

**Port of Los Angeles
Community Investment Grant Program
APPLICATION - Fiscal Year 2017-18**

Please complete and submit 5 double-sided copies of this Grant Application, individually stapled with all supporting documentation (including detailed budget), **by 5:00 p.m. Pacific Time, Monday, May 8, 2017 to:**

Port of Los Angeles
Community Investment Grant Program
Public 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 Public 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. All recipients of Grant funds may be audited or subjected 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.
- 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.
- 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 2016-17**

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

Applicant Information	
Organization Name	Los Angeles Maritime Institute
Tax Exempt Non-Profit Entity §501(c)(3) Status	ATTACH Internal Revenue Service letter confirming 501(c)(3) tax exempt status YES – See <i>Appendix 2</i>
City of L.A. Business Tax Registration Certificate (BTRC) Number	0000594943-0001-4 – See <i>Appendix 3</i>
Event/Program/Project Name	TopSail Youth Program
Date(s)	July 1, 2017 thru June 30, 2018
Location(s)	Departures will be from our dock, Berth 78, at Ports O’Call in San Pedro and from the dock at Banning’s Landing in Wilmington as requested by the schools/groups. The programs will be throughout the Port of Los Angeles and near coastal waters.
Brief Description (more detailed information to be included on next page)	LAMI’s TopSail Youth Program targets at-risk and/or economically disadvantaged youth predominately in underserved communities. We provide both transformational character building and STEM experiential education prescribed by the Next Generation Science Standard.
Estimated Attendance	Greater than 4,000 students and 300 teachers/chaperones.
Free or Ticketed Event? Anticipated ticket price?	School and Community groups participating in TopSail through POLA Sponsorship will only be responsible for incidentals such as provisions.
Budget	Budget Attached – Please see <i>Appendix 4</i>
Contact Name	Bruce Heyman, Executive Director
Contact Address	Berth 73, Suite 2 San Pedro, CA 90731
Contact Phone	O: 310-833-6055 C: 949-289-8400
Contact E-Mail	Director@LAMITopSail.org
Amount of Funding Applicant currently receives from the Harbor Department (for any and all programs/projects)	2015/16 - \$255,000
Funding Request for Fiscal Year 2016 – 2017 (July 1, 2017 – June 30, 2018)	

List the exact amount of funding being requested: \$ 400,000

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 2016-17. The right is reserved to fund up to the amount requested.

**Port of Los Angeles
Community Investment Grant Program
APPLICATION - Fiscal Year 2016-17**

Event/Program/Project Information

Event/Program/Project History:

Los Angeles Maritime Institute (LAMI) has been focused on providing a unique opportunity for youth to learn to sail since its inception in 1992 with the purchase of the *Swift of Ipswich* 25 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 25 years. As LAMI's popularity grew, we outgrew the capacity of the *Swift of Ipswich* and in partnership with the Port of Los Angeles, built the twin brigantines, *Irving Johnson* and *Exy Johnson*. 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.

We are currently focused on rebuilding the *Swift of Ipswich* which has been out of commission since 2006. We hope to be able to repatriate the *Swift* to our yard in the future San Pedro Public Market later this calendar year. 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.

Describe the Event/Program/Project Purpose & Goals:

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 four to five days voyaging on one of our tall ships, *Irving Johnson* and/or *Exy Johnson*. During the sails, the professional (paid and volunteer) crew guide students through various activities required to operate a complex, traditionally-rigged vessel. This includes: turns at the helm, navigation, maneuvering (tacks and wears), laying aloft to put the sail in its gear and furling, 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.

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

titled: "It's More Than Just A Boat Ride".

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

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, are required to "navigate the waters" of the Tidelands Trust.

Variations of our TopSail Youth Program include Port (Tidelands Trust Waters and Lands) environmental education and 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.

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.

To the extent our student sails scheduling permit we make our vessels available for important POLA events like the Holiday Parade and Fleet Week.

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 play a key role in any and all 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, Navy Days and Fleet Week, Haunted Halloween in addition to our TopSail Youth Program.
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.

•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 we have developed a curriculum to focused on sustainable seafood 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.
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 30 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 Saturdays.
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.

- *Provide Education, training and /or workforce development in the areas of:*
 - Shipping, fisheries, international trade and maritime industry*
 - Marine-related sciences and technology*
 - Port and maritime history*
 - Port and Marine-related safety and emergency management*

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 teams gives talks, leads 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.

3. For students that are destined for Port-based careers that require USCG Marine Credentials (e.g., 1st Mate, Captain, Engineer, AB, Life Boatman....) all sea time aboard the *Irving Johnson* and *Exy Johnson* after their 14th 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 and 100% of the Youth Crew 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 LAUSD 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.
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 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.



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 25-30 students per program. Our Biannual 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.



On May 2, 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 the continued commitment of our educational partners, and the educators how show their confidence through repeat bookings. Educational professionals are under significant increased pressure to increase their students'

performance and are eliminating costly (both dollars and student instruction hours) that do not yield the results they need to make to meet state standards. While LAMI, in partnership with POLA, cover 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 to date through 2016.

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, Executive Director
Signature:	
Date:	May 8, 2017

5 double-sided copies of the full application due by 5:00 p.m., Monday, May 8, 2017 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 2017-18**

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

Applicant Information	
Organization Name	International Trade Education Programs, Inc. (ITEP)
Tax Exempt Non-Profit Entity §501(c)(3) Status	IRS 501(c)(3) letter attached
City of L.A. Business Tax Registration Certificate (BTRC) Number	Exempt
Event/Program/Project Name	Inspiring the Next Generation Workforce
Date(s)	July 1, 2017 – June 30, 2018
Location(s)	Greater Los Angeles Harbor area with emphasis in Wilmington and San Pedro communities.
Brief Description (more detailed information to be included on next page)	To connect high school students to college and career opportunities in Port-related industries.
Estimated Attendance	5,100
Free or Ticketed Event? Anticipated ticket price?	ITEP does not charge any fees for student participation.
Budget	Budget attached
Contact Name	Amy Grat
Contact Address	2417 E. Carson Street, Suite 200 Carson, CA 90810
Contact Phone	424.368.7100 ext. 103
Contact E-Mail	amygrat@itepinc.org
Amount of Funding Applicant currently receives from the Harbor Department (for any and all programs/projects)	\$340,000
Funding Request for Fiscal Year 2017-2018 (July 1, 2017 – June 30, 2018)	
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 2017-18. The right is reserved to fund up to the amount requested.	

**Port of Los Angeles
Community Investment Grant Program
APPLICATION - Fiscal Year 2017-18**

Event/Program/Project Information

Event/Program/Project History:

ITEP was established in 1999 to bridge the gap between the port industry's need for a skilled workforce and the local high school's struggle to graduate students. Reflecting on a successful 18-year history, ITEP has emerged as the premier career-focused youth development organization in Southern California. ITEP currently supports over 5,100 economically disadvantaged and ethnically diverse students annually in 21 career pathways at 15 under-performing public high schools across three school districts. ITEP supports students through career exploration, industry mentoring, and paid summer internships. ITEP maintains a continued deep presence in the Los Angeles Harbor area with programming in Wilmington, San Pedro, and Harbor City. Leveraging investment from the Port of Los Angeles, ITEP has been able to expand programs and services to Barstow, Carson, Downey, Gardena, East Los Angeles, and South Los Angeles.

In the last two years, ITEP has broadened its reach in the Los Angeles Harbor community to support student access to and preparation for strategically important career pathways in advanced manufacturing, engineering technology, and global trade and logistics. Building on Port of Los Angeles' grant funding in the most recent cycle, ITEP was able to secure California Career Pathways Trust (CCPT) workforce development funding to expand programming at Phineas Banning High School in Wilmington and at San Pedro High School, along with establishing new programming at Narbonne High School in Harbor City. This CCPT funding sunsets on June 30, 2017. ITEP seeks to sustain these programs, which is why this application again requests the full amount of \$400,000. Students need the Port and ITEP now more than ever.

Describe the Event/Program/Project Purpose & Goals:

ITEP is requesting \$400,000 to continue the successful multi-year partnership with POLA, which ensures the sustainability of ITEP's program connecting high school students to careers.

Through partnerships with industry and educators, ITEP's purpose is to prepare underserved high school students for college and career opportunities in port-related sectors including, trade, transportation and logistics as well as STEM-related careers in advanced manufacturing, engineering, environmental science, entrepreneurship, and finance.

ITEP's program is multi-layered and multi-year, creating a continuum that builds across students' high school experiences. ITEP leverages community partnerships and industry volunteers to augment school curriculum with work-based learning activities. Students learn career skills from mentors and participate in professional environments which provide for experiential learning, therefore building and reinforcing their knowledge base.

ITEP equips students with 21st century skills so they can be prepared to work in the 21st century port industry. Through participation in ITEP's program, students gain critical educational and job-related skills needed to successfully compete for jobs, which will transform lives and strengthen economies. ITEP, in cooperation with industry leaders, develops the talents of young people today to create a knowledgeable and prepared workforce for tomorrow.

ITEP is unique in its role connecting students with industry leaders to impact career development through educational enrichment and supportive mentorship experiences. ITEP's services begin with freshmen and sophomores increasing their career awareness by participating in programs including *GPS Your Future* career expo, guest speaker series, and workplace tours. Additional opportunities for sophomores include Industry Coaching with mentors, exploring careers more in-depth through college and study tours, and networking events.

Juniors continue in career preparation as ITEP facilitates job skills workshops and coordinates paid summer internship placements with industry partner employers. Seniors culminate their ITEP experience with career training which includes student leadership activities, on-the-job training, dual college enrollment, and scholarship opportunities.

One of ITEP's program goals is to engage students with POLA and maritime volunteers and mentors in activities related to career awareness, exploration, career preparation, and training along with 21st century skills development. As a school-to-career intermediary, ITEP bridges educators and local community mentors to support student achievement. ITEP's model is unique as program teams are embedded in career pathways at supported high schools, and work cooperatively with faculty and school administrators to coordinate and implement program activities.

ITEP students are given the tools and resources needed to become productive and empowered members of society. ITEP's program dynamics allow youth to connect with over 300 positive role models and supportive industry volunteers, enabling ITEP to positively impact students' future quality of life. To that end, the following objectives and activities have been developed:

Outcomes and success measures for the program include:

Outcome 1: Students will understand the connection between education and future success

Success measures:

-10th grade: 40% of attitudinal surveys will show improved understanding of the connection between education and future success

-12th grade: 80% of program graduates will indicate plans to attend college or enroll in a training/technical program

Outcome 2: Students will be exposed to high-wage and high-growth careers, including Port-related industries

Success measure:

10th grade: 500 program participants will attend a large-scale career discovery event

Outcome 3: Students will develop marketable entry-level skills

Success measures:

-11th grade: 100 program participants will complete preparation for an internship

-12th grade: 75 program participants will complete a summer internship

Outcome 4: Students will engage industry employers during career exploration, mentorship, and internship programming

Success measures:

-10th grade: 200 program participants will attend one or more activities including; facility tours, job shadowing and guest speaker presentations

-11th grade: 200 program participants will complete one or more activities, including industry coaching

-12th grade: 70 program participants will complete a capstone activity

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

ITEP'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, ITEP students learn firsthand about maritime history, navigation, commerce, and safety.

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 Port of Los Angeles and many Port tenants. Students learn about sustainable practices for preservation and

conservation of natural resources in the Port environment through a CELP Catalina Island Eco-Tour, and partnership with the Cabrillo Marine Aquarium. Students navigate Harbor waters and learn about the environment through trips with LAMI TopSail and harbor boat tours. ITEP 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, ITEP collaborates with Los Angeles Harbor College to build awareness and support the development of Global Trade & Logistics curriculum.

Current partners and/or sponsors for maritime activities involving Port tenants and leaders in the goods movement industry include Al Larson Boat Shop, APL/Eagle Marine Services, APM Terminals, Cal Cartage, Catalina Express, Franco Trucking, Metro Ports, Pacific Harbor Line, Pasha Stevedoring and Terminals, Phillips 66, Ports America, Prologis, SA Recycling, Union Pacific, U.S. Coast Guard, Valero, Vopak, Watson Land Company, WWL, and Yusen Logistics.

Partnering with Port of Los Angeles for the last 18 years has resulted in a generation of ITEP alums spread across the Harbor area and the State of California in a variety of fields. Many go directly into Port-related careers, but all of them have an understanding of and appreciation for the critical value of the Port of Los Angeles as an economic driver and community partner.

ITEP alums are working at APL, APM, Franco Trucking, Global Pro Logistics, Phillips 66, Tesoro, UPS, and many other goods-related companies. From David Areyan at APM Terminals at the Port of Los Angeles 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, ITEP is building the next generation port-related workforce. ITEP's enduring presence at Phineas Banning High School in Wilmington, thanks to the Port's investment, has enabled the school to become the #1 feeder to CSU Maritime Academy.

The Port's partnership with ITEP has also resulted in an engaged and enlightened rising leadership corps. For example, Victor Ibarra and Diana Medel are now working with Assemblymember Gipson; ITEP 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 is helping all ITEP students positively impact their own communities.

Describe how the Event/Program/Project supports the Community Investment Grant Program goals:
The Port's support of ITEP 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, ITEP seeks to develop and cultivate a workforce in the greater Harbor area that is knowledgeable, actively engaged, and empowered. ITEP's program helps area youth develop the skills needed to pursue careers in their communities and recognize the vital impact of local industry and businesses.

The Internship Program gives 11th grade students access to positive role models, resumé-worthy work experience, and essential preparation for potential career prospects. Eligible students create a professional resumé and receive opportunities to develop and practice business communication and networking skills. Students who complete the newly expanded series of six skills-based workshops are eligible for paid summer internship placements with ITEP partner employers. In fiscal year 2015-2016, ITEP facilitated 104 summer internship placements with 47 industry employers.

ITEP is also helping contextualize school curriculum using Port industry partners. For example, the International Trade Academy at Phineas Banning High School in Wilmington is enhancing a 'Follow the T-shirt' curriculum as part of Ms. Finley's International Trade class. ITEP has partnered with the school to engage supply chain and maritime leaders to bring this curriculum to life.

Many ITEP students, including those who live in Wilmington and San Pedro, have never visited the LA Waterfront. ITEP 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, through partnerships with the Harbor Community Benefit Foundation and others, ITEP educates students on the impacts of port and maritime operations, and enables students to develop and implement creative solutions for their mitigation. In the 2016-17 year, students learned how to sample and test soil and water from the local communities, developed reports of their findings, and showcased their work in science fair competitions. ITEP 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 these fields.

Program dynamics allow youth to connect with over 300 positive role models and supportive industry volunteers, enabling ITEP to positively impact students' future quality of life. ITEP's treasured volunteers give their time in multiple ways including service as Advisory Board members, industry coaches, job shadow and facility tour hosts, and summer internship employers. This partnership provides ITEP students the tools and resources needed to become empowered, productive, and valued employees and members of society, thus enriching the communities where they live and work.

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

Due to its historic nature, the enduring partnership between the Port and ITEP is well-known in the Harbor area, and POLA's investment in ITEP's program has a strong and lasting impact on the regional community. The Port of Los Angeles will be publicly recognized by ITEP in a multitude of ways for the life-changing positive impact its commitment makes in the lives of students.

Most notably, the Port of Los Angeles will receive the benefits of a Diamond level sponsorship at the 2018 *Oceans of Opportunity* dinner and scholarship celebration in late March/early April 2018: premier seating for 10, a full-page ad in the program book (ITEP 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. Over 350 industry leaders from more than 75 local and regional corporations attend the annual event, many from Port-related industries. ITEP continued to honor the historic support of exemplary Port employees by annually presenting a volunteer award in the memory of Bill Stein and a scholarship in memory of Martin Chavez.

The Port of Los Angeles will also be recognized as a sponsor at the 2018 *GPS Your Future* career discovery event on October 13, 2017 for over 600 students, with 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.

Upon receipt of grant funds, ITEP 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 ITEP's website and informational brochure. Lead partner logos are also featured in ITEP's email newsletter, which is distributed monthly to over 6,000 local, regional, and national industry and educator supporters.

Finally, owing to the continued legacy partnership, the Port of Los Angeles maintains an ex-officio seat on ITEP's Board of Directors. Acknowledgement of the grant award will be shared in Board of Directors meetings, and ITEP plans to invite Executive Director Gene Seroka to speak at a Board meeting on a mutually agreed date within the program year.

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)
 ITEP utilizes both qualitative and quantitative measures for evaluation of its program. Quantitatively, ITEP tracks the number of students that participate in each career exploration activity and business skills component. Likewise, the number and types of industry engagement opportunities and industry partners are also tracked.

Qualitatively, ITEP conducts an assessment of 10th grade students 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, ITEP administers a survey to 12th grade students 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.

Spring 2016 evaluation results indicated that 80% of 10th grade students in ITEP's program reported understanding the connection between education and future success, and 92% of 12th grade students in ITEP's program were interested in pursuing high-wage, high-growth jobs. Additionally, students who completed an ITEP internship boasted a 97% high school graduation rate compared to LAUSD's overall high school graduation rate of 74%. Notably, on average, ITEP students graduate at a 5-10% higher rate than that of their fellow classmates. Furthermore, 80% of 12th grade students in ITEP's program indicated aspirations to enroll in college or vocational training programs.

Recently, ITEP has begun tracking the college and career trajectories of young alumni professionals who were part of ITEP's high school program. ITEP monitors and provides these emerging leaders with employment resources, professional development, and networking opportunities. Additionally, ITEP is interested in undertaking a comprehensive alumni survey to track employment trajectories and gauge interest in engaging alums as industry partners to mentor the next generation of ITEP students.

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:	Amy Grat
Signature:	
Date:	May 8, 2017

5 double-sided copies of the full application due by 5:00 p.m., Monday, May 8, 2017 to:

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