



LA Works  
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# Outside the Box

**Creative Solutions for Local Businesses**

## Important Information for Employers

Since 1976, **LA Works** has been building bridges between job seekers and employers in the East San Gabriel Valley.

Spanning four decades of service to the job seeker and business communities, LA Works has been exposed to a broad spectrum of economic climates. This exposure has led to **strategies that have been tested by time and economic storms**, resulting in a solid foundation for community and career building in any environment.

In its early years, LA Works operated Job Training Partnership Act (JTPA) programs. In 1998, the **Workforce Investment Act** was initiated and has remained the primary funding stream for LA

Works ever since. Currently, the **American Reinvestment and Recovery Act** will provide additional monies for dislocated workers to receive short-term training (6-9 months), for summer youth programs (ages 16-24), and for additional support needed to serve a larger influx of customers.

For local employers and/or training institutions, **ARRA funding is significant**. LA Works can provide **up to \$8,500 per dislocated worker** for short-term training (6-9 months).

For On-the-Job Training (OJT), LA Works can reimburse employers **up to 50% of training-related wages** for full-time

trainees. In order to be reimbursed for training-related wages, an employer must hire the trainee for **full-time** employment upon successful completion of training (240 hrs) at a minimum of **\$10/hr**.

Additionally, LA Works' Subsidized Training and Employment Program (STEP) offers private-sector employers the opportunity to train and supervise participants whose **wages, workers' compensation, and liability insurance are covered**. For further information on OJT or STEP please contact Mario Rodriguez at [mario.rodriguez@laworks.org](mailto:mario.rodriguez@laworks.org).

The LA Works E-Newsletter is back! As a Workforce Development Partnership, our mission is to improve the quality of life of all customers by delivering career-enhancing and educational opportunities, provide community and business services, and foster an environment of goal attainment for partners and the customers we serve.

### Quote of the Month:

*"Leaders are people who can discern the inevitable and act accordingly."*

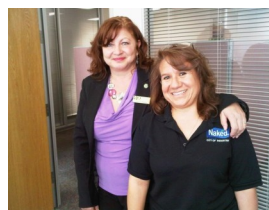
- Donald Trump

## LA Works Teams Up With Tropicana

LA Works' ongoing partnership with Tropicana is the direct result of our services in action. When Alicia Wenker, an Employment Training Specialist (ETS) at LA Works, discovered that Tropicana needed to fill a spot to assist Human Resources in the recruitment process, she immediately contacted Maggie Luna, one of her clients.

Maggie was hired within 48 hours and received a promotion after three months. She now looks to LA Works to assist her in screening and recruiting applicants for open positions at Tropicana. **Recently LA Works hosted a successful recruitment to fill several open positions with the company.**

Tropicana is one of several local companies that has held repeated recruitments at LA Works.



LA Works ETS Alicia Wenker (left) and Maggie Luna from Tropicana (right).

**Many businesses have utilized LA Works' facilities and equipment for recruitment purposes free of charge with satisfying results.**

"Due to recent local closures in the manufacturing industry, we are able to provide companies like Tropicana with a wide variety of qualified candidates," states LA Works ETS Martha Leyva.

If you are interested in partnering with LA Works for a recruitment, contact Howard Luong at [howard.luong@laworks.org](mailto:howard.luong@laworks.org).

LA Works' recent recruitment with Tropicana is part of an ongoing partnership. LA Works maintains similar partnerships with Amtrak, Athens Waste Management Services, Reuland Electric, Bimeda Inc., Magparts, Homes of Hope, Lowe's, Home Depot, Masonic Homes, and LACERA.

## LA Works Honored With Business of the Month Award

The Irwindale Chamber of Commerce recognized LA Works as their "Business of the Month" for June 2009. LA Works employee Mario Rodriguez recently accepted Certificates of Recognition from Irwindale's Chamber of Commerce and City Council, respectively. Pictured below from left to right are Lisa Bailey (Irwindale CoC), Mario Rodriguez, and LA works staff.





## Outside the Box

**"Wherever you see a successful business, someone once made a courageous decision."  
-Peter Drucker**



### LA Works: Your Business Resource



At LA Works, serving local businesses is a high Priority.

**Free services** we offer local businesses include:

- The Business Resource Guide
- Candidate Search
- On-the-Job Training Programs (OJT)
- Workforce Reduction Solutions
- Business Development/Recruitment Assistance
- Labor Market Information

Our **low-cost**, fee-based services include:

- Videoconferencing
- Facility Rental
- Professional Consultants

## Small Business Administration Offers Incentives

The Small Business Administration (SBA) is offering incentives through the Federal Stimulus for **SBA 7(a)** and **SBA 504** programs.

**SBA 7(a)** loans may be available for:

- Land / building purchase
- Business acquisition
- Working capital
- Machinery/equipment purchase
- Inventory furniture or fixtures purchase
- Refinancing
- Construction

**SBA 504** loans may be available for:

- Land/building acquisition—new purchase, construction or renovation
- Machinery/equipment purchase

In addition, the SBA serves as a resource for numerous **grant opportunities**— visit <http://www.sba.gov/services/financialassistance/grants/index.html> for links to grant resources for businesses/organizations.

The SBA also offers incentives specifically for:

- Women
- Veterans
- Native Americans
- Opportunity Gaps
- Young Entrepreneurs
- International Trade
- "En Espanol"
- 50+ Entrepreneurs

Contact your local lender or visit <http://www.sba.gov/services/index.html> for more information.



The LAEDC (see headline) and the San Gabriel Valley Economic Partnership (SGVEP) offer **free business assistance consulting** to decision makers representing businesses in the manufacturing, distribution, and service industries. These pre-paid consulting services are offered to businesses that create or retain jobs within the San Gabriel Valley.

The mission of the LAEDC and SGVEP is to promote economic vitality in the San Gabriel Valley and to retain our local business base by helping them survive and grow. They serve as your connection to city and county officials, business leaders, economic development allies, and a business assistance network to help you leverage a variety of services. Their Business Assistance Team offers

### Attracting, Retaining, & Growing Businesses

assistance with:

- Site Selection
- Cost Containment
- Economic Research
- Financing
- Human Resources
- Advanced Technical Assistance
- International Trade
- Business Expansion & Retention Facilitation

Since 1996, the LAEDC has attracted/retained 1,085 businesses and 151,942 jobs, totaling \$7.5 billion in direct economic impact. Contact **Bob Machuca** at [bob.machuca@laedc.org](mailto:bob.machuca@laedc.org) for info.

## What the Employment Training Panel Can Do For Your Business



If you pay employer taxes in the state of California, your tax dollars fund the Employment Training Panel (ETP). The ETP, in turn, serves California businesses.

From the ETP website: "The Employment Training Panel (ETP) is a business and labor supported state agency that assists employers in strengthening their competitive edge by providing

funds to off-set the costs of job skills training necessary to maintain high-performance workplaces" (see [www.etp.ca.gov](http://www.etp.ca.gov)).

Essentially, the ETP provides funding for training leading to skill attainment for incumbent workers, helping to offset training costs and/or minimize layoffs. Striving to allow businesses to grow and thrive in

California, the ETP targets businesses threatened by competing out-of-state or international sources.

ETP develops public-private partnerships through employers matching ETP funds for training existing workers in utilizing computer software, new equipment, etc.

Interested? E-mail [edu@etp.ca.gov](mailto:edu@etp.ca.gov) or call 818-755-1313 (local office).