

LOS ANGELES COUNTY BUSINESS DEVELOPMENT SERVICES

# Business Resources

2021 - 2022 Service Guide



RE: Business Development Services offered by Los Angeles County

Dear Los Angeles County Employer,

The County of Los Angeles Department of Workforce Development, Aging and Community Services (WDACS) is pleased to introduce you to our no-cost Business Development Services available through our network of America's Job Centers of California (AJCCs). We are glad that you choose to do business in L.A. County, contributing to the employment of more than 5 million people.

By prioritizing the needs of employers like you, we continue to promote economic growth and employment in your community. Your local AJCCs are ready to assist you in meeting your workforce needs by helping you source, recruit & hire motivated talent while also helping you tap into available workforce tax credits and financial incentives.

Local AJCC Business Services Representatives can connect you to resources and qualified job seekers to help support and grow your business. We provide funding to our AJCCs to empower businesses with tools and resources to increase productivity, employ qualified candidates and remain competitive in today's economy. Let us help your business succeed and grow. We look forward to working with you!



Otto Solorzano  
**Acting Director**



LA County  
America's **Job** Center  
of California™



## We can help you with:

-  **Workforce Solutions**
-  **Recruiting and Hiring Talent**
-  **Qualifying for Financial Incentives**
-  **Accessing Workforce Tax Credits**
-  **Applying for Training Funds**
-  **Grants and Loans**

Los Angeles County America's Job Centers of California (AJCCs) offer no-cost workforce services to businesses, non-profits, micro-enterprises and social enterprises. AJCC Business Services Representatives (BSRs) can help your organization gain a competitive edge by helping you source, recruit & hire motivated talent while also helping you tap into available workforce tax credits and financial incentives. Find out how we can help you navigate all available resources by connecting with our Business Services Representatives today!

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**





## RAPID RESPONSE ASSISTANCE PROGRAM

L.A. County America's Job Centers of California (AJCCs) can help employers who are facing the possibility of laying off employees or even closing permanently via our Rapid Response Assistance Program.

We offer no-cost business counseling, capital to retrain your employees, access to workforce tax credits and help placing laid off employees into new careers.

AJCC Business Service Representatives will work with you and your employees to minimize losses, improve company morale and help employers recover and thrive in L.A. County.

## HOW WE CAN HELP

- ✓ **Business Counseling to help prevent layoffs and closure**
- ✓ **Capital to Retrain and Upskill your current employees**
- ✓ **Access to Workforce Tax Credits and Wage Subsidy Programs**
- ✓ **Placement of Laid-off employees with new employers**

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**





## ON-THE-JOB TRAINING (OJT) PROGRAM

L.A. County America's Job Centers of California (AJCCs) can help provide employers with qualified job seekers who are eager to work, but need the specialized training only an employer can provide via funding from our On-the-Job Training (OJT) Program.

Our OJT Program funding will subsidize costs incurred to train new employees that you hire from our pool of local and qualified job seekers up to 90% of wages paid.

OJT is a high-value means to hire new talent, mitigate the learning curve for new employees, minimize business disruption while providing training all while being reimbursed for training your future workforce.

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**



## HOW OJT WORKS

- ✓ Interview prospective candidates from our pool of local job seekers
- ✓ Agree to hire one of our prospective candidates
- ✓ Provide on-the-job training to your new employee
- ✓ Receive reimbursement up to 90% of wages paid or \$7,500 per employee (Whichever is less)



## INCUMBENT WORKER TRAINING (IWT) PROGRAM

L.A. County America's Job Centers of California (AJCCs) can help provide employers with Incumbent Worker Training (IWT) Program funds designed to offset a portion of your organization's costs to train and upskill current full-time employees.

Our IWT Program helps employers fund training for current employees to learn additional skills with the goal of remaining employed & creating internal promotional opportunities.

AJCC Business Services Representatives will work with your organization to help reimburse you for the training needed to help you gain a competitive edge.

## HOW IWT WORKS

- ✓ Meet with your local Business Services Representative
- ✓ Identify current employees who need retraining and upskilling
- ✓ Provide training to employees identified and cover the costs
- ✓ Receive IWT reimbursement of up to \$4,000 per employee

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**





## CUSTOMIZED TRAINING PROGRAM

L.A. County America's Job Centers of California (AJCCs) can help employers with Customized Training Program funds designed to offset a portion of your organizations costs to develop specialized training for new and existing employees if training does not exist.

Customized Training is geared towards employers investing in new production technology, service procedures or green technology which requires upskilling and retraining of employees.

The goal is to provide employers the opportunity to develop custom training programs to create a qualified workforce prepared to meet future operational needs.

## HOW IT WORKS

- ✓ Meet with your local Business Services Representative
- ✓ Identify new and existing employees in need of training
- ✓ Provide training to employees identified and cover the costs
- ✓ Receive reimbursement of up to \$7,500 per trainee

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**





## WORK OPPORTUNITY TAX CREDIT (WOTC)

L.A. County America's Job Centers of California (AJCCs) can help you qualify for the Work Opportunity Tax Credit (WOTC), a federal tax credit available to L.A. County employers who hire employees from certain targeted groups that have faced barriers to employment.

WOTC is a workforce tax credit that incentivizes workplace diversity and access to good jobs for all L.A. County employees. Employers earn tax credits ranging from \$1,200 - \$9,600 based on the qualifications of the employee, hours worked and current wage rate.

We can help you qualify for WOTC plus assist in sourcing and recruiting your next rockstar employee.

**Fill out an Interest Form to get started!**

**REBRAND.LY/BIZFORM**



## HOW WOTC WORKS

-  Interview prospective candidates from our pool of local job seekers
-  Agree to hire one of our prospective candidates
-  Apply for WOTC within 28 days of hiring eligible new employee
-  Receive Work Opportunity Tax Credit ranging from \$1,200-\$9,600





## Youth@Work Training Program

## HOW IT WORKS

L.A. County America's Job Centers of California (AJCCs) can give your organization the opportunity to boost your workforce at no-cost while providing **youth ages 14-24** with work experience via our Youth@Work program.

Youth@Work incentivizes employers who join the program by providing them with **100% paid temporary staff** who are ready to gain experience in the workplace. Each temporary youth staff member will work **100 hours** for your organization at **no cost to you**.

Employers have the unique opportunity to invest in their community while also increasing their organization's capacity. Sign up as a Youth@Work Employer now!

-  Interview candidates from our pool of skilled youth ages 14-24
-  Host candidate(s) at no cost to you for 100 hours (in person/ virtually)
-  Provide mentorship and training to your selected candidate(s)
-  Opportunity to hire youth you have trained permanently (optional)

**Fill out an Interest Form to get started!**

**REBRAND.LY/YOUTHATWORK**





Full list of workforce services & programs:

[AJCC.LACOUNTY.GOV](http://AJCC.LACOUNTY.GOV)

Get help! Fill out interest form:  
[REBRAND.LY/BIZFORM](http://REBRAND.LY/BIZFORM)

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