

Gateway View

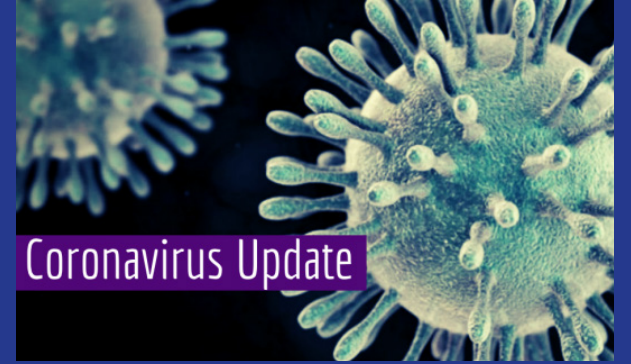
Gateway Los Angeles PBID Quarterly Newsletter First Quarter 2020



GATEWAY HOTELS CELEBRATE FIREFIGHTERS
Local hotels spend Protectors Week delivering tasty treats to the firefighters who protect our community every day.



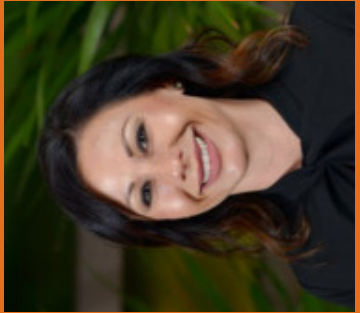
WELCOME GATEWAY'S NEWEST TEAM MEMBER
Michael Russell kicks off new position as Gateway's new Director of Program Services.



Coronavirus Update

The COVID-19 coronavirus situation is changing by the minute, but the Los Angeles Economic Development Corporation has a variety of resources and information available to businesses as they seek to navigate the latest crisis. From emergency loans and energy efficient utility programs to short-term workforce solutions, Gateway shares opportunities designed to help local businesses weather the economic and human resources side of the coronavirus outbreak.

Look inside for all the details.



Residence Inn Names New GM

HOSPITALITY VETERAN KATIE GREEN TAKES OVER AS NEW GENERAL MANGER AT RESIDENCE INN
Gateway is proud to welcome Katie Green as the new general manager of the Residence Inn LAX. With more than 18 years of experience in the hospitality industry, including both operations and sales leadership, Green came to the LAX area in February after serving as area general manager overseeing two properties in Laguna Beach. Green previously served as the general manager of the Courtyard by Marriott and Residence Inn in Stockton and the Courtyard by Marriott in Oxnard.



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calendar

BOARD MEETINGS:

Tue	May 5	8 – 9:30am	– LAX Administration Building 1 World Way West
Tue	July 14	8 – 9:30am	– Four Points by Sheraton LAX 9750 Airport Boulevard



Gateway Recognizes Protectors

AREA HOTELS COME TOGETHER TO THANK LOCAL FIREFIGHTERS FOR SERVING THE COMMUNITY

As part of Protectors Week, a number of Gateway hotels pulled out all the stops and delivered food and thanks to the firefighters serving at Los Angeles Fire Department Station No. 95 on International Road in the heart of the Gateway Los Angeles BID area. The station serves the Gateway area and local hotels were pleased to drop off desserts to thank firefighters for their efforts.

from top left) Tasty chocolate macaroons delivered to firefighters by the Hyatt Regency team; the LAX Marriott team poses with firefighters after delivering mouth-watering lemon chiffon cake (below) and the Westin team poses with firefighters after delivering their desserts to firefighters. Also pictured, (at right) the Hyatt Regency's director of marketing and public relations, Libby Zarrah, checks out the Jaws of Life during a tour of the station.



Pictured (above, clockwise

NEW DIRECTOR OF PROGRAM SERVICES

Gateway Welcomes Michael Russell

Gateway Los Angeles welcomes Michael Russell to the team as the new Director of Program Services. In his new role, Michael will oversee the ambassador and maintenance services, vendor management and outreach to stakeholders, LAPD, LAWA, and others. With over 12 years of experience in the Business Improvement District (BID) industry, previously serving as the Operations Director and subsequently as the Executive Director of Wilshire Center BID and Executive Director to the Culver City Arts District BID. Michael formerly served as Chair of the LAPD Community Police Advisory Board and Member of the County of Los Angeles Assessor Advisory Council. As a native to Los Angeles, Michael earned a Bachelor of Arts in Business Management and a Master of Science in Public Administration from California State University of Los Angeles.



"I'm very excited to join the Gateway Los Angeles team during this time of unprecedented growth and change. Along with a very capable operations team and the experience of Laurie Hughes, I have no doubt that we will continue to help our stakeholders and the District thrive for many more years to come."

LAEDC Coronavirus Resources

During the Coronavirus crisis, the Los Angeles Economic Development Corporation has highlighted a variety of information and resources for local businesses:

EMERGENCY LOANS

Congressional Bill HR. 6074: Coronavirus Preparedness and Response Supplemental Appropriations Act, 2020. Signed by President March 6, 2020 to provide estimated \$8.3 billion to fund programs and loans to business that have been impacted by financial losses as a result of the coronavirus outbreak.

Congressional Bill H.R. 6040: To amend the Small Business Act to ensure small businesses affected by the onset of communicable diseases are eligible for disaster relief. Introduced by Congresswomen Judy Chu and would enable small businesses to access Economic Injury Disaster Loans of up to \$2 million to help meet financial obligations.

Los Angeles County Development Authority (LACDA) Smart Funding program: \$25K to \$1.5mil

Community Development Financial Institutions (CDFI) – community-based, nonprofit financial institutions such as LISC and RISE Financial Pathways that assist businesses with low-cost loans
California IBank - emergency loans, via Pacific Coast Small Business Development Corporation

Jewish Free Loan Association (JFLA): No fee and interest-free loan of up to \$10,000 to cover:

- Small business losses
- Lost wages because you can't go in to work
- Child care costs when schools are closed
- Funds lost due to cancelled travel plans and more

BUSINESS SOLUTIONS – ENERGY EFFICIENCY UTILITY PROGRAMS

Southern California Edison (SCE)

Small Business Solutions Program to assist small business save on energy costs:

- Cost-saving energy audits/ Free lighting upgrades/ Energy efficiency solutions
- Savings by Design / Energy-Star/ Incentives

Southern California Gas Company (SoCal Gas) Commercial Direct Install Program to reduce energy costs and save money. Long-term energy savings to business customers by installing no-cost energy-efficient products:

- Free burner tunings for natural gas equipment / Low-flow Kitchen Pre-Rinse Spray Valves
- Hot Water Tank Insulation/ Hot Water Pipe Insulation/ Low-flow Aerators
- Laminar Flow Restrictor (only offered to hospitals and medical offices)
- Rebate program for small/medium/large customers who purchase qualifying equipment.

SHORT TERM WORKFORCE SOLUTIONS

EDD Work Sharing Program: Temporary alternative to layoffs

www.edd.ca.gov/unemployment/Work_Sharing_Program.htm;
www.edd.ca.gov/pdf_pub_ctr/de8684.pdf

Los Angeles County Rapid Response Services: to assist affected employees who may be laid-off or downsized. Contact LAEDC Area Managers for more info.

Employers can also apply for the Unemployment Insurance (UI) Work Sharing Program if reduced production, services, or other conditions cause them to seek an alternative to layoffs due to the coronavirus crisis. This program is administered by the California EDD (Employment Development Department).

The Work Sharing Program helps employees whose hours and wages have been reduced:

- Receive UI (Unemployment Insurance) benefits
- Keep their current job
- Avoid financial hardship

The Work Sharing Program helps employers:

- Minimize or eliminate the need for layoffs
- Keep trained employees and quickly prepare when business conditions improve
- Avoid the cost of recruiting, hiring, and training new employees

There is no cost to apply for this program. For more information and how to apply for Workshare programs, please email: covid19response@laedc.org or (213) 236-4839.



UPDATE

LINXS Breaks Ground on LAX Peplemover

LAX Integrated Express Solutions (LINXS) has broken ground on the \$4.9bn automated people mover (APM) project at the Los Angeles International Airport (LAX).

Scheduled to become operational by 2023, the APM is an electric train designed to transform public transportation, decrease traffic congestion and provide a better experience to passengers travelling to LAX.

This project is a signature piece of mega infrastructure that will be ready to welcome the 2028 Summer Olympics.

The people mover will operate on a 2.25-mile track with six stops. It will connect passengers to airport terminals together with pick-up and drop-off locations outside the Central Terminal Area.



Gateway Shines During Dine LA Concierge Visit

Dine Around LA is designed for hotel concierges from the greater Los Angeles area as an opportunity for them to learn more about various neighborhoods' restaurants to better serve their clientele. There are half a dozen events each year in different areas of Los Angeles, and Dine Around LA works directly with restaurateurs to schedule these outings.

The group that recently visited the Gateway area consisted of concierges representing about 15 different hotels from the greater Los Angeles area and a couple of Los Angeles Concierge Association members who report back to the greater LACA membership. This event showcased seven excellent hotel restaurants.

The first stop, Yokoso, an exceptional sushi restaurant in the Crowne Plaza, has hosted the welcome reception and complimentary parking since our inception 3 years ago. All other visits were a brief but a perfect 20-minute stop, where the concierges tasted specialty bites

and libations from Andiamo in the Hilton, JW Steakhouse in the Marriott, Studio 12 at the Renaissance, Unity LA in the Hyatt and we ended with Sheraton's Costero. Complimentary transportation was provided by Marco Khorasani, proprietor of VIP Tours on one of their pristine party busses.

We worked with Dine Around LA's Mary Ann Borders to design an event highlighting the benefits of Gateway LA restaurants. Our main selling points were... beat the traffic to LAX and dine at one of our superb hotel restaurants (outside of the airport) while you enjoy an exceptional meal, drink or entertainment before heading to LAX on their complimentary hotel shuttle. (All hotels will store guests bags during their dining visit).

Needless to say, the 30 area concierges enjoyed and walked away with first hand knowledge of what Gateway LA restaurants have to offer their individual guests.

Gateway Member Winter Reception

