basis for projects.

**01:20:53**

Speaker 3

So as people are developing their proposals and projects focusing on things like who the proposed target populations are, use of new and emerging sustainable technologies, the environmental impact and protection projections of the projects, outreach and regional impact alignment with the sustainable development programs that have already been identified through the state and then also the number of sustainable jobs created and the job years projected. And then looking at allocating the funding based on this stage is looking at the exploratory, which is the early stage and research area and then the last mile. And then the implementation is actually going to be a separate bucket of funding. And so looking at these and identifying that putting potentially 45% of the funding into the exploratory stage and then 55 into the last mile. And that's the step before the planning stage, the step before implementation.

**01:21:55**

Speaker 3

And so using. So the state has identified some. Chioma, give me the best wording, some areas that project ideas or project areas that they would be looking to identify. Am I saying that correctly?

**01:22:10**

Speaker 2

Yeah. So Juan, if you can go to the next slide, I added the slides like. So that one shows the difference. This one here shows the difference between exploratory and last mile. And for anyone who's looking in the Project ideas portal, this information is in there as well. So this just shows the difference. So everyone has, is on the same level of



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understanding of what actually is exploratory and what is last mile. And so then Juan, if you go to the next slide, okay, this one shows the activities that are covered, the pre development activities that are covered under Catalyst. And I would like for our partners to keep in mind that implementation is funding for shovel ready projects. That is the state funding that will fund an entire project Catalyst.

**01:23:02**

Speaker 2

The intention is to develop a pipeline of projects and to fund part of a project, not an entire project. So here you'll see the list of activities the state has provided. And this can be found in the original Catalyst solicitation. For anyone who wants to look, you'll see this list, it includes anywhere from feasibility studies, but you'll see a list of other activities that are funded. And so these would be in your bucket of either exploratory or last model. And I think, Juan, you can go back to the other one, back to the 9 million slide.

**01:23:50**

Speaker 3

Okay, so with that in mind, we definitely want to have a larger conversation. So we are introducing this idea. We're going to send out basically a breakdown. And so then the next meeting we can come back and actually discuss. And if there are any other proposed ideas, we would definitely like to have them brought to the table and submit it so that we can make sure we have the slides adequately prepared for you to present your proposal, et cetera. So with that. Luis.

**01:24:27**

Speaker 1

Yeah, Madam Chair, I'm just curious, do you think there's going to be sufficient enough time through one of our standard steering committee meetings to do all this or do we need to set up a separate meeting just for this?

**01:24:40**

Speaker 3



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We will make sure that there is time. We will allocate the time. Actually this will be moved up so that because we were just introducing it this time we put it at the bottom. But the next steering committee meeting it's actually going to be more time will be allocated.

**01:24:56**

Speaker 1  
Thank you.

**01:24:58**

Speaker 6  
Sharon has her hand up.

**01:25:00**

Speaker 3  
Oh, go ahead.

**01:25:01**

Speaker 5

I was just flipping through last action item from. We need a process for bringing forward all business because we have items we discussed on the last agenda relative to this that should be pre populated on our agenda for this meeting. So one of the action items from our last meeting was for staff to go back and bring us a draft application and a draft of criteria that other regions were using. And that is something we voted and discussed after nobody came forward and volunteered themselves to be on the criteria selection committee because we felt that was going to be a conflict. So I really appreciate that there's an effort to determine what the funding category recommendations are, but there's also a application criteria issue and again bring that forward to us so that we can discuss it.

**01:26:04**



Speaker 5

I actually think we need a dedicated meeting to hash this stuff out.

**01:26:09**

Speaker 3

If I could actually point out we did not actually make a decision on that with the LAEDC and the CCF handling that process. That is, you're right, that actually is still pending because we did not come to a decision by the time we entered that conversation. We did not have a lot of people left online. And so we did say that were going to come back and address it. And so it actually is one of the things that we need to actually decide on.

**01:26:39**

Speaker 5

Okay. So that was a directive by Tanua Thrash. That was her request and so we'll bring it back as an additional request. Thank you.

**01:26:53**

Speaker 3

Tony. I think. Tony.

**01:26:56**

Speaker 5

Yeah, thank you. So I, I don't know if I'm just lucky but I got a slide deck that had draft criteria and things in it. I, I then made my comments to the American Indian Chamber because I, I need to run my, all of my, not all of my comments but things like this have to be run by them. I'm waiting for feedback from them. But I, I did receive that. So maybe we're having some email distribution issues and I got that about a week ago. I don't know, all the days blur. But I did appreciate it. That doesn't mean I agreed with everything. But my question is what is the best way for me to provide feedback? Like slide 7, X, Y and Z or a memo? I don't mean for me, a memo is not hard. That's actually easy.



**01:27:51**

Speaker 5

What, how are we going to want to collect information from the different steering committee members so that it makes sense?

**01:28:04**

Speaker 3

That's a really good question. I personally am a big fan of people just putting the comments in the document the way that we've been using the draft documents with the understanding that your proposal is not necessarily an agreed upon thing. But you're proposing that idea. Yes. So yes, we can. Yes, I was going to. And that was what I was going to say. We did actually send it. It was actually sent out for folks to review and we realized that it was a lot going on. And so that was actually, as I mentioned before, one of the things that were going to be circling back on to determine because we did not come to the agreement that LAEDC and CCF are going to actually be putting together the rubric and the application criteria and all of that.

**01:28:58**

Speaker 3

So we couldn't, we didn't feel comfortable just jumping forward with that when we did not come to an agreement on it. And there was a lot of discussion, but we did not in the end come to an agreement. So I am a fan of the comments being dropped into the draft document folk being able to do it. And then when we actually have the meetings discussing the points and deciding whether or not to include them or exclude them, I think that has been effective for us as a group. If there are other ideas, feel free to the draft.

**01:29:37**

Speaker 6

I can say the draft document that was shared, was that shared as a Google Doc that we can all add to that shows our feedback on there or was it.



**01:29:50**

Speaker 3

You know what, I don't know if it was shared as one. I uploaded it as one so I could save it to the folder. I cannot attest to whether or not it was actually shared as one.

**01:29:59**

Speaker 6

Okay. So yeah, I guess if we could redistribute that would be helpful. But I would also like if I can ask whoever sharing the screen, can you go back to the timeline slide please? Because I want us to be clear about our time frame that we have to do this. So. Okay, so as we're looking here, we have to have the application ready to be open, which means it needs to be dispersed prior to. But if you see on the bottom, the Catalyst application period starts in January 21st through the end of March or I'm sorry, to the third of March, which basically gives people six weeks in order to get their application together and get it in.

**01:30:45**

Speaker 6

But prior to that we of course need to have some outreach stats done, which is part of what the sector people will be assisting us with. But all of that also means is that we have to have the application criteria complete and ready to be distributed. And we termed decided that with our steering committee meeting we need to have this done by the end of November at the latest so that we have time to at least get out the word and get people interested, get them to meetings to talk about it before we actually release the application on January 21st.

**01:31:25**

Speaker 6

So just be mindful of whatever meetings we need to have, whether they are within the I think we only have two steering committees meetings left for the end of this year before the holidays start and all if I'm not, is it two or three? I don't have my notes because I know went over this. But we only have a few meetings left. So if we're going to do this and we're going to have these discussions during these meetings, they're



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probably going to take up the entire meeting, which means we need to dedicate one just to this if that's the case, so that we can all get in the same page if we don't give our feedback within that document and all get a chance to see everybody's comments beforehand. So just want us to be mindful because we know how slow we move.

**01:32:04**

Speaker 6

Let's be honest, we do. Right. So in order to make sure that our community has enough time to really put together their applications and get the understanding we have to do our job and have the decisions made by the end of November. That's all. Thank you.

**01:32:20**

Speaker 2

Thank you, Lymphy andrea. I wanted to note the next meetings are 11:14, November 14 and 12:12. So two more meetings.

**01:32:34**

Speaker 3

Two more meetings.

**01:32:35**

Speaker 2

And then can I also just point out Paul's comment in the chat? I want to make sure everyone seeks that regarding conflict of interest, if you plan on which is verbatim, if you plan to apply for one of the SIC roles or if you have or are affiliated with an organization. So if you're on staff or a board member is included as well, there's a potential conflict of interest in developing the rfp. But also that and that also went for the catalog developing the Catalyst application. That's why we did not have feedback, I should say volunteers for the subcommittee for that.

**01:33:21**

Speaker 3





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And yes, then just a little bit of a reminder is the reason why LADC and CCF are being proposed as the ones to do the application. One was the conflict of interest and two, no one volunteered for the subject committee. Okay. So any other question? Okay, I'm looking, Tony. It would be helpful to have these as eligibility criteria, threshold criteria, rating and ranking. Okay, good idea. Yeah, definitely. Okay, next steps.

**01:34:01**

Speaker 5

I think I like to put a request in.

**01:34:04**

Speaker 3

Oh, okay.

**01:34:06**

Speaker 5

I like to request that we schedule a special meeting after the very next meeting standards during committee meeting so that we can flush out the criteria. It's been a, you know, that we can talk about what we need to next meeting and then we schedule a special meeting to kind of flush through and spend time working through criteria dialogues with this group is going to take a lot of dialogue. I know that Luis has been in every one of our other subcommittee meetings. He's been very adamant about him wanting to have dialogue about how much goes per region, what award sizes are and all that stuff. We kind of agreed to table to a future subcommittee meeting.

**01:34:48**

Speaker 5

So I really would like to request that we have a meeting sometime after November 15th to just address criteria related dialogues and try and gain some consensus so we can come back to the full the committee or whatever so that we can move forward. Because I think that's going to hold us up.



**01:35:03**

Speaker 3

Okay, so for clarification, are you talking about the funding distribution or are you talking about the application?

**01:35:10**

Speaker 5

I'm talking about the criteria that would be used and how the funding and funding distribution would obviously be one of those eligibility sections that needs to get flushed out because there's a lot of dialogue on both fronts.

**01:35:25**

Speaker 3

Well, that's actually. Well, Louise had asked about that where it was going to land in the next meeting. We're actually going to be investing time in the next meeting. And so if there is a need for another meeting, then yes, by all means, we will look at scheduling an additional meeting.

**01:35:41**

Speaker 5

Okay. I think it's going to take up more than one whole meeting. Thank you.

**01:35:45**

Speaker 3

Well, hopefully everyone reviews the stuff ahead of time and comes with some strong points. Okay, next is it next steps? The next slide. Okay.

**01:36:01**

Speaker 2

Yes. So for next steps, I would say that please take a look at the project portal. So for a lot of the questions I think you all have, it's in the portal. And I would like for you all to



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reach out to us if you have any specific questions. We have been looking at other regions and applications and criteria and different things that other regions have done. But we've also learned a lot in the community of practice meetings with the state. Some regions apparently moved a little too fast. Okay, so we did, as I think Sharon mentioned, we have been looking at other regions, but we also, we want to make sure that we have clarity from the state. So once we decide anything, we don't have to backtrack anything. And yes, the next meetings will be for the steering committee will be September.

**01:36:58**

Speaker 2

I'm sorry, September, November 14th and December 12th. So because of Thanksgiving and Christmas there won't be that fourth week meeting. And so with those two meetings there is a lot to get done. But know that we have been looking at all the information that we already have and what's coming from the state each month so we can move forward diligently. So please take a look at the Project Ideas portal. And also I want to make note within the portal that is just for ideas and for collaboration. It's not an application, it's not a pre application. I've gotten a couple of partners who thought it was an application, but it's not. It's an idea. So we'll know what to look forward to. We'll know where we are as far as moving forward with Catalyst applications that are upcoming in implementation also.

**01:37:58**

Speaker 2

So yes, we shared the activation work plan with you all. So you're familiar with that, the Catalyst funding. As stated, were looking to open the Catalyst application the end of January. So it will be open the end of January after MLK Day until the beginning of March. And that's so you would have six weeks. But I want to caution on any delays because we would like for the awardees to have at least a one year period of performance. And if we have delays, they'll have less than one year to fulfill whatever their deliverables and scope of work are. And implementation, as we know, we do not have a date. The last I heard was early 2025 or Q1 of 2025.

**01:38:51**



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Speaker 2

So implementation solicitations might come out the same time as our Catalyst applications, but we should have our sector investment coordinators here on boarded and ready to go at that time. And so yes, that's all I have. But know that we are working.

**01:39:11**

Speaker 6

With.

**01:39:12**

Speaker 2

Our physical agent to make sure we are on top of all the updates coming from the State.

**01:39:19**

Speaker 1

Thank you.

**01:39:22**

Speaker 3

Thank you.

**01:39:30**

Speaker 1

And then just want to give a friendly reminder. Shoma already mentioned this, but our next Steering committee meeting is on Thursday, November 14th and our collaborative partners meeting will be Friday, November 8th at 9am Just.

**01:39:45**

Speaker 4

A friendly reminder for everyone.



**01:39:58**

Speaker 3

And again, any proposed items for the agenda, please submit the form disregard this slide.

**01:40:09**

Speaker 2

The other slide was the correct one.

**01:40:12**

Speaker 3

All right. Have a good weekend, everyone. So today is Thursday. Yeah.

**01:40:22**

Speaker 6

Thanks, everyone.

**01:40:23**

Speaker 4

Thanks. I'll take care. Thank you.

**01:40:29**

Speaker 1

Sa.