

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

Please attach additional pages if necessary for any of the responses.

<b>Applicant Information</b>	
<b>Organization Name</b>	Boys & Girls Clubs of the Los Angeles Harbor
<b>Tax Exempt Non-Profit Entity §501(c)(3) Status</b>	ATTACH Internal Revenue Service letter confirming 501(c)(3) tax exempt status
<b>City of L.A. Business Tax Registration Certificate (BTRC) Number</b>	0000476415-0001-8
<b>Event/Program/Project Name</b>	Wilmington P.O.L.A. (Port Ocean & Land Awareness) Program
<b>Date(s)</b>	July 1, 2019 – June 30, 2020
<b>Location(s)</b>	Wilmington Boys & Girls Club and Wilmington Park Elementary
<b>Brief Description (more detailed information to be included on next page)</b>	A multi-faceted program where children and teens engage in various learning activities aligned to the Port of Los Angeles including maritime, fishing, other ocean related industries and water-related recreation activities.
<b>Estimated Attendance</b>	200+
<b>Free or Ticketed Event? Anticipated ticket price?</b>	N/A
<b>Budget</b>	ATTACH BUDGET
<b>Contact Name</b>	Mike Lansing
<b>Contact Address</b>	1200 S. Cabrillo Avenue, San Pedro CA 90732
<b>Contact Phone</b>	(310) 833-0807
<b>Contact E-Mail</b>	mlansing@bgclaharbor.org
<b>Amount of Funding Applicant currently receives from the Harbor Department (for any and all programs/projects)</b>	\$100,000
<b>Funding Request for Fiscal Year 2019 – 2020 (July 1, 2019 – June 30, 2020)</b>	
<b>List the exact amount of funding being requested: \$150,000</b>	

Note: funding will be awarded on an annual basis based on the budget allocated by the Los Angeles Board of Harbor Commissioners. Fund award in prior years does not represent what will be awarded in Fiscal Year 2019-2020. The right is reserved to fund up to the amount requested.

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

**Event/Program/Project Information**

Event/Program/Project History:

For the past 82 years, we have been dedicated to serving “those who need us most” with the daily programming and services not readily available but necessary for the full development of our most vulnerable Harbor area youth. We began as the San Pedro Boys Club and although it took longer than hoped – we eventually expanded our membership in 1994 to become the Boys & GIRLS Clubs of San Pedro. In 2003, the *Wilmington Boys & Girls Club* came to the San Pedro Club leadership in the hopes we would take on this additional community due to their inability to continue to fund the programs and facilities needed for Wilmington’s youth. If we could not accept this additional responsibility, the Wilmington Club would have been forced to close their doors to the most at-risk youth of that Port community. After a year of deliberation and strategizing on how we could accept and adequately facilitate this tremendous responsibility, we ultimately agreed that we must merge the two organizations together and the Boys & Girls Clubs of the Los Angeles Harbor was born. For the past 15 years, we have committed ourselves to always serving MORE Wilmington youth and providing the same comprehensive programming in Wilmington that we were already sponsoring in San Pedro. Besides the original Wilmington Club we inherited in the merger, over the past 15 years we also added six additional school sites to better serve the entire community. In addition, starting this summer we will be collaborating with Catholic Charities to operate the “Mahar House” facility located in East Wilmington as a Middle School program site. Because of this commitment and due to the great need – we now serve more youth in Wilmington than we do in San Pedro (please see accompanying map). Our **Port Ocean & Land Awareness Program** (P.O.L.A.) was developed and implemented in collaboration with the Port of Los Angeles as together we partnered on the establishment of our Port Boys & Girls Club at the Liberty Hill Plaza facility. Developing the P.O.L.A. program with the support of the Port of Los Angeles was important and necessary as we had agreed on a 20-year contract to open a Boys & Girls Club at the Port’s Liberty Hill facility and needed to meet the NEXUS of the Tidelands Trust Act to receive Port funding support – which P.O.L.A. did accomplish. These valuable hands on activities and lecture learning opportunities for youth of San Pedro in the area of Port related functions included the maritime industry, water-related recreation, fishing, and other ocean related industries. We have been sponsoring the P.O.L.A. program for the San Pedro youth for the past 18 years and with the Port’s Community Investment Grant of 2018 – we were able to implement our P.O.L.A. program for our Wilmington community. Therefore, our sincere hope is to partner with the Port of Los Angeles once again via this Community Investment Grant process to *continue* to provide *equal access* by once again sponsoring the P.O.L.A. aligned activities and learning opportunities for the youth of Wilmington. Specifically, we hope to continue this effort at our Wilmington Boys & Girls Club and our Wilmington Park Elementary School Club and now also include our Mahar House site. Last year, the Wilmington Club and Wilmington Park facilities served approximately 500 Wilmington youth per day which provides the available pool of participants to assure that *at least* “200” if not more of these boys, girls and young adults participated in our P.O.L.A. programming. Given our new Mahar House site opening this summer, we will easily engage 200+ members in our P.O.L.A. program in 2019-2020.

Describe the Event/Program/Project Purpose & Goals:

Our plan is to utilize our already existing collaborations with a wide range of Port tenants/partners to provide the youth of Wilmington experiences and learning opportunities that will lead to a greater understanding of the Port’s functions, the recreational opportunities available in our harbor and ocean,

environmental and other challenges facing our Port, and possible Port related job opportunities/careers for their futures. Each of these partners as well as our own "home grown" education support curriculum (P.O.L.A.) will bring a much better understanding and appreciation of the Port of Los Angeles by our Wilmington members who we will target with this grant. Each of these collaborations and youth engagements currently **promotes the LA Waterfront in San Pedro and Wilmington and this project will once again focus on our Wilmington youth and will engage them in these year-round learning opportunities.**

The POLA program objectives are to:

- Provide an environment and activity schedule where a large group of Wilmington children and teens can learn about the Port of Los Angeles and its maritime and ocean related activities.
- Offer our teens an opportunity for career exploration through collaboration with the Port of Los Angeles and Port tenants (examples; guest speakers, internships, tours, etc)
- Offer year-round a wide range of ocean and maritime awareness activities centered around the Port and including a large number of Port related visits and excursions (i.e. Cabrillo Marine Aquarium, LAMI sailing trips, Harbor education cruises, sport fishing, US Coast Guard tours, etc)
- Educate our members on the importance of the Port of Los Angeles maritime business and the great difference it makes in our community and our local, statewide and national economy.
- Implement activities that teach Port safety and awareness to our members.
- Provide Internships with Port tenants and daily education support so that the youth have a "future life of quality" that will include participation in maritime industry activities and which eventually may result in Port related employment and careers.
- Provide environmental education through our daily STEM (Science, Technology, Engineering & Mathematics) program and including blue tech robotics activities.

To achieve these goals/objectives, the following are examples of some of the P.O.L.A. program activities and collaborating partners we will utilize throughout the 2019-2020 fiscal year.

- 1) **Los Angeles Maritime Institute "TOP SAIL" Program:** The Top Sail program is scheduled yearly and usually during the summer season. The program is designed to build teamwork and familiarize the members in navigation techniques by using compasses, nautical maps, global positioning satellite equipment, and other instruments. The one day sailing activity consists of teaching members the different types of sails, commands, and steering techniques necessary on a tall ship. From the start to the end of the 3 day voyage the tall ship is solely controlled by the members with the assistance from the captain and the crew. The members are responsible for navigation, food preparation, and cleaning of the tall ship.
- 2) **Fishing Club:** Members participate in fishing activities off the San Pedro jetty and when available on chartered fishing vessels.
- 3) **Cabrillo Marine Aquarium:** Activities include but are not limited to their Exploration Center/Discovery Lab, Aquatic Nursery, Salt Marsh walks, Touch Tank, S.E.A. Club and Beach Clean-ups.
- 4) **Aquarium of the Pacific:** Featuring 19 major habitats, 32 focus exhibits, over 11,000 ocean animals and numerous age-appropriate special activities & events – this venue is a great opportunity for our members to learn even more about the ocean, its inhabitants and ecological needs that surrounds their community and Southern California coastline.
- 5) **Banning Residence Museum:** The 19<sup>th</sup> century mansion is visited by our members to learn about its history and that it once belonged to Phineas Banning who was an important leader in how the Port of Los Angeles was developed and became one of the great ports in the world.
- 6) **Swimming Program:** Members participate each summer in a "learn to swim" program at the Wilmington YMCA which allows them to fully enjoy our Port-related recreational activities and opportunities for life in a safe and confident manner.
- 7) **Wilmington Youth Sailing Center:** For the past three years, we have been transporting our Wilmington members to participate in a summer sailing program sponsored by Robert McCoy.

With the Port supported Wilmington Youth Sailing Center soon to become a reality – our Wilmington youth will be able to participate in this great program year-round.

- 8) **Aquaculture & Blue Robotics:** Through a collaboration with AltaSea, and the Cabrillo Marine Aquarium, we will once again host a Sustainable Aquaculture curriculum to be delivered through a series of courses that will immerse students from the Boys & Girls Clubs of the Los Angeles Harbor (BGCLAH) from Wilmington in the growing Sustainable Aquaculture industry. This breakthrough curriculum has been developed by AltaSea and its partners, with oversight from AltaSea's Chief Scientific Officer, Dr. Sandra Whitehouse. In addition, we are developing a parallel curriculum for our members to participate in Blue Robotics opportunities. Both of these ocean related programs will be sponsored for the Wilmington Club and Wilmington Park Elementary members including trips to the AltaSea warehouses.
- 9) **Bob Ballard's Nautilus:** Also as part of our collaboration with AltaSea, our Wilmington Club members will also participate in a series of activities at a "classroom" Bob has built at Warehouse 1 which highlights underwater exploration and related ocean environment learning.
- 10) **Daily STEM Activities:** We sponsor daily STEM (Science, Technology, Engineering, & Mathematics) that include environmental education as well as skills building that can and does lead to Port related careers. This includes underwater robotics our members will build and operate as noted above.
- 11) **Career Bound & AltaSea:** Members in our Career Bound program participate in soft skills building, work experience and internships which support pathways to Port related employment & careers. Additionally, per their lease agreements, each of the eventual tenants of the AltaSea development will be required to provide a minimum of "2" internships annually which eventually will lead to 60 or more Port related Internships/work experiences each year.
- 12) **Daily Education Support:** Members receive daily education and college access support to provide the foundation for future Port related activities and employment/careers

**NEXUS STATEMENT – REQUIRED FOR ELIGIBILITY – In which ways does the event/program/project meet the Tidelands Trust Nexus requirement?**

Through our Port Ocean & Land Awareness program (P.O.L.A.), our members learn the history of the Port of Los Angeles as well as its diverse industry functions that both expands their knowledge and provides regularly scheduled Port/maritime related activities including fishing, boating, ocean exploration, water safety, industry related education such as our AltaSea collaboration on *aquaculture* (Cabrillo Marine Aquarium) and *blue tech* activities (Blue Robotics) and more. These activities and the others listed above meet the following *Tidelands Public Trust* compliance focus areas: Navigation of Waters, Maritime Commerce, Fishing, Marine-related Scientific study, Water-related recreation and Visitor-serving waterfront activities. In addition, to "promote the Port of Los Angeles and the maritime commerce and Port-related jobs it generates", besides our wide range of weekly and year-round activities, we are preparing internships with AltaSea's ocean industry related tenants. These internships provide marine-related science and technology education and workforce development experiences that will help prepare our Wilmington teens for possible Port related employment and careers.

Describe how the Event/Program/Project supports the Community Investment Grant Program goals:

Given the activities noted above in our Program Plan and Tidelands Nexus requirement, our P.O.L.A. program supports the following Port Community Investment Grant goals through the active engagement of our Wilmington youth in related daily/regular activity and classroom learning engagement:

- 1) P.O.L.A. promotes the LA Waterfront in Wilmington, as an active visitor destination for the benefit of the State of California
- 2) P.O.L.A. promotes the Port of Los Angeles and the maritime commerce and Port-related jobs it generates
- 3) P.O.L.A. provides education, training and/or workforce development in the areas of:
  - a) Shipping, fisheries, international trade and maritime industry
  - b) Marine-related sciences and technology
  - c) Port and maritime history
  - d) Port and marine-related safety

How do you plan to recognize the Port of Los Angeles for its grant?

We pledge a wide range of recognition for the Port of Los Angeles via but not limited to our website, social media, other marketing efforts, Annual Impact Report, banners at our Club sites and special event recognition.

Evaluating Success – What are the metrics and methodology that you will use to evaluate the success of the event? (e.g. number of attendees at the event, number of students attending classes)

Given the sheer number of Port related activities our P.O.L.A. program will sponsor (12 and counting), over 200 Wilmington youth will participate in multiple activities totaling well in excess of 1,000 activity units during the course of the year (1 unit for each person participating in any P.O.L.A. activity). We will use sign-in sheets to monitor the daily participation numbers as well as “post” surveys to evaluate their knowledge, interest and the enjoyment factor of engaging in these wide-range of Port related activities.

<b>Applicant Signature</b>	
I certify that the information contained in this Port of Los Angeles Application for Community Investment Grant Program is true and correct to the best of my knowledge.	
<b>Printed Name:</b>	Mike Lansing
<b>Signature:</b>	
<b>Date:</b>	April 22, 2019

**Six (6) double-sided copies of the full application due by 4:00 p.m., Monday, May 6, 2019 to:**

Port of Los Angeles  
 Community Investment Grant Program  
 Public Relations  
 425 S. Palos Verdes Street  
 San Pedro, CA 90731

/

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

Please attach additional pages if necessary for any of the responses.

<b>Applicant Information</b>	
<b>Organization Name</b>	International Trade Education Programs, Inc. (TEP), dba EXP
<b>Tax Exempt Non-Profit Entity §501(c)(3) Status</b>	Internal Revenue Service letter confirming 501(c)(3) tax exempt status - ATTACHED
<b>City of L.A. Business Tax Registration Certificate (BTRC) Number</b>	000213201-0001-1
<b>Event/Program/Project Name</b>	Preparing the Next Generation Workforce
<b>Date(s)</b>	July 1, 2019 – June 30, 2021
<b>Location(s)</b>	Greater Los Angeles Harbor area with emphasis on Wilmington, Harbor City and San Pedro communities.
<b>Brief Description (more detailed information to be included on next page)</b>	Prepare high school students for college and career opportunities in Port-related and other high-wage/high-growth industries.
<b>Estimated Attendance</b>	12,800 over two years
<b>Free or Ticketed Event? Anticipated ticket price?</b>	N/A – EXP does not have fees associated with student participation.
<b>Budget</b>	BUDGET - ATTACHED
<b>Contact Name</b>	Amy L. Grat, CEO
<b>Contact Address</b>	2417 E. Carson Street, Suite 200 - Carson, CA 90810
<b>Contact Phone</b>	424.368.7100 ext. 103
<b>Contact E-Mail</b>	amygrat@expfuture.org
<b>Amount of Funding Applicant currently receives from the Harbor Department (for any and all programs/projects)</b>	\$350,000
<b>Funding Request for Fiscal Year 2019 – 2020 (July 1, 2019 – June 30, 2020)</b>	
<b>List the exact amount of funding being requested: \$ <u>400,000</u></b>	
Note: funding will be awarded on an annual basis based on the budget allocated by the Los Angeles Board of Harbor Commissioners. Fund award in prior years does not represent what will be awarded in Fiscal Year 2019-2020. The right is reserved to fund <b>up to</b> the amount requested.	

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

Please complete and submit six (6) double-sided copies of this Grant Application, individually stapled with all supporting documentation (including detailed budget), by 4:00 p.m. Pacific Time, Monday, May 6, 2019 to:

Port of Los Angeles  
Community Investment Grant Program  
Community Relations  
425 S. Palos Verdes Street  
San Pedro, CA 90731

**GRANT APPLICATION GENERAL INSTRUCTIONS:**

- If selected to receive funding from the Harbor Department, Grantees must sign a Grant Agreement with the Harbor Department, similar in form to Attachment 1.
- Fill out the Grant Application very carefully with a commitment to perform the services and activities described. Performance is required for you to receive Grant payment. Non-performance may require Grant repayment and/or negatively impact future grant applications.
- Funding is paid to Grantees following the Director of Community Relations' approval of Grantee's submittal of valid invoice, together with a valid City of Los Angeles Business Tax Registration Certificate (BTRC) number, or exemption number and sufficient insurance as required by the Department's Risk Manager. All recipients of Grant funds may be audited or subject to a site visit to ensure the full performance of the Grant Scope of Work.
- Grantees will be required to prominently display a plaque, banner or similar signage declaring that support was provided by the Port of Los Angeles and include the Port's logo and to share member/guest information with the Port as practicable, and provide a photo or other documentation that this requirement was met.
- Grantees will be required to obtain and provide proof of a Commercial General Liability Policy covering any bodily injury, property damage, personal injury or advertising injury associated with their event, program or project. This policy, for which specific requirements will be contained in their agreement, shall include an endorsement naming the City of Los Angeles Harbor Department as an additional insured. Invoices will not be processed until the insurance requirements have been fully met.
- Grantees intending to have their event, program or project on Port property are required to submit a completed Temporary Entrance and Use Permit (TEUP) application at least 90 days prior to the event. Note that fees associated by the TEUP may be required – there is no guarantee of fees being waived by the Harbor Department. It is recommended that a TEUP be submitted for the event, program or project as soon as possible to ascertain if space is available and to place a hold on the space if it is available.
- By applying for a Community Investment Grant, the organization acknowledges that it wishes to become a community partner of the Port of Los Angeles and as such, will not jeopardize this relationship by disparaging the Port in deed, print, electronic or spoken communications.

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

**Event/Program/Project Information**

**Event/Program/Project History:**

International Trade Education Programs, Inc. (ITEP), dba EXP, is eternally grateful for the ongoing and successful collaboration with Port of Los Angeles (POLA). Because of our long-standing partnership and collective investment in youth, schools, industries and communities, EXP has emerged as the premier career-focused youth development organization in Southern California.

EXP's mission is to prepare students for a better life. EXP's programs help young people gain experience, unlock doors and build the confidence they need to succeed in school, career and life.

EXP was established in 1999 by maritime industry leaders and founded by a former POLA Harbor Commissioner. The primary focus was to bridge the gap between the port industry's need for a skilled workforce and the local high school's struggle to graduate students. While serving the greater Los Angeles region, EXP maintains its deep-rooted presence in the Los Angeles Harbor area with strong programs continuing in Wilmington, San Pedro and Harbor City.

Reflecting on a successful 20-year history, EXP recognized early on that the Port industries were changing in response to technology and other external forces and that a program was needed to assist schools in adapting education and workforce development to respond these new industry realities. International Trade Academy (ITA) at Phineas Banning High School was the first pathway established with EXP support in 1999. Today, EXP proudly supports over 6,400 underserved students annually, in nine high schools through 17 career pathways.

EXP alums have been employed at APL, APM, Franco Trucking, Global Pro Logistics, Phillips 66, Marathon, UPS, and many other Port-related companies. From Dalia Palsson at The Pacific Maritime Association to Miguel Camacho, CSU Maritime Academy graduate now working at Conoco Phillips Polar Tankers, to Itzel Carranza, another CSU Maritime Academy graduate now working at Transmarine in Stockton, EXP is building the next generation port-related workforce. EXP's enduring presence at Phineas Banning High School in Wilmington, due in large part to the Port's investment, has enabled the school to continue to be the #1 feeder to Cal Maritime.

Over the past few years, EXP undertook a thorough review of its organizational strategy and stakeholder perceptions to develop a brand identity that would capture the depth and breadth of EXP program services throughout the Harbor region. This process resulted in a new name and brand for the organization which led to EXP - The opportunity engine, and launched on September 10, 2018. Please note that this is a DBA and did not change legal status.

**Describe the Event/Program/Project Purpose & Goals:**

EXP's purpose is to support schools to deliver innovative, career-based curriculum that makes classroom learning relevant and exciting. It's important to underscore that what happens in the classrooms today directly impacts what happens in our shared communities tomorrow.

EXP delivers work-based learning experiences to students throughout their high school journey and beyond graduation. EXP's programs begin with freshmen and sophomores increasing their career awareness through participation in GPS *Your Future* and U.S. Coast Guard *Day of Discovery*, career expo and awareness events, guest speaker series and workplace tours. Additional opportunities for sophomores include industry coaching with professionals serving as mentors, exploring careers more in-depth through college and study tours and networking events. Juniors continue in career preparation through EXP job-skills workshops and coordinates paid summer internship placements with EXP-industry partner employers.

EXP has increased its reach for Women in STEM Career Day by 50% this year, hosting an estimated 250 young women on May 1, 2019. This event exposes young female students to STEM-related career opportunities, engages them in breakout sessions featuring successful women in various STEM fields and enables them to experience visually innovative showcases from STEM-related employers. Seniors culminate their EXP experience with career training which includes student ambassador activities, career experience, dual college enrollment, scholarship opportunities and peer-to-peer mentorship.

EXP delivers work-based learning experiences to students throughout their high school journey and beyond graduation. EXP supports alumni in their pursuits of college, vocational training and/or career opportunities further ensuring their success. EXP's success stems from its unique ability to bring industry and schools together to solve problems and overcome obstacles that prevent students' access to education, professional experience and career opportunities.

The following are EXP program goals:

**1) Students will have a positive educational experience that explores interest in Port-related careers, STEM careers and/or other high-wage and high-growth careers**

Success measures:

- at least 3,000 students will participate in regional career exploration, mock interviews and/or job shadow experiences
- 75% of students who attend a regional career fair will demonstrate increased knowledge of career pathways
- 60% of sophomores will indicate interest in high-wage and high-growth careers
- 30 workplace tours to be coordinated annually

**2) Students will receive career and academic support to create goals and set milestones for career success**

Success measures:

- 75% of sophomores who participate in industry mentoring will indicate increased confidence in their ability to set goals and milestones for career success
- 5,000 hours volunteered by industry partners
- 275 sophomores will be matched with industry mentors; staff to facilitate mentorship sessions

**3) Students will become interested in pursuing Port-related careers, STEM careers, and/or other emerging 21st century careers**

Success measures:

- 65% of seniors will indicate plans to enroll in high-wage and high-growth postsecondary majors or seek employment in related sectors

**4) Students will increase skill attainment and the ability to communicate skillsets to employers**

Success measures:

- at least 135 students will complete work readiness workshops
- 75% of internship employers will rate their EXP interns as Good or Excellent in the area of skills attainment
- 130 students will participate in mock interviews
- 125 students will be placed in internship and/or receive work experience opportunities
- 70% of seniors will indicate a network and/or LinkedIn account with 3 or more professional contacts

**Notably, participation in EXP's programs and activities will have the following long-term community impacts:**

- Improve educational outcomes by contextualizing curriculum with industry engagement
- Promote 21st Century skills development in high schools for improved career success
- Facilitate greater awareness of and access to Port-related and high-wage and high-growth job opportunities
- Increase number of high school graduates enrolled in high-wage and high-growth post-secondary majors
- Greater workforce diversity in high-wage and high-growth careers
- Build skilled local talent pool to sustain POLA, its tenants and local industries in high-wage and high-growth sectors

- Increase alignment of workforce to community needs
- Promote 21st century skills development to close local workforce talent gap
- Raise the standard of living for local communities

**NEXUS STATEMENT – REQUIRED FOR ELIGIBILITY – In which ways does the event/program/event meet the Tidelands Trust Nexus requirement?**

EXP's service to the Port has always been to build the workforce for its tenants and to provide outreach and career education to the communities it serves, beginning with Wilmington, but also with the expectation of statewide public benefit to honor the Tidelands Trust. Through the support of Harbor area businesses, EXP students learn firsthand about maritime history, navigation, commerce and safety.

EXP-supported students explore maritime careers and history aboard the Battleship USS Iowa, by building underwater robots alongside engineers, through collaborations with AltaSea and the Marine Exchange, and through internships with the POLA and many Port tenants. Students learn about sustainable practices for preservation and conservation of natural resources in the Port environment through Cabrillo Marine Aquarium and a CELP Catalina Island Eco-Tour which happened for over 40 EXP-supported students in April 2019.

Students navigate Harbor waters and learn about the environment through trips with LAMI TopSail as well as harbor boat tours. EXP students also get a crash course in maritime safety through CSU Maritime Academy training and the annual U.S. Coast Guard *Day of Discovery*. Additionally, EXP collaborates with Los Angeles Harbor College to build awareness and support the development of Global Trade & Logistics curriculum.

Successful student experiences related to the Port and EXP's partnership can be demonstrated by Toni's testimonial: "I had never before been sure of what I was going to do in my future, but I am grateful to EXP for providing me the opportunity to work at LAMI and experience all that I did, which in turn helped me decide I would apply to California Maritime Academy to pursue a career in marine transportation. In honor of my love for this industry, my goal is to be a ship Captain."

Ongoing and current partners and/or sponsors for maritime activities involving Port tenants and leaders in the goods movement industry include ACTA, APL/Eagle Marine Services, APM Terminals, BNSF Railway, Catalina Express, DCLI, Franco Trucking, Los Angeles World Airports, Metro Ports, Pacific Harbor Line, Pasha Stevedoring and Terminals, Phillips 66, Ports America, Prologis, SA Recycling, Union Pacific, U.S. Coast Guard, Valero, Watson Land Company, West Basin Container Terminal and Yusen Logistics.

Partnering with POLA for the last 20 years has resulted in a generation of EXP alums spread across the Harbor area and the State of California throughout a multitude of Port-related careers. All EXP alumni build a greater understanding of and appreciation for the critical value of the Port of Los Angeles as an economic driver and community partner.

The Port's partnership with EXP has also resulted in an engaged and enlightened rising leadership corps. For example, Victor Ibarra was honored at EXP's 2019 Oceans of Opportunity Dinner and Scholarship Celebration in April receiving the Alumni Rising Star Award. EXP alums are working as educators to build future community success; alums are employed in high-wage and high-growth jobs at all local refineries. The Port of Los Angeles continues to support and inspire all EXP students to grow in their knowledge and leadership ultimately positively impacting their own communities.

**Describe how the Event/Program/Project supports the Community Investment Grant Program goals:**

The Port's support of EXP is an investment in human capital infrastructure that provides a return on investment for the Port and its cargo tenants through a better-qualified and more accessible workforce.

Together with POLA, EXP seeks to develop and cultivate a workforce in the greater Harbor area that is knowledgeable, actively engaged and empowered. EXP programs help area youth develop skill-sets needed to pursue careers in their communities and recognize the vital impact of local industry and businesses, particularly in the Port.

Many EXP students, including those who live in Wilmington, San Pedro and the greater harbor area, have never visited the LA Waterfront. EXP regularly holds program activities at Banning's Landing, Crafted at the Port of Los Angeles, aboard the USS Iowa and others to showcase the Waterfront to young people in the local and surrounding communities. Additionally, students have also participated in multiple Internship Program opportunities, introducing students to their waterfront communities for the first time.

In fact, EXP internship program students were part of a summer workshop (2018) focused on the redevelopment area of the Wilmington waterfront. Hosted at POLA's boardroom, preliminary redevelopment plans and drawings were shared with over 100 students. Likewise, students were given time to share their thoughts and opinions as to how to make best use of and redevelop the waterfront property in their neighborhood.

Through previous partnerships with the Harbor Community Benefit Foundation and currently with other EXP stakeholders, EXP educates students on the impacts of port and maritime operations, and enables students to develop and implement creative solutions for their mitigation. EXP produced an Environmental Leadership Summit in April 2017 to engage both students and industry leaders on a range of topics, including conservation of natural resources, marine wildlife preservation, sustainability and the myriad of career opportunities in related fields. EXP has innovated programming and expanded to include a Women in STEM career day in 2018. We are proud to be hosting this event for a second year (May 1, 2019) and exposing approximately 250 young women to careers in science, technology, engineering and math.

With the generous support of POLA, EXP has demonstrated historical success leveraging community resources, over 400 industry partners' expertise to accelerate the impact of mentorship and workforce development programs for students. Through participation in EXP's programs, students gain critical educational and 21st century job-related skills needed to successfully compete for jobs, which will transform lives and strengthen economies. In cooperation with industry leaders, EXP develops the talents of young people today to create a knowledgeable and prepared workforce for tomorrow.

**How do you plan to recognize the Port of Los Angeles for its grant?**

POLA's investment in EXP programs has a strong and lasting impact statewide. The Port of Los Angeles will be publicly recognized by EXP in several ways for the ongoing life-changing and positive impact its commitment makes in the lives of EXP-supported students year after year.

EXP will request a proclamation from the City of Los Angeles to recognize the tremendous impact POLA is making in the region by virtue of this grant award and its longtime partnership with EXP. EXP will also recognize the Port of Los Angeles with Diamond level sponsorship at the 2020 and 2021 *Oceans of Opportunity* dinner and scholarship celebrations: premier seating for 10, a full-page ad in the program book (EXP will earmark the inside cover for the Port), verbal acknowledgement from the stage, logo on the event website, logo in the event sponsor reel, logo on event signage and banners, newsletter recognition and social media promotion on Facebook, Twitter and LinkedIn – 6,000+ circulation. Over 400 industry leaders from more than 100 local and regional corporations attend the annual event, many of which are from Port-related industries. EXP continues

to honor the historic support of prestigious Port employees by annually presenting a volunteer award in the memory of Bill Stein and an internship scholarship in memory of Martin Chavez.

The Port of Los Angeles will also be recognized as a sponsor at the 2019 and 2020 *GPS Your Future* career discovery event hosting over 650 students and participation from more than 75 industry professionals. The Port and its employees will also be invited to participate as an exhibitor and as guest speakers to this spectacular Fall event as well as EXP's Women in STEM Career Day in Spring 2020 and 2021, where recognition as a sponsor is also provided.

Upon receipt of grant funds, EXP will issue a press release, with Port approval, to be distributed to local and regional trade and traditional media. Additionally, Port of Los Angeles will be featured as lead partner with logo recognition on EXP's website and informational brochure(s). Lead partner logos are also featured in EXP's email newsletter, which is distributed monthly to over 6,000 local, regional, and national industry and educator supporters.

Finally, recognizing our successful and continued legacy partnership with the Port of Los Angeles, EXP maintains an ex-officio seat on its Board of Directors. Acknowledgement of this grant award will be shared in Board of Directors meetings, and EXP extends an open invitation to Executive Director Gene Seroka to speak at a Board meeting on a mutually agreed date throughout the duration of this funding cycle.

**Evaluating Success – What are the metrics and methodology that you will use to evaluate the success of the event? (e.g. number of attendees at the event, number of students attending classes)**

EXP has recently received a grant award from The TK Foundation to assess and enhance the evaluation of its programs, impacts and methods of evaluation. We welcome input from the Port of Los Angeles in these areas.

Currently, EXP tracks the number of students that participate in each career exploration activity and business skills program. Likewise, the number and types of industry engagement opportunities and industry partners are also tracked. EXP also assesses 10th graders to measure understanding of the connection between education and future success. Each year this survey establishes a baseline of attitudes and self-perception of one's own level of preparedness. Simultaneously, EXP administers a survey to 12th graders to determine college and career-readiness, assess career focus and college enrollment plans. This survey measures growth in confidence, skill attainment and self-reporting of college to career readiness. Additionally, an assessment of the Internship Program from both employer and student perspectives is conducted.

Over the next two years, EXP will dedicate efforts to systematically track college and career trajectories of young alumni professionals who were part of EXP's high school programs. Drawing on feedback and interest from POLA and other legacy partners, EXP plans to increase engagement of and programming these emerging leaders, including offerings of employment resources, professional development and networking opportunities. EXP is currently seeking capacity building funds from a variety of sources, including this grant opportunity, to enhance program evaluation, alumni tracking activities, and alumni programs.

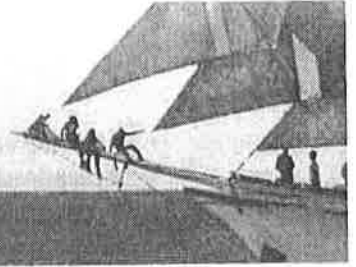
Applicant Signature	
I certify that the information contained in this Port of Los Angeles Application for Community Investment Grant Program is true and correct to the best of my knowledge.	
<b>Printed Name:</b>	Amy L. Grat, CEO
<b>Signature:</b>	
<b>Date:</b>	May 6, 2019

**Six (6) double-sided copies of the full application due by 4:00 p.m., Monday, May 6, 2019 to:**

Port of Los Angeles  
 Community Investment Grant Program  
 Community Relations  
 425 S. Palos Verdes Street  
 San Pedro, CA 90731



**Los Angeles Maritime Institute**  
Berth 73, Suite 2, San Pedro, CA 90731  
310.833.6055 | info@lamitopsail.org | www.lamitopsail.org



May 3, 2019

Theresa Adams Lopez  
Director of Community Relations  
425 S. Palos Verdes Street  
San Pedro, CA 90731



RE: Port of LA Sponsorship Grants FY 2019/2020 & FY 2020/2021

Dear Theresa,

Los Angeles Maritime Institute (LAMI) is excited to provide the attached grant request to continue our enduring youth and harbor-focused partnership with the Port of Los Angeles (POLA). Long before POLA's commissioning and partial financing of the construction of the twin brigantines, *Irving Johnson* and *Exy Johnson* (*Appendix*



7), our relationship with the port played an integral part in the compelling story of our life-altering program. March 28, 2019 marked LAMI's twenty-seventh year as a fixture on the LA waterfront. We intend to celebrate another twenty-five, and the Port's ongoing assistance is a key factor in our achievement of that goal.

Over the last five years we have expanded our reach to schools throughout the harbor area and other council districts, broadened our educational offerings with considerable progress in STEAM-based and maritime skills-themed programming, and taught credited high school courses in collaboration with Port of Los Angeles High School – all while maintaining exceptional service and caring to the community (*Appendix 6*).

2017/18 saw LAMI serving almost a record number of students-sailing days, 7,104 with two vessels. The previous record was 7466 when LAMI had four operational tall ships. We have now served over 105,000 since 1999 (the first date that we have detailed data for). The vast majority of the population we serve are from economically and educationally disadvantaged Title I schools. This milestone represented a year over year growth of 18% which followed the previous year's growth of 20%. We expect to finish this fiscal year at 117% of our commitment to the port, continuing our record of exceeding our commitment for the last five years (*Appendix 5*).

From 2006 to 2010 the Port grant represented approximately 70-75% of LAMI's total operating budget. During the subsequent years leading up to 2014 this number dropped to 50%. We expect to complete this fiscal year with the port contribution making up approximately 21%. (A proposed budget for the 2019-20 season is included [Appendix 4] to clarify the organization's financial picture.) Should the Port grant us the requested \$400,000 it would represent 25% of our planned 2019/20 budget which is still well below historical levels while well within our capability as demonstrated by the number of students served over the last five years.

Our commitment to the community, its youth, and the Port of Los Angeles will continue to be at the highest level. In light of our far-reaching programs and ongoing mission here at the LA waterfront, we trust that POLA will choose to maintain its outstanding support of our efforts.

Respectfully submitted,

Eric Johnson  
Board Chairman



Bruce Heyman  
Executive Director

*The Los Angeles Maritime Institute serves to empower youth to discover their greater potential through extraordinary at-sea experiences. We envision a thriving community where every child can look to the future with confidence.*

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

Please complete and submit six (6) double-sided copies of this Grant Application, individually stapled with all supporting documentation (including detailed budget), by 4:00 p.m. Pacific Time, Monday, May 6, 2019 to:

Port of Los Angeles  
Community Investment Grant Program  
Community Relations  
425 S. Palos Verdes Street  
San Pedro, CA 90731

**GRANT APPLICATION GENERAL INSTRUCTIONS:**

- If selected to receive funding from the Harbor Department, Grantees must sign a Grant Agreement with the Harbor Department, similar in form to Attachment 1.
- Fill out the Grant Application very carefully with a commitment to perform the services and activities described. Performance is required for you to receive Grant payment. Non-performance may require Grant repayment and/or negatively impact future grant applications.
- Funding is paid to Grantees following the Director of Community Relations' approval of Grantee's submittal of valid invoice, together with a valid City of Los Angeles Business Tax Registration Certificate (BTRC) number, or exemption number and sufficient insurance as required by the Department's Risk Manager. All recipients of Grant funds may be audited or subject to a site visit to ensure the full performance of the Grant Scope of Work.
- Grantees will be required to prominently display a plaque, banner or similar signage declaring that support was provided by the Port of Los Angeles and include the Port's logo and to share member/guest information with the Port as practicable, and provide a photo or other documentation that this requirement was met.
- Grantees will be required to obtain and provide proof of a Commercial General Liability Policy covering any bodily injury, property damage, personal injury or advertising injury associated with their event, program or project. This policy, for which specific requirements will be contained in their agreement, shall include an endorsement naming the City of Los Angeles Harbor Department as an additional insured. Invoices will not be processed until the insurance requirements have been fully met.
- Grantees intending to have their event, program or project on Port property are required to submit a completed Temporary Entrance and Use Permit (TEUP) application at least 90 days prior to the event. Note that fees associated by the TEUP may be required – there is no guarantee of fees being waived by the Harbor Department. It is recommended that a TEUP be submitted for the event, program or project as soon as possible to ascertain if space is available and to place a hold on the space if it is available.
- By applying for a Community Investment Grant, the organization acknowledges that it wishes to become a community partner of the Port of Los Angeles and as such, will not jeopardize this relationship by disparaging the Port in deed, print, electronic or spoken communications.

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

Please attach additional pages if necessary for any of the responses.

Applicant Information	
<b>Organization Name</b>	Los Angeles Maritime Institute, LAMI
<b>Tax Exempt Non-Profit Entity §501(c)(3) Status</b>	ATTACH Internal Revenue Service letter confirming 501(c)(3) tax exempt status ATTACHED Please See Appendix 2
<b>City of L.A. Business Tax Registration Certificate (BTRC) Number</b>	0000594943-0001-4 ATTACHED Please See Appendix 3
<b>Event/Program/Project Name</b>	TopSail Youth Program
<b>Date(s)</b>	July 1, 2019 through June 30, 2021
<b>Location(s)</b>	Departures will be from our dock, Berth 78, in the San Pedro Public Market (former Ports O'Call) in San Pedro and from the current or future Wilmington Waterfront dock at Banning's Landing in Wilmington. The latter location is used as requested by the schools/groups. The programs will be executed throughout the Port of Los Angeles and near coastal waters.
<b>Brief Description (more detailed information to be included on next page)</b>	LAMI's TopSail Youth Program targets at-risk and/or economically and often educationally disadvantaged youth from our predominantly underserved communities. We provide both transformational character building and Science, Technology, Engineering, and Math (STEM) experiential education prescribed by the Next Generation Science Standards and other school expectations.
<b>Estimated Attendance</b>	Expect to serve 4,350 students and 320 teachers/chaperones.
<b>Free or Ticketed Event? Anticipated ticket price?</b>	School and Community groups participating in TopSail through POLA Sponsorship will only be responsible for incidentals such as provisions. LAMI will raise funds to cover all shortfalls between full cost of program execution and this sponsorship.
<b>Budget</b>	ATTACH BUDGET – ATTACHED Please See Appendix 4
<b>Contact Name</b>	Bruce Heyman, Executive Director
<b>Contact Address</b>	Berth 73, Suite 2 San Pedro, CA 90731
<b>Contact Phone</b>	O: (310) 833-6055 C: (949) 289-8400
<b>Contact E-Mail</b>	<a href="mailto:Director@LAMITopSail.org">Director@LAMITopSail.org</a>

Amount of Funding Applicant currently receives from the Harbor Department (for any and all programs/projects)	2018/19 - \$275,000
<b>Funding Request for Fiscal Year 2019 – 2020 (July 1, 2019 – June 30, 2020)</b>	
List the exact amount of funding being requested: \$ <u>400,000</u>	
Note: funding will be awarded on an annual basis based on the budget allocated by the Los Angeles Board of Harbor Commissioners. Fund award in prior years does not represent what will be awarded in Fiscal Year 2019-2020. The right is reserved to fund up to the amount requested.	

**Port of Los Angeles  
Community Investment Grant Program  
APPLICATION - Fiscal Year 2019-20**

<b>Event/Program/Project Information</b>
<p>Event/Program/Project History:</p> <p>Los Angeles Maritime Institute (LAMI) has focused on providing a unique opportunity for youth to learn to sail since its inception in 1992 with the purchase of the <i>Swift of Ipswich</i>, 27 years ago. The TopSail Youth Program's key principle is to get the students out of their schools, communities and homes multiple times during the school year and down to the bevy of activity that is the Port of Los Angeles waters. The Port of Los Angeles has been an active partner in delivering this program for most of our 27 years. As LAMI's popularity grew, we outgrew the capacity of the <i>Swift of Ipswich</i> and in partnership with the Port of Los Angeles (Appendix 7), built the twin brigantines, <i>Irving Johnson</i> and <i>Exy Johnson</i>. These vessels are the official Tall Ships and Tall Ship Ambassadors of the City of Los Angeles and were built on the San Pedro waterfront in the area that is now the Downtown Harbor Cut. This process brought hundreds of volunteers and workers to assist with the construction and attracted thousands of spectators. This construction and ongoing maintenance would not have been possible without POLA's participation.</p> <p>We have completed fundraising for what we expect will be the final push to complete the restoration of the <i>Swift of Ipswich</i>. The vessel has been out of commission since 2006. With the Port's granting us a revocable permit for additional yard space along with Building G located within what will soon become San Pedro Public Market we now have the resources we need to complete <i>Swift of Ipswich's</i> restoration. The vessel was relocated from Chula Vista to the LA Waterfront in early January 2017. Once she is returned to service and obtains her Certificate of Inspection from the USCG we will begin operating programs out of Banning's Landing in Wilmington. We have been working closely with Port Engineering to insure that the redesigned Wilmington Waterfront will accommodate the vessel.</p> <p>Over the last five years we have grown the number of students served (Appendix 14), delivering 18% year over year growth in the last fiscal year and 20% year over year the previous fiscal year. We are on track to finish this fiscal year serving more students than ever before during our 27-year history. The graph also shows our five-year strategic plan is to double again to serve over 15,000 student sailing days. Bringing the additional capacity of the <i>Swift of Ipswich</i> on line in Wilmington will be key to achieving this goal.</p>
<p>Describe the Event/Program/Project Purpose &amp; Goals:</p> <p>The TopSail Youth Program provides middle and high school students with the opportunity to sail five or six times during the school year and then spend five days and four nights voyaging on one of our tall ships, <i>Irving Johnson</i> and/or <i>Exy Johnson</i>. During the sails, the professional (paid and volunteer) crew guide students through various activities required to operate a complex, traditionally-rigged sailing</p>

vessel. This includes: turns (tricks) at the helm, navigation, maneuvering (tacks and wears), laying aloft to furl and unfurl the sails, keeping the vessel ship-shape, and cooking.

This award-winning experiential learning program is designed to challenge the students mentally, physically and emotionally in a safe environment removed from their normal home, school, and community environment. The program fosters teamwork as a needed element to make a complex ship operate. It is designed to allow students to self-discover that they can imagine and reach beyond their perceived boundaries giving them the confidence to avoid gangs, remain in school, and stay out of the penal system. All of the critical-thinking skills needed to operate a large sailing vessel are identical to the skills needed to problem-solve and succeed in any profession or life in general.

Over the last five years we have integrated Science, Technology, Engineering and Math, STEM, elements into the traditional character building elements of the Topsail Youth Preprograms. Teachers are now able to select from programs that expose students to physics, marine biology, water shed, plastics in the ocean and food supply. These programs are designed to reinforce classroom learning in full support of the Next Generation Science Standard.

A more detailed description of the program and how it works is in *Appendix 8*

**NEXUS STATEMENT – REQUIRED FOR ELIGIBILITY – In which ways does the event/program/project meet the Tidelands Trust Nexus requirement?**

All of our programs are entirely consistent with the Los Angeles Tidelands Grant and the State of California's Tidelands Trust Doctrine.

Our vessels are berthed either in the Harbor Cut, on the LAMI docks at Berth 78 or at the dock at Banning's Landing Community Center; all three locations are fully contained within the Tidelands Trust waters. Almost all of our programs depart and return to one of the above locations and 100% of the programs executed in partnership with the Port of Los Angeles operate within the Tidelands Trust waters.

Our programs, by necessity, "Navigate the Waters" of the Tidelands Trust.

Variations of our TopSail Youth Program discussed above include Port (Tidelands Trust Waters and Lands) "Marine Environmental Ecological Preservation".

Sailing and boating are considered "water-related recreation" per the Tidelands Trust and Tidelands Trust Doctrine and are a necessary element of all of our programs including the TopSail Youth Program.

While not specific to the request of this grant, the Los Angeles Maritime Institute also provides "Visitor-serving waterfront activities" and "Water-related recreation" for the general public via public and special event sails throughout the year. To the extent our student sails scheduling permit we make our vessels available for important POLA sponsored or supported events like the Holiday Parade and Fleet Week.

In furtherance of meeting our fund raising efforts and to provide "Visitor-serving waterfront activities" we also pursue grants that allow us to bring Californians to the Los Angeles Waterfront like our successful submissions to the California Coastal Commission for a Whale Tail Grant and the California Coastal Conservancy for a bilingual Explora la Costa/Explore the Coast Grant.

Describe how the Event/Program/Project supports the Community Investment Grant Program goals:

- *Promote the LA Waterfront in San Pedro and Wilmington, as active visitor destinations for the benefit of the State of California*

1. LAMI will continue to play a role in supporting all of POLA's sponsored or initiated events.
2. LAMI's presence on the San Pedro waterfront promotes the LA Waterfront. Our operation is on the water and highly visible and attractive as a visitor destination. We plan to be a permanent part of the San Pedro Public Market where our underserved youth education mission is an attractive element of the LA Waterfront. We have committed to berthing our third vessel, *Swift of Ipswich*, and to running programs out of Wilmington on Banning's Landing.
3. Throughout the year, we host various public events that promote the LA Waterfront. Examples include: Family Sunset Sails, Easter Egg Hunt at Sea, Valentine's Day Dinner Sails, 4th of July Cannon Battle & Fireworks sails, Youth Summer Camps, Kids' Days over spring and winter break, Harbor History Tours, Holiday Parade, Fleet Week (Festival of Sail in Tall Ship Village), Haunted Halloween in addition to our main activity the TopSail Youth Programs.
4. LAMI's tall ships dress up the LA Waterfront and the constant arrival and activity of over 4,000 students per year helps to create a positive critical mass that supports an active waterfront.

*•Promote the Port of Los Angeles and the maritime commerce and Port-related jobs it generates*

1. Sailing aboard our tall ships provides direct exposure to our nation's busiest port. Our students sail closely by massive container and bulk vessels with far away vessel names. The sounds of trucks, operating cranes, vessels and navigational marks making sound signals along with train horns make it clear that this is like no other place in the City of Los Angeles. It is hard to imagine a more visceral way for our youth to come to grips with the enormity of the Port of Los Angeles, its connections with international trade at its very core, and the vastness of employment possibilities in the Port.
2. In league with the Marine Exchange of Southern California the students find out about the vessels they see and pass in the harbor. Where did they come from? What are they likely carrying? Where are they going? Are they full? Empty? What are the markings on the side of the vessel and what do they mean?
3. During our typical program the students will be able to directly observe: the loading and unloading of container ships, the operations of tugboats assisting the arrival and departure of cargo vessels, Warehouse 1 and others, recreational vessels, the operations of the Port Pilots, the USCG base and the various vessels and aircraft involved, as well as, via the marine VHF radio, the activities of the Marine Exchange, and depending on their current activities the actions of the Port Police and the Port Fire Department.
4. Most of our students have never been to the Port and even fewer have been on the water and able to view the Nation's busiest Port where 40% of our goods are moved. This affords them a perspective that there is a much greater world and many more personal possibilities for them than what they see day in and day out in their communities.

*•Address impacts of the Port of Los Angeles and maritime operations on surrounding communities, including health, aesthetic and environmental impacts*

1. The Port of LA has made significant strides reducing negative environmental impacts within the Port. The land immediately adjacent to our docks, where the students embark, depart and sometimes perform some of their STEM experiments is a perfect example. This area used to be a

fuel dock that has been remediated by the Port. It is now a vibrant area teeming with life that the students are able to observe.

2. LAMI plays an important role in allowing students to personally view and experience the greatly improved environment in the Port of Los Angeles by getting them out into the Port and onto the Port's waters.
3. Some of the negative impacts to the port environment are the direct results of upland activities. Our programs result in increased love and understanding for the environment and create an awareness of possible impacts by their community.

*• Promote and implement sustainable practices for preservation and conservation of natural resources in the PORT environment including renewable energy, water, air, wildlife, biological resources at the Port*

1. As our area of operation is throughout the Tidelands Trust or Port Complex we are uniquely able to expose the students to the impacts to the environment and hence the surrounding communities. Our programs already include science at sea components that have the students navigating to specific points where they collect water samples at various depths. The samples are then measured for various physical properties such as turbidity, temperature, PH, salinity and dissolved oxygen.
2. In collaboration with AltaSea and other partners like Algalita, Reef Check, and 5Gyres, we have developed a curriculum focused on sustainable sea life in the Harbor and the Pacific near coastal area to deliver to students. The students will learn the importance of healthy habitat areas, and the efforts of the Port, to insure a healthy marine ecosystem.
3. While our vessels are equipped with the required auxiliary power, we turn these off as soon as possible to promote a clean and healthy habitat afforded by "green" sailing. These are the same types of sailing vessels that allow us to connect Angelinos to the nautical heritage that created the Port of Los Angeles long ago.
4. During some of our STEM program sails, the students are educated on the sources and effects of upland pollution on the water quality vital to the marine ecosystem within the harbor.
5. Curriculum was developed to specifically target environmental education. Through Port of Los Angeles sponsorship, we perform 38 or more of these programs per year. The program partners with LAUSD's Office of Outdoor Education's Beyond the Bell Program. On this jointly-designed program titled "Science at Sea", students are able to experience STEM learning aboard our vessels, using an underwater robotic vehicle students build to obtain water samples from various levels and measure the temperature and PH. This program involves work in the classroom before and after the sail, in the laboratory at Point Fermin over the weekend and a five or more hour sail aboard the tall ships on most Saturdays during the school year.
6. In collaboration with AltaSea and Reef Check we have developed a program called SOS, Student Ocean Scientist. This program exposes students to the health of rocky reefs and allows the students to explore and understand the local Port and near coastal marine environment.
7. When the vessels are dockside they are attached to shore power eliminating the need for running the diesel generators. We also practice recycling both in the office and on the vessel along with striving to eliminate single use plastic from our programs.

*• Provide Education, training and /or workforce development in the areas of:*

1. Our volunteers, standing crew, Captain and Mate are prepared to answer all questions that our students typically ask. There are usually robust conversations around questions about job type, the path to their jobs, and the requirements of their jobs. Often, we are invited to schools to do a presentation prior to students participating in our program. Teachers often ask us to discuss maritime careers during these presentations.
2. Employees of LAMI typically volunteer and participate in Port, other non-profits, Neighborhood Councils, area Chambers, school-based, and community-based events. Our team give talks, lead workshops, performs mock interviews, helps prepare summer interns, leads after school training in skills like Excel and MS Outlook, and various other required skills for entry-level positions. We typically host two summer interns per year. One of last year's summer interns will be live aboard crew this summer before starting her secondary education at Cal Maritime.
3. For students that are destined for Port-based careers that require USCG Marine Credentials (e.g., 1<sup>st</sup> Mate, Captain, Engineer, AB, Life Boatman, STCW....) all sea time aboard the *Irving Johnson* and *Exy Johnson* after their 14<sup>th</sup> birthday count towards their required sea time. LAMI keeps accurate records going back to 1992.
4. Students that will be sailing with Los Angeles Maritime Institute multiple times during the school year and 100% of the Youth Crew and Sea Scout Ship 1992 receive a personal bound Los Angeles Maritime Institute Log Book (please see *Appendix 13* for an electronic copy of the logbook). There are three levels of advancement available to each student and all of the skills taught are applicable to careers in the Maritime Industry. Completions of advancement in these logbooks are listed on student resumes, college applications, and job applications.

How do you plan to recognize the Port of Los Angeles for its grant?

1. Several times throughout the year we jointly reach out to all schools within the City's jurisdictions making the schools aware of POLA's sponsorship. This exposes thousands of educators and hundreds of schools of POLA's community investment sponsorship. Several times during the year we also hold Educator's Sails to expose them to the value of our program and our partnership with POLA. Most teachers book their program dates at the end of the sail.
2. We provide our vessels to POLA to help promote the LA Waterfront as part of our partnership. We believe that the participation of our vessels add to the value of POLA run events. We've participated in holiday events in the Downtown Harbor Cut, the annual LA Harbor Holiday Afloat parade, The Holiday by the Sea, Haunted Harbor Halloween, Navy Days and Fleet Week and Chinese New Year.
3. Wherever practical and consistent with POLA policy our marketing and communications materials both digital and in print includes



Late Commissioner David Arian: Grand Marshal 2018 Port of Los Angeles Holiday Parade

acknowledgement of our partnership with POLA. You can see examples of this material in *Appendix 9*.

4. During our fund raising events we always invite POLA leadership and acknowledge POLA's community sponsorship and support.

5. Several times during the year we present to the Harbor Commission during public comments the results and positive community impact of our collaboration.

6. We have installed Port of LA vinyl banners on our buildings, on the gate to the vessel and on the side of the storage facility on the dock and on our newest facility Building G.

7. We have been the featured subject of Port of Los Angeles Publications highlighting the partnership and the importance of the LA Waterfront (*Appendix 15*).

8. We were the subject of a POLA produced 3 minute video highlighting the importance of POLA-LAMI partnership to the community and the LA Waterfront (please navigate to: <https://www.youtube.com/watch?v=VHgNOTqiotA>)



*Banning High School Students checking in on a Saturday morning for a Navigation Lesson in Building G.*

Evaluating Success – What are the metrics and methodology that you will use to evaluate the success of the event? (e.g. number of attendees at the event, number of students attending classes)

This grant commits to perform 145 LAMI TopSail Youth Programs with an average of 25-35 students per program for a total of 4,350 student sailing days and an estimated 320 teachers and chaperones. Our annual report will include performance against these metrics. In our report we will review the schools that we collaborated with, curriculum development, new collaborations established, evaluation results, and operational performance. In addition to these quantitative results, we also collect qualitative evidence to show that the programs are effective.



In, 2017 Los Angeles Maritime Institute received the prestigious Partners in Educational Excellence from the Association of California State Administrators. These Los Angeles Unified School District administrators recognized the benefit their students receive from our character transformational and STEM education programs.

For any business one of the best testaments to the success is repeat business. We are very proud of the TopSail Youth Program and how the continued commitment of our educational partners, and educators show their confidence through repeat bookings. Educational professionals are under significant pressure to increase their students' performance and are

eliminating costly activities (both dollars and student instruction hours) that do not yield the results they need to meet state standards. While LAMI, in partnership with POLA, covers the costs of the sails for the vast majority of the participants, the educators must justify the expense for bus transportation and substitute teachers to cover their time away from school.

In 2007 the University of Edinburgh did a thorough study of the community benefits of LAMI's TopSail Youth Program. A summary of this study can be found in *Appendix 10*. If the reader would like to read the full study, please contact LAMI and we will make a copy available.

In December 2013 we instituted a survey process that asked every educator and chaperone that came aboard to rate how we are doing. These surveys help us improve our program and gauge how we are doing at helping our educators. We are delighted that the survey results are so positive. *Appendix 6* contains a summary of our performance for the last two years. Additional data and the actual forms can be made available upon request.

USC in partnership with Kranz Middle School performed a controlled study (*Appendix 11*). 60 students that were identified as on a "drop out path" were broken up into three cohorts of 20. One group was the control group and did not participate in LAMI's TopSail Program. The other two cohorts did sail with LAMI throughout the school year. One year later the researchers found that 100% of the students who participated with LAMI continued on with their education.

Applicant Signature	
I certify that the information contained in this Port of Los Angeles Application for Community Investment Grant Program is true and correct to the best of my knowledge.	
Printed Name:	Bruce Heyman
Signature:	
Date:	MAY 03, 2019

Six (6) double-sided copies of the full application due by 4:00 p.m., Monday, May 6, 2019 to:

Port of Los Angeles  
 Community Investment Grant Program  
 Community Relations  
 425 S. Palos Verdes Street  
 San Pedro, CA 90731