

L.A. County is Rolling Out the Red Carpet for Businesses



LOS ANGELES COUNTY *Business Incentives*

August 2012



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION



The LAEDC, the region's premier economic development leadership organization, is a private, non-profit organization established in 1981 under section 501(c)(3). Its mission is to attract, retain, and grow business and jobs for the regions of Los Angeles County. Since 1996, the LAEDC has helped to retain or attract 177,975 annual jobs in Los Angeles County with an estimated labor income, including wages and benefits, of \$10.8 billion. Taken together with the supported indirect and induced economic activity, a total of more than 400,000 annual jobs with labor income of more than \$21 billion were impacted, accounting for an estimated \$850 million in property and sales tax revenues to the County of Los Angeles.

For more information, visit: www.laedc.org and www.ChooseLACounty.com.



WORLD TRADE CENTER ASSOCIATION
LOS ANGELES - LONG BEACH

The World Trade Center Association Los Angeles-Long Beach (WTCA LA-LB) supports the development of international trade and business opportunities for Southern California companies as the leading international trade association, trade service organization and trade resource in Los Angeles County. It also promotes the Los Angeles region as a destination for foreign investment. The WTCA LA-LB is a subsidiary of the Los Angeles County Economic Development Corporation.

For more information, visit: www.wtca-lalb.org.

DISCLAIMER: This guide is not all-inclusive and the criteria included may change after its release. The intent of this guide serves to provide an overview of programs and incentives that may be available to qualifying businesses physically located in the County of Los Angeles. Not all programs apply to all businesses. The information contained in this guide is not a substitute for legal counsel or for information provided by the agency administering the program.

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Why Los Angeles County?

L.A. County has unmatched creative, design, manufacturing and export capabilities. As the world's leader in creativity and innovation, L.A. County is celebrated throughout the globe for conceiving and developing some of the world's most innovative products, cutting-edge technologies and inspirational ideas. But L.A. County's strengths are not simply limited to design and development, for we are leaders in producing, commercializing and selling into the global market place as well. It's no wonder L.A. County boasts 14 leading traded industry clusters and five population-serving clusters, which help support its \$500+ billion economy.

L.A. County's Leading Industry Clusters

Industry Cluster	# of Employees(2010)	Average Annual Wage (2010)	Location Quotient (2010)
Entertainment	159,900	\$110,777	4.9
Trade	157,200	\$58,344	1.4
Business Services	143,200	\$60,603	0.9
Education	89,900	\$60,431	1.2
Fashion	68,500	\$36,234	4.2
Hospitality	61,100	\$35,222	0.9
Financial Services	53,700	\$133,189	0.9
Processed Food	38,900	\$50,152	1.0
Aerospace	36,800	\$88,114	2.5
Analytical Instruments	31,500	\$104,234	2.1
Publishing and Printing	28,900	\$76,204	1.2
Metal Manufacturing	26,100	\$46,799	1.1
Biomedical	23,100	\$68,818	1.1
Information Technology	20,900	\$80,140	0.8
Local Health Services	378,800	\$52,489	--
Local Commercial Services	350,800	\$55,632	--
Local Hospitality	302,700	\$18,330	--
Local Real Estate	198,600	\$51,037	--
Local Food and Beverage	126,100	\$32,343	--

Key Facts about L.A. County:

- If L.A. County were its own country, it would have the **19th largest economy**, larger than Belgium, Sweden, Saudi Arabia, Taiwan and Norway.
- L.A. County is a region that spans more than **4,000 square miles** and is the nation's most diverse and populous county. L.A. County is larger than the combined areas of the states of Rhode Island and Delaware.
- There are nearly **10 million people** living in the county representing 140 languages around the world. If L.A. County were a state, it would be the 8th largest in population, larger than New Jersey, Washington, North Carolina, Arizona and Georgia.
- L.A. County boasts the largest labor force of any county in the United States. In fact, L.A. County has a **labor force of more than 4.9 million people** of which 1.3 million are college graduates.
- **Three world-class research universities** (UCLA, USC and Caltech) and 118 other colleges and educational institutions are located in L.A. County.
- Two-way trade values at the L.A. Customs District are more than **\$387 billion** (2011).
- The Ports of Los Angeles and Long Beach handled 14 million containers in 2011 (20-foot equivalent units), making them the **nation's busiest combined seaports**.
- Los Angeles International Airport (LAX) is the **world's busiest origin and destination airport**, and a leading gateway for the Asia-Pacific region.

Doing Business in L.A. County

Los Angeles County has a variety of incentive programs available to both small and large businesses. While incentives should not be the only reason why one should consider a location, incentives may be one of many factors that could help lead to a final location decision.

Incentives typically fall into two categories: **legislated** and **discretionary**. State and federal legislated incentives are "on the books" and available to any business that meets stated criteria. Discretionary incentives are customized and provided by certain cities and only for specific projects on a case-by-case basis. In almost every case, discretionary incentives come into play when a community is trying to attract a large business operation that brings significant investment into that community and will have a substantial impact on jobs created.

In this guide, we have laid out the federal, state and local business incentives; employee training; business assistance; financial assistance; and additional "green" resources that can help you locate to L.A. County and/or grow your business here. Once specific properties are known, the LAEDC's Business Assistance Program and your Regional Manager can work with you and coordinate with specific cities and/or agencies to identify additional or potential incentives.

Incentives

Federal Incentives

Foreign Trade Zones

Federally-designated Foreign Trade Zones are U.S. Customs and Border Protection-approved locations where companies can engage in special procedures to help encourage U.S. activity by delaying or reducing duty payments on foreign merchandise. There are two types of Foreign Trade Zones: general-purpose zones (which are usually located at ports or industrial parks) and subzones (which are approved for a specific company or use).

Benefits:

- Duty exemption on re-exports.
- Customs duties and federal excise tax deferred on imports.
- In situations where zone production results in a finished product that has a lower duty rate than the rates on foreign inputs (inverted tariff), the finished products may be entered at the duty rate that applies to its condition as it leaves the zone (requires prior authorization).
- Streamlined customs procedures (e.g., "weekly entry" or "direct delivery").
- Foreign goods and domestic goods held for export are exempt from state/local inventory taxes.
- Foreign Trade Zone status may also make a site eligible for state/local benefits which are unrelated to the Foreign Trade Zone Act.

Eligibility: General purpose Foreign Trade Zones in Los Angeles County:

- Long Beach (Zone No. 50), California Grantee: Board of Harbor Commissioners of the Port of Long Beach, P.O. Box 570, Long Beach, CA 90801-0570, Larry Ditchkus (562) 590-4162. This zone includes sites within the City of Industry.
- Los Angeles (Zone No. 202), California Grantee: Board of Harbor Commissioners of the City of Los Angeles, 425 South Palos Verdes Street, San Pedro, CA 90731, Masashi Morimoto, (310) 732-3843. For more information on this zone and subzones, visit: www.portoflosangeles.org/facilities/ftz_202.asp.
- Palmdale (Zone No. 191), California Grantee: City of Palmdale, 38300 North Sierra Highway, Palmdale, CA 93550-4798, (661) 267-5125. This zone includes sites within the City of Santa Clarita. For more information on this zone, visit: www.cityofpalmdale.org/business/foreign.html.

For more information on Foreign Trade Zones, visit: www.ia.ita.doc.gov/ftzpage.

New Markets Tax Credits

The New Markets Tax Credit Program (NMTC) provides a federal income tax credit for qualified equity investments in designated Community Development Entities (CDEs), e.g., community development financial institutions, such as banks, credit unions, and venture funds. Substantially all of the qualified equity investment must in turn be used to provide investments in low-income, underserved communities.

Benefits: Federal income tax credit provided to the investor, which equals 39% of the cost of the investment and is claimed over a seven-year credit allowance period. In each of the first three years, the investor receives a credit equal to 5% of the total amount paid for the stock or capital interest at the time of the purchase. For the final four years, the value of the credit is 6% annually. Investors may not redeem their investments in CDEs prior to the conclusion of the seven-year period.

Eligibility: An organization wishing to receive awards under the NMTC Program must be certified as a CDE. To qualify as a CDE, an organization must meet the following criteria:

- Be a domestic corporation or partnership at the time of the certification application
- Demonstrate a primary mission of serving, or providing investment capital for, low-income communities or low-income persons
- Maintain accountability to residents of low-income communities through representation on a governing board of or advisory board to the entity

For more information, visit: http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=5.

Historically Underutilized Business Zones

The **Historically Underutilized Business Zone** (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.

Benefits: Competitive and sole source contracting and 10% price evaluation preference in full and open contract (and subcontract) competitions.

Eligibility: Small businesses with HUBZone certification, which can be obtained by maintaining a “principal office” in a designated HUBZone and by employing staff who live in the zone.

For more information, visit: www.sba.gov/hubzone.

Work Opportunity Tax Credit

The Work Opportunity Tax Credit is a Federal income tax credit provided to private-sector businesses for hiring individuals from nine target groups who have consistently faced barriers to employment.

Benefits: Federal income tax credit for hiring employees from nine target groups with credits in the following amounts:

- \$2,400 generally for each new adult hire (who meets specific criteria)
- \$1,200 for each summer youth hire
- \$4,800 for each new disabled veteran hire
- \$9,000 for each new long-term Temporary Assistance for Needy Families (TANF) recipient hired over a two-year period

Eligibility: Qualified hires must fall into one of the nine target groups to be eligible for tax credits.

For more information, visit: www.doleta.gov/business/incentives/opptax.

State Incentives

Enterprise Zone Program

The **Enterprise Zone Program** is a part of California's Geographically-Targeted Economic Development Areas, which provides tax incentives and benefits to stimulate business investment and job creation for qualified disadvantaged individuals in state-designated economically distressed areas. In the State of California, there are a maximum of 42 Enterprise Zones (EZs), which are individually managed by their respective jurisdictions. Each EZ designation lasts for 15 years.

Benefits:

- **Hiring Credits:** With the hiring credits in the EZ program, firms can earn approximately \$37,000 in state tax credits spread out over a five-year period for each "qualified employee" that is hired. The credits are given on the following schedule: 50% of qualified wages in the first year of employment; 40% of qualified wages in the second year of employment; 30% of qualified wages in the third year of employment; 20% of qualified wages in the fourth year of employment; and 10% of qualified wages in the fifth year of employment.
- Up to 100% **net operating loss carry-forward** for 15 years.
- **Sales tax credits** on purchases up to \$20 million per year of qualified machinery and machinery parts.

Up-front expensing of certain depreciable property; lenders to Zone businesses may receive a net interest deduction.

Unused tax credits can be applied to future tax years, stretching out the benefit of the initial investment.

Preference points on state contracts.

Eligibility: There are eight designated Enterprise Zones in Los Angeles County:

- Compton, expires: 7/31/2022
- Harbor Gateway Communities, expires: 4/30/2027
- Long Beach, expires: 1/7/2022
- Los Angeles (East), expires: 1/10/2023
- Los Angeles (Hollywood), expires: 10/14/2021
- Pasadena, expires: 4/10/2022
- Santa Clarita Valley, expires: 6/30/2022

- South Gate/Lynwood, expires: 10/14/2021

The Antelope Valley Enterprise Zone, which expired on January 31, 2012, has applied for re-designation with the Department of Housing and Community Development.

For more information, visit: www.hcd.ca.gov/fa/ez/.

Research and Development Tax Credit

California's research and development tax credit is designed to encourage companies to increase basic research and development activities in the state.

Benefits: The research and development tax credit allows companies to receive a 15% tax credit for qualified in-house research expenses and a 24% credit for basic research payments to outside organizations.

Eligibility: To qualify, a taxpayer's research must be conducted within California and include basic or applied research of scientific inquiry, original investigation for the advancement of scientific or engineering knowledge or improved function of a business component.

For more information, visit: www.ftb.ca.gov/businesses/credits/rd.

Net Operating Loss Carryover

California tax law allows businesses that experience a loss for the year to carry this loss forward to the next year (dubbed "Net Operating Loss Carryover") in order to offset income in the years that follow. New businesses can carry-over 100% of their losses for 20 years if the loss is in their first year of operation.

For more information, visit: www.ftb.ca.gov/forms/misc/1083.pdf.

Film and TV Production Tax Credit

California offers a state income/sales and use tax credit for "qualified motion pictures."

Benefits: 20-25% tax credit on qualified motion pictures.

Eligibility: Qualified motion pictures eligible for 20% tax credit:

- Feature Films (\$1 million minimum - \$75 million maximum production budget)
- Movies of the week or miniseries (\$500,000 minimum production budget)
- New television series licensed for original distribution on basic cable (\$1 million minimum budget; one-half hour shows and other exclusions apply)

Qualified motion pictures eligible for 25% tax credit:

- A television series that filmed all of its prior seasons outside of California
- An "independent film" (\$1 million total production budget - \$10 million qualified expenditure budget that is produced by a company that is not publicly traded and that publicly traded companies that do not own more than 25% of the producing company.)

For more information, visit: <http://film.ca.gov/Incentives.htm>.

Sales and Use Tax Exclusion for Advanced Transportation and Alternative Sources Manufacturing Program

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a sales and use tax exemption on property used for the "design, manufacture, production, or assembly" of either advanced transportation technologies or alternative energy source products, components or system.

Benefits: Sales and use tax exclusion for property involved in the design, manufacture, production or assembly of "clean technology."

Eligibility: An approved application by the CAEATFA is required before a business is able to make tax-exempt purchases on clean-tech manufacturing equipment.

For more information, visit: www.treasurer.ca.gov/caeatfa/sb71/index.asp.

Clean Vehicle Rebate Project

The clean vehicle rebate project is funded by the California Environmental Protection Agency's Air Resources Board and administered statewide by the California Center for Sustainable Energy. A total of \$26.1 million has been appropriated for FY 2009-2012 to promote the production and use of zero-emission vehicles, including electric, plug-in hybrid electric, and fuel cell vehicles.

Benefits: Rebates of up to \$2,500 per light-duty vehicle are available for individuals and business owners who purchase or lease new eligible zero-emission or plug-in hybrid electric vehicles.

Eligibility: The vehicle must be new as defined in the California Vehicle Code (CVC) section 430 and must be:

- Manufactured by the Original Equipment Manufacturer (OEM) or its authorized licensee.
- Vehicles considered new vehicles solely for determination of compliance with state emissions standards are not eligible.
- The vehicle must be on the List of Eligible Vehicles (available at www.cvrp.energycenter.org) on the date of purchase or lease.

- Zero-Emission Motorcycles (ZEMs) and Neighborhood Electric Vehicles (NEVs) must be equipped with sealed, maintenance-free batteries and meet the warranty requirements as described in Sections 2.3.3 and 2.3.4 of the CVRP Implementation Manual.

For more information, visit:

<http://energycenter.org/index.php/incentive-programs/clean-vehicle-rebate-project>.

Local Incentives

Technology Advancement Program (TAP) – Port of Long Beach and Port of Los Angeles

Technology Advancement Program (TAP) is conducted by both seaports as part of the Clean Air Action Plan. A committee reviews carbon emission reduction technologies with seaport applications and provides grant funds to companies whose technologies meet the committee's qualification standards.

For more information on TAP, visit:

- www.cleanairactionplan.org/programs/tap/default.asp
- www.polb.com
- www.portoflosangeles.org

South Coast Air Quality Management District Technology Advancement Program

South Coast Air Quality Management District's Technology Advancement Program uses cooperative partnerships with private industry, academic and research institutions, technology developers, and government agencies to co-sponsor projects intended to demonstrate the successful use of clean fuels and technologies that lower or eliminate emissions.

Types of projects funded:

- Development and demonstration of less-polluting automobiles, buses, trucks, construction equipment, boats, locomotives and other off-road vehicles
- Advancements in engine design, improved batteries, fuel
- Improved power trains for electric vehicles
- Projects involved in adapting or designing vehicles to run on clean fuels (such as natural gas, propane, methanol and hydrogen)

- Lower emission school bus funding

For more information, visit: www.aqmd.gov/tao/about.html.

Southern California Edison Programs

Southern California Edison (SCE), an investor-owned utility, offers a number of programs to help qualifying businesses reduce energy usage and lower electricity costs.

- SCE's energy efficiency programs offer financial incentives for the installation of new high-efficiency equipment or systems.
- Demand response programs provide financial incentives for voluntary energy reduction.
- SCE customers can receive financial incentives for going solar through the California Solar Initiative (for more information on this initiative, see page 67).
- "Savings by Design" offers financial incentives for constructing or retrofitting high performance, energy efficient buildings.
- SCE offers economic development rates to qualifying, at-risk businesses considering leaving the state of California.

For more information, visit:

www.sce.com/business

www.sce.com/solarleadership/gosolar/california-solar-initiative/default.htm

Southern California Gas Company

The Southern California Gas Company, a Sempra Utility company, offers a variety of energy efficiency programs for businesses in its service territory, including:

- Small business equipment rebates
- Incentives by industry
- Foodservice equipment rebates
- "Savings By Design"
- Rebates for suppliers and installers
- Solar water heating incentives through the California Solar Initiative (for more information on this program, see page 67)

For more information, visit:

www.socalgas.com/for-your-business/rebates/industry

www.socalgas.com/for-your-home/rebates/solar-water-heating/index.shtml

City-Based Utilities

Several cities in L.A. County have their own municipal utility programs and many offer incentive programs. Please check each City for potential incentive programs:

- Azusa (www.azusalw.com)
- Burbank (www.burbankwaterandpower.com)
- City of Industry (www.cityofindustry.org)
- Glendale (www.glendalewaterandpower.com)
- Los Angeles (www.ladwp.com)
- Pasadena (www.ci.pasadena.ca.us/waterandpower)
- Vernon (www.cityofvernon.org/city_services/light_and_power.htm)

City-Specific Incentives

City of Agoura Hills*

The City of Agoura Hills is dedicated to the continued cultivation and attraction of businesses to the Agoura Hills business community. Some of the economic incentives it has to offer include:

- No Utility User Tax
- No Parking Tax
- Potential Business Tax Reduction

For more information, visit: www.ci.agoura-hills.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Alhambra*

The City of Alhambra is dedicated to its businesses, and offers a variety of incentives to help businesses succeed. Alhambra is committed to providing a strong pro-business climate and developing economy to attract and keep motivated and talented businesses and entrepreneurs. As the “Gateway to the San Gabriel Valley,” Alhambra offers an exceptional strategic location, positioned to serve local, national and

international customers. Alhambra is just minutes from Downtown Los Angeles and major airports and shipping ports.

- No Parking Tax
- Potential Tenant Improvement Subsidies, Financial Relocation Assistance, and Direct Project Land or Development Subsidies

Alhambra won the LAEDC's Most Business Friendly City in L.A. County competition for the population 60,000 and greater category in 2010. For more information, visit: www.cityofalhambra.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Arcadia

The City of Arcadia is one of L.A. County's truly outstanding communities designed for genuinely gracious suburban living. Through the combined efforts of civic organizations, business groups and a dedicated commitment by the City Council, Arcadia is revitalizing its downtown area and aims to be the perfect home for businesses and for business people.

- No Utility User Tax for Water and Cable
- No Parking Tax
- Potential Industrial Development Bonds, Tenant Improvement Subsidies, Financial Relocation Assistance, Offsite Infrastructure Subsidies, and Direct Project Land and Development Subsidies

For more information, visit: www.ci.arcadia.ca.us.

City of Artesia

The City of Artesia has affordable businesses in all zones and opportunities to take advantage of incentives and other benefits as follows:

- Low entitlements fees and business license fees compare to most surrounding cities
- Expedited processing, fast-track, for permits and other applications
- Utilization of live Internet streaming and public access channels to provide public awareness to citizens and businesses in the City.
- Artesia is dedicated to its businesses, and offers a variety of incentives to help businesses succeed.
- No Utility Users or Parking Tax

The City of Artesia developed an economic development brochure to assist businesses and developers with potential sites for development opportunities and has an active Chamber of Commerce with representative to work with businesses

For more information, visit: www.cityofartesia.us.

City of Avalon

The City of Avalon is dedicated to the continued cultivation and attraction of businesses to the Avalon business community.

For more information, visit: www.cityofavalon.com.

City of Azusa*

The City of Azusa makes the community a better place to live and work. Azusa's Chamber of Commerce's mission is to "serve as a catalyst in the transformation of business and economic climate, resulting in a healthier, more prosperous Azusa." The City of Azusa has recently submitted an application for a foreign trade zone. Azusa was also named a finalist in the population under 60,000 category for the LAEDC's Most Business Friendly City in L.A. County award in 2010.

- No Parking Tax
- No Utility User Tax for Cable, Telephone/Cellular, and Water
- Utility Tax Discounts
- Potential Industrial Development Bonds, Financial Relocation Assistance, Business Tax Permit or Fee Waivers/Reductions, Direct Project Land or Development Subsidies

For more information, visit: www.ci.azusa.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Baldwin Park*

The City of Baldwin Park is committed to providing excellent customer service, a pro-active stance and a pro-business approach in the development process and in business attraction, retention and expansion. City staff can guide businesses through the development process to meet their schedule. Baldwin Park is in a period of progressive growth with a proactive attitude toward attracting businesses that will solidify its economic base and provide jobs for the community.

- No Utility User Tax for Cable
- Financial Relocation Assistance
- Direct Project Land or Development Subsidies
- Potential Offsite Infrastructure Subsidies

For more information, visit: www.baldwinpark.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Bell*

The City of Bell is open for business. Bell has a mix of family-owned and larger stores and restaurants that cater to the community. The City is dedicated to advancing the prosperity and general welfare of the City, its businesses and citizens.

- No Utility User Tax for Cable
- No Parking Tax
- Fast track permitting process
- Business Tax, Permit or Fee Waivers/Reductions
- Potential Tenant Improvement Subsidies and Offsite Infrastructure Subsidies

For more information, visit: www.cityofbell.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Bell Gardens*

The City of Bell Gardens has direct project land/development subsidies, making it affordable to do business in the zone. In order to show its dedication to its businesses, the City offers the following incentives to help businesses succeed:

- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, and Water
- No Parking Tax
- No Commercial Property Tax
- Direct Project Land or Development Subsidies
- Tenant Improvement Subsidies

Bell Gardens was also named a finalist in the population under 60,000 category for the LAEDC's Most Business Friendly City in L.A. County award in 2009.

For more information, visit: www.bellgardens.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Bellflower*

The City of Bellflower assists with retention and expansion of existing businesses and is a force in attracting new businesses. These efforts have helped Bellflower receive the L.A. Section of the American Planning Association 2012 Award for Neighborhood Planning for its downtown revitalization efforts. The City of Bellflower boasts no tax rate for cable and water utilities. In addition to these incentives, businesses within the City of Bellflower receive the following benefits:

- No Commercial Property Tax
- No Parking Tax
- Potential Tenant Improvement Subsidies, Financial Relocation Assistance, Business Tax, Permit or Fee Waivers/Reductions, Direct Project Land or Development Subsidies

- Accessible city council and city management to help develop creative approaches to development scenarios.

For more information, visit: www.bellflower.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Beverly Hills*

The City of Beverly Hills is home to some of the most prominent companies in the world. The City is dedicated to supporting all new and existing businesses, from the smallest mom-and-pop shop to the largest international corporation. Businesses within the City of Beverly Hills receive the following benefits:

- No Utility User Tax Rate for Cable, Telephone/Cellular, Electric, Gas, Telephone, and Water
- No Parking Tax
- Urban Design Program-the City provides assistance for improvements in its streetscape
- Business Ombudsman in City Manager's Office
- Development review process improvements and enhanced service delivery

For more information, visit: www.beverlyhills.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Bradbury

The City of Bradbury seeks to educate, encourage, and promote environmental awareness to businesses to help keep Bradbury green and beautiful.

For more information, visit: www.cityofbradbury.org.

City of Burbank*

The City of Burbank has a pro-business attitude reflected in its simple and competitive tax structure with no City income tax or gross receipts tax. In addition to these incentives, businesses with the City of Burbank receive the following benefits:

- No Utility User Tax Rate for Cable and Water
- Business Improvement District-Downtown Burbank
- Business Incentives for Landscape and Lighting services
- Business Tax, Permit or Fee Waivers/Reductions-the City provides fee waivers/reductions of business permits
- Potential Industrial Development Bonds, Financial Relocation Assistance, Offsite Infrastructure Subsidies, Direct Project Land or Development Subsidies

Burbank was also named one of the five finalists in the inaugural year of the LAEDC's Most Business Friendly City in L.A. County competition in 2006; they were again a finalist in 2007; and in 2011 in the population over 60,000 category. For more information, visit: www.burbankca.gov.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Calabasas*

The City of Calabasas offers a variety of services that enhance the Calabasas business community. The City boasts no tax rates for commercial, retail, wholesale, and manufacturing properties. Calabasas invests in robust community infrastructure (e.g., well maintained landscaping, paved streets, excellent transportation systems, no graffiti, etc.) and supports private investment in the city. Also, the general attractiveness for business location in Calabasas stems in part from an exceptionally strong school district and high quality housing, which has also attracted many executives to the area. In addition to these incentives, businesses within the City of Calabasas receive the following benefits:

- No Parking Tax, No Business Tax, and No Business Registration Fees
- No Utility User Tax Rate for Cable and Water
- Customer service emphasized in the development process; very well staffed

For more information, visit: www.cityofcalabasas.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Carson

The City of Carson is vibrant city that combines the strengths of a thriving international business presence with a small-town atmosphere. Recognized as a world-class industrial center, Carson has capitalized on its proximity to L.A.'s two major ports, the Alameda Corridor, and four major freeways. The City is a gateway for regional and international commerce alike, and is home to California State University at Dominguez Hills and the Home Depot Center. This business-minded City has also created an outstanding environment of attractive neighborhoods, shopping and entertainment, with a strong emphasis on public safety and public services.

- Low utility tax - savings of up to 10% in the region
- No local property tax - savings of up to 1/2% in the region
- Accessible, cooperative, business-friendly local government
- Large development sites available
- Highly competitive land prices and lease rates for commercial, industrial and office space
- Affordable, quality housing
- Job training services, recruitment, applicant screenings and specialized training

Carson was also named a finalist in the population over 60,000 category for the LAEDC's Most Business Friendly City in L.A. County award in 2010 and 2011. For more information, visit: http://ci.carson.ca.us/content/departments/eco_dev_service/busdevelopment.asp.

City of Cerritos*

The City of Cerritos offers a variety of services that enhance the Cerritos business community. The City boasts a City ombudsman, fast-track permitting, and access to local job training. In addition to these incentives, the businesses within the City of Cerritos receive the following benefits:

- No Utility User Tax Rate for Cellular Service
- No Parking Tax

Cerritos was also named one of six finalists for the LAEDC's Most Business Friendly City in L.A. County award in 2007, and was named a finalist in the population over 60,000 category in 2008. For more information, visit: www.cerritos.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Claremont*

The City of Claremont enhances the local economic climate by providing financial assistance for things such as expanding or relocating a business, improving a property's appearance, and increasing earthquake safety. Businesses within the City of Claremont receive the following benefits:

- No Parking Tax
- Low interest rate loans for established businesses
- Offsite Infrastructure Subsidies
- Direct Project Land or Development Subsidies
- Potential Industrial Development Bonds and Tenant Improvement Subsidies

For more information, visit: www.ci.claremont.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Commerce*

The City of Commerce offers a variety of services that enhance the Commerce business community. It is situated with convenient access to rail and roadway infrastructure. In addition to these incentives, businesses within the City of Commerce receive the following benefits:

- No Gross Receipts Tax, Utility User Tax, and a very low business license fee
- A predictable and simplified project entitlement process
- A dedicated project coordinator to facilitate business expansion, retention and attraction
- Assists in obtaining RMDZ loans, 108 loans, SBA loans
- One-stop Occupancy/Permit Process

Commerce was named a finalist of the LAEDC's Most Business Friendly City in L.A. County competition in the population under 60,000 category in 2009, 2010 and 2011. For more information, visit www.ci.commerce.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Compton*

The City of Compton has a State-designated Enterprise Zone, affording businesses in the zone an opportunity to take advantage of state tax incentives and other benefits. In addition to state-offered incentives, though, businesses in Enterprise Zones with the City of Compton receive the following benefits:

- No Parking Tax
- Business Incentives for Landscape and Lighting services
- Commercial Revolving Loan Program
- WorkSource Center and Business Resource Center
- Labor Surplus Area
- Assistance with RMDZ Loans
- Site Improvement/Façade Programs

For more information, visit: www.comptoncity.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Covina*

The City of Covina is pleased to support and partner with businesses located within its jurisdiction. The City boasts no tax rate for commercial properties for incoming businesses seeking to do business within the City. In addition to this incentive, businesses within the City of Covina receive the following benefits:

- No Utility Tax for Cable
- No Parking Tax
- Financial Relocation Assistance
- Business Improvement District/Business Area Enhancement District
- Considering Tenant Improvement Subsidies, Offsite Infrastructure Subsidies, Business Tax, Permit or Fee Waivers/Reductions, Direct Project Land or Development Subsidies

For more information, visit: www.covina.ca.gov.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Cudahy*

The City of Cudahy offers a variety of services that enhance the Cudahy business community. The City boasts direct project land/development subsidies, lowering the cost of developing land. In addition to this incentive, businesses within the City of Cudahy receive the following benefits:

- No Parking Tax
- Considering Industrial Development Bonds, Tenant Improvement Subsidies, Offsite Infrastructure Subsidies, Business Tax, Permit or Fee Waivers/Reductions, Utility Tax Discounts

For more information, visit: www.cudahy.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Culver City*

Culver City's economic development incentives are designed to encourage business investment. The City boasts a commercial façade matching grant encouraging businesses to move towards a more aesthetically pleasing streetscape. In addition to this incentive, businesses with the City of Culver City receive the following benefits:

- No Parking Tax
- Business Tax, Permit or Fee Waivers/Reductions-the City provides fee waivers/reductions of business permits
- Business Improvement District-Downtown Only
- Free Reimbursement Program

Culver City was also named a finalist for the LAEDC's Most Business Friendly City in L.A. County competition for the population under 50,000 category in 2008. For more information, visit: www.culvercity.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Diamond Bar*

The City of Diamond Bar offers a variety of services that enhance the Diamond Bar business community. The City waives or reduces business taxes or permits, adding to its business friendly environment. In addition to these incentives, businesses within the City of Diamond Bar receive the following benefits:

- No Utility Tax User Rates for Cable, Telephone/Cellular, Electric, Gas, and Water services
- No Parking Tax
- Business Incentives for Landscape and Lighting services
- \$10 Business License fee
- Streamlined Application Process

For more information, visit: www.ci.diamond-bar.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Downey*

The City of Downey offers a variety of services that enhance the Downey business community. The City provides parking incentives for individuals doing business in the City. In addition to this incentive, businesses within the City of Downey receive the following benefits:

- No Utility Tax User Rate for Cable and Water

- No Parking Tax
- Potential Tenant Improvement Subsidies

Downey was a finalist of the LAEDC's Most Business Friendly City in L.A. County competition for the population 60,000 and over category in 2009 and 2010. For more information, visit: www.downeyca.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Duarte

The City of Duarte takes pride in its business friendly approach. To promote a healthy business community, the city offers:

- One Stop Permit Center and a Fast Track Permit Process
- Economic Development Commission
- Free Local Business Seminars
- Low Business License Fees

Duarte was also a finalist of the LAEDC's Most Business Friendly City in L.A. County competition for the population 60,000 and under category in 2010 and 2011. For more information, visit: <http://www.accessduarte.com>.

City of El Monte*

The City of El Monte has a Foreign Trade Zone, affording businesses in the zone an opportunity to take advantage of trading overseas. In addition to this incentive, businesses within the City of El Monte receive the following benefits:

- No Parking Tax
- Fast-track Development, Building Plans, and Processing
- Direct Project Land or Development Subsidies
- Financial Relocation Assistance
- Industrial Development Bonds
- Potential Offsite Infrastructure Subsidies, Business Tax, Permit or Fee Waivers/Reductions

For more information, visit: www.ci.el-monte.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of El Segundo

The City of El Segundo remains a longstanding business-friendly city within Los Angeles County. El Segundo is strategically located just west of Interstate 405 and directly south of the Los Angeles International Airport and Interstate 105. This ideal location, coupled with below market rents and immediate availability for most types of businesses, has enabled the city to attract and retain Fortune 500 companies to either locate their headquarters in, or maintain a strong presence in the City. El Segundo

has the second highest presence on Fortune 500 companies in the state (second only to San Francisco). While business has been very successful, El Segundo's sense of identity is embodied in its family and community roots. This idyllic beach community also boasts state-distinguished schools, low crime rates, and a charming downtown business district.

- Low cost – among the lowest business taxation municipalities in the region
- Expedited permitting – the City offers a fee-based expedited review that cuts the already streamlined review time by 50%.
- Ombudsman – a dedicated staff member to assist with business needs
- Intuitive Inspection Process – inspection staff works closely with construction representatives to ensure projects move according to timelines. Fee-based after hours and weekend inspections are available

El Segundo was the inaugural winner of the LAEDC's Most Business Friendly City in L.A. County award in 2006! For more information, visit: www.elsegundobusiness.com or www.elsegundo.org.

City of Gardena

The City of Gardena extends a warm welcome and invites you to consider locating in our “smart-growing” business-friendly city. To demonstrate that Gardena truly wants to be a partner in assisting businesses, the City offers the following incentives:

- Expedited permit process
- Planning review team to assist with the review process
- An Economic Development team to address business issues and provide technical resources
- Low development fees, including business license fees and Utility User Tax
- Specialized “opportunity” sites for commercial and housing development
- Employee training and hiring assistance
- A \$10,000 commercial rebate for new signage, painting and/or stucco
- Ideal location central to major freeways, railways and international trade seaport

Gardena was a finalist of the LAEDC's Most Business Friendly City in L.A. County competition for the 60,000 and under category in 2011. For more information, visit: www.ci.gardena.ca.us.

City of Glendale*

The City of Glendale offers a variety of services that enhance the Glendale business community. The City provides no business tax rates for retail, wholesale, manufacturing, and commercial properties. In addition to this incentive, businesses within the City of Glendale receive the following benefits:

- No Parking Tax
- No Utility User Tax for Cellular services
- Potential Industrial Development Bonds, Financial Relocation Subsidies, Direct Project Land or Development Subsidies

Glendale was also a finalist of the LAEDC's Most Business Friendly City in L.A. County competition in 2008 for the population 50,000 and over category, and again in 2011 for the population 60,000 and over category. For more information, visit: www.ci.glendale.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Glendora*

The City of Glendora offers a variety of services that enhance the Glendora business community. The City provides no Utility User Tax Rates for Cable, Telephone/Cellular, Electric, Gas, and Water. In addition to this incentive, businesses within the City of Glendora receive the following benefits:

- No Parking Tax
- Would consider assistance primarily in the form of loans and/or land write down deals through Disposition and Development Agreement or Owner Participation Agreement
- Landscape and Maintenance District
- Potential Tenant Improvement Subsidies, Financial Relocation Assistance, Offsite Infrastructure Subsidies, Business Tax, Permit or Fee Waivers/Reductions, Direct Project Land or Development Subsidies

For more information, visit: www.ci.glendora.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Hawaiian Gardens

The City of Hawaiian Gardens is developing a broad range of commercial uses ranging from retail sales, service-related uses, entertainment, community service organizations, and professional offices. The City's intention is to revitalize the commercial corridors into high quality, pedestrian friendly districts that are harmonious with residential and non-residential uses.

- Commercial Property Incentives
- Incentives for Underdeveloped Properties
- Business Rehabilitation Program

For more information, visit: www.hgcity.org.

City of Hawthorne

The City of Hawthorne is conveniently located near the Los Angeles International Airport, and is connected by rail to the Port of Los Angeles and downtown Los Angeles. Often described as the "Hub of the South Bay", the City also offers quick, easy access to the 405, 110 and 105 Freeways. The City of Hawthorne offers a variety of services that enhance the Hawthorne business community, including the following incentives:

- No Parking Tax

- Fast Track Permit Processing
- Economic Development Committee to support the Hawthorne Business Community
- Potential for negotiated incentives to retain or attract key industries

For more information, visit: www.cityofhawthorne.com.

City of Hermosa Beach

The City of Hermosa Beach combines beach culture with a drive for innovation. The City is home to a variety of small and mid-sized businesses that cater to locals and visitors alike, and provides a great setting to encourage innovation and entrepreneurship. An experienced and dedicated staff works to attract and retain businesses, as well as incubate new enterprises through individualized assistance and customer service. The City of Hermosa Beach offers the following incentives:

- Expedited permit processing
- Fee reductions and expedited service are available for projects that advance sustainability
- Most projects do not require design review.
- Climate and coastal location attracts customers and reduces energy and operating costs

For more information, visit: www.hermosabch.org.

City of Hidden Hills

The City of Hidden Hills is dedicated to the continued cultivation and attraction of businesses to the Hidden Hills business community.

For more information, visit: www.hiddenhillscity.org.

City of Huntington Park*

The City of Huntington Park has a State-designated Enterprise Zone, affording businesses in the zone an opportunity to take advantage of state tax incentives and other benefits. In addition to this incentive, businesses within the City of Huntington Park receive the following benefits:

- Commercial Rehabilitation Loan Program
- No Parking Tax
- Sales tax rebates on a project by project basis
- Block grants for business development
- Potential Industrial Development Bonds, Tenant Improvement Subsidies, Financial Relocation Assistance, Offsite Infrastructure Subsidies, Direct Project Land or Development Subsidies

For more information, visit: www.huntingtonpark.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Industry*

The City of Industry has a Foreign Trade Zone, affording businesses in the zone an opportunity to take advantage of trading overseas. In addition to this incentive, businesses within the City of Industry receive the following benefits:

- No Business Tax for Retail, Wholesale, Manufacturing, and Commercial properties
- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, Telephone, and Water
- No Parking Tax
- Potential Industrial Development Bonds, Offsite Infrastructure Subsidies, Direct Project Land or Development Subsidies

For more information, visit: www.cityofindustry.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Inglewood

Among the advantages to locating in the City of Inglewood is its prime location and access to key transportation facilities including LAX, Century Freeway (I-105); Santa Monica Freeway (I-405), and the LAX-Crenshaw Light Rail Transit system proposed to run through the heart of the City. Located six miles east of the ocean and within 6 miles of downtown Los Angeles, Inglewood has a vibrant and diverse economic base supported by a business-friendly City government, diverse neighborhoods that offer greater value than comparably priced communities, and high quality public safety and emergency services. The City is the proud home of the award-winning Centinela Hospital Medical Center, ranked in the top 10 hospitals nationally; the Forum arena, recently purchased by Madison Square Garden for rehabilitation; and Hollywood Park Tomorrow, a 230-acre mixed use project of 3,000 homes, supported by 680KSF retail, and 30-acres of open space in five parks. ***The City is Open for Business!***

- Small business loans - The Grow Inglewood Fund (GIF) is a small business loan program, designed to assist the growth and expansion of small businesses.
- Technical Assistance Workshops - Small business technical assistance workshops are provided in partnership with the National Development Council (NDC).
- Business Watch Consultation - A City-team from the Inglewood Police Department and the Code Enforcement Division provide periodic building and site inspections businesses.
- 24-Hour Building Inspections - The Building Division provides 24-hour appointments for inspections for final building permit approval.
- Expedited Building Plan Check/Rechecks - For a nominal fee, structures in Building Plan Check may be expedited for a reduced plan check review period.
- Pre-Building Plan Check Consultation - Complimentary on-call meetings with builders/contractors to discuss project issues, concerns, and review timelines.
- 24-Hour Graffiti Removal - A 24-hour Graffiti Hot-Line for the removal of graffiti within 24 hours of reporting, with removal routinely occurring within a few hours of reporting.
- Commercial Recycling Program Compliance Support (AB 341) - The City's solid waste hauler provides on-site recycling assessments for commercial businesses and multi-family buildings of five or more units and recycling containers to handle their anticipated recycling needs at no charge.

For more information, visit: www.cityofinglewood.org.

City of Irwindale*

The City of Irwindale offers a variety of services that enhance the Irwindale business community. The City has ample and free parking by providing no parking tax rates. In addition to this incentive, businesses within the City of Irwindale receive the following benefits:

- No Utility User Tax Rates for cellular services

For more information, visit: www.ci.irwindale.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of La Canada-Flintridge

The City of La Canada-Flintridge is a unique combination of businesses and residential members with the mission to promote and encourage a well balanced, thriving, and prosperous business and residential community.

- Expedited Permit Processing

For more information, visit: www.lacanaflintridge.com.

City of La Habra Heights*

The City of La Habra Heights offers a variety of services that enhance the La Habra Heights business community. The City has ample and free parking by providing no parking tax rates. In addition to this incentive, businesses within the City of La Habra Heights receive the following benefits:

- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, and Water

For more information, visit: www.la-habra-heights.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of La Mirada*

The City of La Mirada works closely with businesses to meet their needs. La Mirada has been recognized as one of the least expensive cities to do business in L.A. County in the Kosmont-Rose Institute's Cost of Doing Business Survey. Businesses within the City of La Mirada receive the following benefits:

- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, and Water
- Offsite Infrastructure Subsidies

- Tenant Improvement Subsidies
- Potential Industrial Development Bonds, Direct Project Land or Development Subsidies

La Mirada was a finalist in the LAEDC's Most Business Friendly City in L.A. County award for the population under 60,000 category in 2008, 2009, 2010 and 2011. For more information, visit: www.cityoflamirada.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of La Puente*

The City of La Puente offers a variety of services that enhance the La Puente business community. The City has an Economic Development/Job Creation Incentive Program committed to helping businesses thrive. In addition to this incentive, businesses within the City of La Puente receive the following benefits:

- Façade Improvement Grants
- Streamlined permit process to eliminate construction and entitlement delays
- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, and Water
- No Parking Tax
- Potential Offsite Infrastructure Subsidies

For more information, visit: www.lapuente.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of La Verne*

The City of La Verne offers a variety of services that enhance the La Verne business community. The City provides a full range of effective municipal services to the community, and businesses within the City of La Verne receive the following benefits:

- Impact and Development fees discount
- Business Improvement District-Downtown
- No Parking Tax
- No Utility User Tax for Cable and Water
- Potential Tenant Improvement Subsidies, Industrial Development Bonds, Financial Relocation Assistance, Business Tax, Permit or Fee Waivers/Reductions, Direct Project Land or Development Subsidies

For more information, visit: www.ci.la-verne.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Lakewood

The City of Lakewood is dedicated to its businesses, and offers a variety of incentives to help businesses succeed.

- No Utility User Tax for Cable
- Competitive Fees
- Fast track Permitting Process
- No Parking Tax
- Potential Tenant Improvement subsidies; Business Tax Permit or Fee Waivers/Reduction, Direct Project Land or Development Subsidies

The City of Lakewood was a finalist for the LAEDC's Most Business Friendly City in L.A. County competition for the population over 60,000 in 2009.

For more information, visit: www.lakewoodcity.org.

City of Lancaster

Since Lancaster's incorporation, the City has earned a reputation for its positive business climate. In fact, the City of Lancaster was honored with LAEDC's Most Business Friendly City in L.A. County award in 2007. Below are some economic incentives that Lancaster offers:

- Fast Track Project Approval
- Project Ombudsmen for Industrial/Commercial Projects
- No Utility User Tax on Cable, Cellular, Electric, Gas, Telephone or Water
- Workforce Training - AV College and WorkSource Center
- Façade Improvement Program - Economic Development
- Electronic Plan Submission

For more information, visit: www.cityoflanasterca.org.

City of Lawndale

The City of Lawndale is located in the "Heart of the South Bay" of Los Angeles County. With major freeway access and proximity to Los Angeles International Airport, Lawndale is an ideal location to locate your business. The City of Lawndale offers the following incentives:

- Small town business and residential atmosphere
- Local business support from the Chamber of Commerce
- Dedicated Economic Development Coordinator to assist with business related matters
- Some of the lowest and most competitive fees in Los Angeles County

For more information, visit: www.lawndalecity.org.

City of Lomita

The mission of the City of Lomita's economic development effort is to actively support the development and expansion of existing businesses, and to proactively recruit quality revenue-generating uses that diversify and expand the City's economic base, offer a variety of products and services, increase employment opportunities, enhance fiscal resources, preserve and enhance Lomita's unique historic appeal, and contribute to the quality of life for Lomita residents. The City's Economic Development Element is comprised of policies and programs to support this mission, including the following:

- Competitive Fees - The City has among the lowest fees in Los Angeles County.
- Fast Track Permitting Process
- Business Ombudsman - representative to work with your business with any business related issues
- Designated Project Coordinator - economic development team assigns a representative to personally see to it that your business moves through the entitlement and construction process expeditiously
- Dedicated funds to support economic development and infrastructure improvement activities

For more information, visit: www.lomita.com.

City of Long Beach*

The City of Long Beach developed a business planning district to create, preserve and enhance the area for business and light industrial use. The City is promoting economic growth by increasing prosperity, building greater communities, and creating livable and vibrant neighborhoods. In addition, the City of Long Beach has the following incentives for local businesses:

- No Utility User Tax for Cable, no Parking Tax, and no Development Impact Fees
- Provides a variety of financial assistance including a business loan program, microloans, New Market Tax Credits, and small business loans
- Three Business Improvement Districts (Belmont Shore, Bixby Knolls, Downtown Long Beach Association)
- Completed Offsite Infrastructure Subsidies

The City also has a State Enterprise Zone and a Foreign Trade Zone. Other potential economic incentives include: Industrial Development Bonds, business tax reductions, financial relocation assistance, and offsite infrastructure subsidies.

Long Beach won the LAEDC's Most Business Friendly City in L.A. County award in 2009! They were a finalist in 2006, 2007 and 2008. For more information, visit: www.longbeach.gov.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Los Angeles*

The City of Los Angeles is an ideal place to grow a business, with access to large regional, national, and international markets. L.A.'s world-class infrastructure, extensive human capital, and highly-diversified

economy and resource network ensure that whatever businesses need to thrive, can be found here. In addition, the City has the following business incentives available:

- No Utility User Tax for Water
- No Signalization Fees
- 31 Business Improvement Districts (BIDs)
- 2 State-Enterprise Zones (Los Angeles-Hollywood, East Los Angeles)
- Work Opportunity Tax Credit Program

Los Angeles also has a Business Tax Holiday, and Job Training and Development Assistance. Additionally, Los Angeles is considering Industrial Development Bonds (IDBs), Business Tax Reductions, and Direct Project Land Subsidies in the future.

For more information, visit: www.lacity.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Lynwood*

The City of Lynwood is dedicated to the continued cultivation and attraction of businesses to the Lynwood Community by providing various business incentives such as:

- No Parking Tax
- No Public Facilities Fees
- Direct Project Land and Development subsidies.
- Potential Industrial Development Bonds (IDBs), Financial Location Assistance, Offsite Infrastructure Subsidies, Business Tax reductions, and Utility Tax Discounts

Lynwood currently has various Business Improvement Districts and a State Enterprise Zone.

For more information, visit: www.lynwood.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Malibu

The City of Malibu is dedicated to the continued cultivation and attraction of businesses to the Agoura Malibu business community.

For more information, visit: www.ci.malibu.ca.us.

City of Manhattan Beach*

The City of Manhattan Beach encourages a strong local economy and quality of life by promoting commerce, sound government and an informed community. In addition, the City provides the following economic incentives:

- No Utility User Taxes
- No Parking Tax
- No Development Impact Fees

For more information, visit: www.ci.manhattan-beach.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Maywood*

The City of Maywood offers a business-friendly environment and welcomes business development. The City is dedicated to ensuring the success of businesses in Maywood and offers the following economic incentives:

- No Parking Tax
- No Public Facilities Fees
- In addition, the City of Maywood works one on one with businesses interested in relocating to Maywood.

For more information, visit: www.cityofmaywood.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Monrovia*

The City of Monrovia is dedicated to serving the needs of existing and new businesses. Years of commitment to quality development has given Monrovia a solid reputation with the business and development communities. It offers the following economic incentives:

- No Utility User Taxes
- No Parking Tax
- No Commercial Property Tax
- Potential Industrial Development Bonds (IDBs), Offside Infrastructure, Direct Project, and Development Subsidies.

Presently, the City is renovating and expanding its Old Town and Huntington Drive, both locations which provide attraction and development opportunities for new businesses.

Monrovia won the LAEDC's Most Business Friendly City in L.A. County award in 2011 for cities with a population under 60,000! Monrovia was a finalist in 2008 and 2010. For more information, visit: www.ci.monrovia.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Montebello*

The City of Montebello is encouraging the expansion and recruitment of businesses and the creation of wealth and jobs for the City. To accomplish this, the City offers the following economic incentives:

- No User Utility Taxes
- No Parking Tax
- Potential Industrial Development Bonds (IDBs), Tenant Improvement, Offsite Infrastructure, Direct Project Land, and Development Subsidies

In addition, the City is working to improve facades in targeted areas and is pursuing the development of a commercial strip mall and a restaurant district downtown.

For more information, visit: www.cityofmontebello.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Monterey Park*

The City of Monterey Park has created programs designed to stimulate economic activity and enhance the City's economy by supporting local businesses, developing quality commercial corridors, providing affordable housing, enhancing neighborhoods and community services. The City provides business owners and operators with the management, marketing and financial skill necessary for its companies to survive in today's challenging business environment as well as the following economic incentives:

- No Utility User Taxes on Cable and Water
- Business Improvement Districts (BIDs)
- Potential Industrial Development Bonds (IDBs), Tenant Improvement, Offsite Infrastructure, Direct Project Land, and Development subsidies, and Financial Relocation Assistance

For more information, visit: www.ci.monterey-park.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Norwalk*

The City of Norwalk is working to promote the City's commercial attractiveness and strengthen its fiscal capacity by revitalizing its commercial and industrial areas. Norwalk's central location within the thriving Southern California market area provides convenient access for shoppers and easy commuting for employees. In addition, it offers the following economic incentives:

- No Utility User Taxes on Cable and Water
- Business Resources Referrals as well as Site Identification Assistance
- Potential Tenant Improvement, Offsite Infrastructure, Direct Project Land, and Development Subsidies and Financial Relocation Assistance

For more information, visit: www.ci.norwalk.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Palmdale*

The City of Palmdale is very interested in attracting new business and industry to its community. Its proactive, business-friendly government offers an aggressive combination of resources to businesses considering relocation or expansion into its vibrant, growing community. The City prides itself on its sensitivity to the needs and concerns of business and industry. In addition, the City has a number of incentives available to businesses and industries relocating to Palmdale:

- No Utility User Taxes
- Foreign Trade Zone and Incentive Zones (Mello-Roos, Parking, Landscape, and Lighting)
- Job Training and Recruitment assistance including access to the Employment Training Panel and State Research and Development Tax Credits
- Business Protection and Counseling, Business Retention Liaison and Service Corps of Retired Executives
- Industrial Development Bonds available

Palmdale was also a finalist for the LAEDC's Most Business Friendly City in L.A. County competition in 2007. For more information, visit: www.cityofpalmdale.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Palos Verdes Estates

The City of Palos Verdes Estates is dedicated to the continued cultivation and attraction of businesses to the Palos Verdes Estates business community.

For more information, visit: www.pvestates.org.

City of Paramount*

In the City of Paramount, businesses are flourishing due to a number of factors: the City's convenient location near four major freeways, Los Angeles International Airport, and the ports of Long Beach and Los Angeles; attractive land prices; business incentive programs; and a business-friendly reputation. The economic incentives this City offers include:

- No Utility User Taxes on Cable and Water
- Commercial Rehab Program: working with small business owners on façade improvements
- Potential Tenant Improvement Subsidies

For more information, visit: www.paramountcity.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Pasadena

The City of Pasadena is dedicated to the continued cultivation and attraction of businesses to the Pasadena business community. Some of the economic incentives it offers include:

- State-designated Enterprise Zone and 3 Business Improvement Districts (BIDs): Old Pasadena, Playhouse and South Lake
- Free Business Consulting, Ombudsman Services, and access to the Foothill Workforce Investment Board (WIB)
- Incentives for Historic Preservation
- Priority plan check review
- Commercial Energy Auditing Program

Pasadena was also a finalist for the LAEDC's Most Business Friendly City in L.A. County competition for the population 50,000 and over category in 2008. For more information, visit: www.cityofpasadena.net.

City of Pico Rivera*

The City of Pico Rivera is committed to helping businesses expand, stay and relocate to the City. Pico Rivera strives to improve upon key economic development principles, such as a business-friendly environment, attractive quality of life, smart land use and ongoing upgrades to City infrastructure. It offers the following economic incentives:

- No Utility User Tax on Water
- Various Business and Incentive Zones (Landscape and Lighting)
- Streamlined Permit Process, International Trade and Resource Development via Pico Rivera's Trade Assistance Center
- Potential Financial Relocation Assistance

In addition, the City has a Business Assistance Program (BAP) that has a Developer Consultation Program, a Small Business Survey, One-on-One business assessments, and various Business Workshops, Trainings and Technical Assistance, all designed to help new businesses succeed in Pico Rivera. For more information, visit: www.pico-rivera.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Pomona*

The City of Pomona offers a variety of services that enhance the Pomona business community. It offers the following economic incentives:

- No Utility User Taxes on Cable or Cellular
- Offering Section 108-Business Loan Program
- Potential Industrial Development Bonds (IDBs), Financial Relocation Assistance, Utility Tax Discounts, Tenant Improvement, Offsite Infrastructure, Direct Project Land, and Development Subsidies

For more information, visit: www.ci.pomona.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Rancho Palos Verdes

The City of Rancho Palos Verdes is dedicated to supporting new and existing businesses, from the smallest mom-and-pop shops to a destination resort and golf courses. The City of Rancho Palos Verdes is also a desirable place to live with its natural setting, including 7.5 miles of coastline, magnificent views of the Los Angeles Basin and Pacific Ocean, relatively low density, semi-rural character, significant open space, low crime and excellent schools. The City is committed to keeping its businesses in good hands by offering some of the following incentives to help business thrive:

- Business-friendly environment with a City Council and City Staff that promotes and supports the success of the City's business community
- Competitive permit and license fees
- Streamlined permit process providing an expedited zoning and building approval process.
- One-stop permit counter fostering efficient transactions and interactions with familiar City Staff
- Accessible City Staff responding to public inquiries (telephone and email) in less than 24 hours
- Comprehensive and informative website for business owners

For more information, visit: www.palosverdes.com/rpv/.

City of Redondo Beach

The City of Redondo Beach offers a variety of services that enhance the Redondo Beach business community. It offers the following economic incentives:

- No Parking Tax
- Business Improvement District (BID) in Riviera Village
- Completed Direct Project Land and Development Subsidy
- Targeted Tax Rebate Incentives
- Expedited Entitlement and Permit Processing

For more information, visit: www.redondo.org.

City of Rolling Hills

The City of Rolling Hills is a private, gated community located atop the scenic hills of the Palos Verdes Peninsula. Incorporated in 1957, Rolling Hills maintains a ranch style/equestrian environment with an enduring respect for native wildlife and natural surroundings. The City offers executive-level housing with convenient access to the surrounding cities in the South Bay.

For more information, visit: www.rolling-hills.org.

City of Rolling Hills Estates

The City of Rolling Hills Estates is dedicated to the continued cultivation and attraction of businesses to the Rolling Hills Estates business community.

For more information, visit: www.ci.rolling-hills-estates.ca.us.

City of Rosemead*

The City of Rosemead has become a magnet for international immigration, and has brought a high number of persons seeking the American dream with the skills and the capital to accomplish it. With a stable business climate and supportive local government, Rosemead's prime location affords easy access to all major Southern California freeways. Rosemead is striving to provide the incentives to help further cultivate the business of the Rosemead community and offers the following economic incentives:

- No Tax on Commercial Property
- No Utility User Tax or Parking Tax
- Developing a Commercial Rehabilitation Program
- Potential Financial Relocation Assistance, Business Tax Reductions, and Tenant Improvement, Offsite Infrastructure, and Direct Project Land and Development Subsidies

For more information, visit: www.cityofrosemead.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of San Dimas*

The City of San Dimas commits itself to the development and maintenance of a vibrant and successful community and seeks to retain and attract those enterprises that will complement the unique character of the community. It offers the following economic incentives:

- No User Utility and Parking Taxes
- Customizable Incentive programs to mutually benefit the City and the needs of the project
- Industrial Development Bonds (IDBs)
- Potential Tenant Improvement, Offsite Infrastructure, Direct Project Land and Development Subsidies, Business Tax Reductions, and Financial Relocation Assistance

For more information, visit: www.cityofsandimas.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of San Fernando*

The City of San Fernando continues to represent the best of both worlds—an innovative, independent community in the midst of one of the world's most important metropolitan areas. Its leadership and a

mature economic track record complement its young and productive work force. It offers the following economic incentives:

- No User Utility or Parking Taxes
- Incentives and programs are offered on a case-by-case basis
- Special Business Incentive Zones (Landscape and Lighting)
- Potential Industrial Development Bonds (IDBs), Financial Relocation Assistance, Tenant Improvement, Offsite Infrastructure, Direct Project Land and Development Subsidies, and Business Tax Reductions

For more information, visit: www.ci.san-fernando.ca.us/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of San Gabriel*

The City of San Gabriel is working to continually bolster the economic vitality and financial well being of the City. The City is in pursuit of projects that will improve the business community and attract private investment. San Gabriel has a diverse base of local customers and regional visitors and personalized and comprehensive government services to help businesses succeed. It also offers the following economic incentives:

- No Tax on Commercial Property
- One-step development permitting and the implementation of a fee reduction program
- Offering Financial Relocation Assistance, Tenant Improvement, Offsite Infrastructure, and Direct Project Land and Development Subsidies, and Business Tax Reductions
- Foreign Trade Zone (FTZ No. 50)

For more information, visit: www.sangabrielcity.com/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of San Marino

The City of San Marino is dedicated to maintaining the high-quality residential character of San Marino.

For more information, visit: www.cityofsanmarino.org/.

City of Santa Clarita*

The City of Santa Clarita Economic Development Division is comprised of three areas focusing on retaining jobs, attracting businesses and bringing external dollars to Santa Clarita through the areas of economic development, film and tourism. It offers various economic incentives including:

- No Business Licensing Tax, Parking Taxes, or Payroll Tax
- No Utility User or Gross Receipts Taxes

- Various Business Improvement Districts, State Enterprise Zones, and Other Business and Incentive Zones (Mello-Roos; Landscape; Lighting; Open Space; Recycling Market Development Zone)
- One-Stop Permit Center offering over the counter approvals for projects less than 3,000 square feet and electronic plan submittals through ePlans
- Potential Industrial Development Bonds (IDBs), Citywide Business Tax Reductions, and Tenant Improvement subsidies

Santa Clarita won the LAEDC's Most Business Friendly City in L.A. County award in 2008! They were also a finalist in 2006 and 2007. For more information, visit: www.santa-clarita.com.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Santa Fe Springs

The City of Santa Fe Springs is dedicated to the continued cultivation and attraction of businesses to the Santa Fe Springs business community. Some of the economic incentives it has to offer include:

- Predominantly industrial City with its own CUPA-certified, Class II Fire Department to better serve the needs of the industrial community
- Provide a variety of no cost business assistance programs, from employee recruitment and training to tax saving incentives
- Politically stable community that values the business community and has designed a City that caters to the needs of the industrial community
- Competitive child care and a wide range of housing option for workers and business owners alike

Santa Fe Springs won the LAEDC's Most Business Friendly City in L.A. County award in 2009! They were also a finalist in 2008. For more information, visit: www.santafesprings.org.

City of Santa Monica

The City of Santa Monica is dedicated to its businesses, and offers a variety of incentives to help businesses succeed, grow and prosper. Some of the economic incentives it offers include:

- Sustainability Incentives including sustainable landscape grants, solar rebates, free green business certification, annual Sustainable Quality Awards
- Expedited Permitting Process & Business Ombudsman Program
- Provides free marketing campaign for all Santa Monica businesses, dedicated to raising awareness of the environmental, economic and community benefits of thinking local first
- A partnership between the City and the SM Chamber of Commerce dedicated to business recruitment and retention

For more information, visit: www.smgov.net/business and www.santamonicaalliance.com.

City of Sierra Madre

The City of Sierra Madre business community contains retail, professional offices and neighborhood services in one-half mile on Sierra Madre Boulevard and along Baldwin Avenue. Most of these businesses are individually owned and provide unique products and services.

For more information, visit: www.cityofsierramadre.com.

City of Signal Hill

The City of Signal Hill provides its business community with small town friendliness and personalized service. Signal Hill is a very safe community for both employers and employees, with a superior police department and County fire/paramedic services.

- Great location and freeway access - central to Los Angeles and Orange County markets
- Very low business license costs; no utility tax (UUT)
- Low planning check and building permit fees; expedited plan check and inspections
- Low water, refuse and other municipal service rates

For more information, visit: www.cityofsignalhill.org.

City of South El Monte*

The City of South El Monte has matured into a viable commercial and manufacturing base, while maintaining a strong commitment to quality community services. To meet its current needs, the City is now focusing on its growth and potential in retail and residential development while maintaining its commitment to improving the quality of life for its residents. In addition, the City offers the following economic incentives:

- No Utility User Tax
- No Parking Tax
- Business Improvement District
- Overlay Zone-Civic Center

For more information, visit: www.ci.south-el-monte.ca.us/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of South Gate*

The City of South Gate has a State-designated Enterprise Zone, affording businesses in the zone an opportunity to take advantage of state tax incentives and other benefits. In addition, businesses within the City of South Gate receive the following economic incentives:

- No Parking Tax
- Financial Relocation Assistance

- No Utility User Tax
- Business Improvement District-Tweedy Mile Association
- Business Incentives for Landscape and Lighting Services

For more information, visit: www.cityofsouthgate.org/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of South Pasadena

The City of South Pasadena is dedicated to the continued cultivation and attraction of businesses to the South Pasadena business community. South Pasadena's commercial areas center on being lively pedestrian-oriented centers with mostly proprietary businesses, while preserving the City's heritage.

The City works to maintain the character of its “main street” commercial areas, support the proprietary businesses of the City, avoid deterioration of commercial areas and the business tax base, and promote those forms of economic development that will provide additional jobs, services and opportunities to the City and its residents.

For more information, visit: www.ci.south-pasadena.ca.us/.

City of Temple City*

The City of Temple City sets the standard for community collaboration, business growth, networking and achieving a high quality of life. The Chamber of Commerce within the City exists to be a clear and persuasive voice in providing advocacy, promotional and benefit solutions for its business members. In addition, the City offers the following economic incentives:

- No Parking Tax
- No Utility User Tax
- Potential Tenant Improvement Subsidies and Business Tax, Permit or Fee Waivers/Reductions

For more information, visit: www.ci.temple-city.ca.us/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Torrance

The City of Torrance prides itself on being a premier city, carefully balancing the industrial, business and residential sectors. The City is committed to growing businesses, attracting new investment, strengthening infrastructure, and improving the economic base. Torrance, home to nearly 400 headquarter businesses, is dedicated to economic development, and offers various incentives to support a vibrant and sustainable business community.

- Business-Friendly City - As the 6th largest City in Los Angeles County, full-service Torrance prides itself on its business-conscious Mayor and City Council, competitive wage rates, utility rates, costs of living and business taxes
- Attractive Economic Development Goals- The City of Torrance continuously strives to achieve the following goals: Enhanced Employment Opportunities, Increased City Revenue and Tax base, Healthy and Balanced Community, Improved Quality of Life, Economic Stability, and Long-term Self-Sufficiency
- Incentives- Torrance promotes customer service, saving a business time and money, as well as other incentives to promote partnerships with local businesses:
 - One-Stop Permit Center at City Hall
 - Plot Plan Review Meeting with no cost to applicants
 - Expedited Permitting
 - Ombudsman program – dedicated Economic Development Staff
 - Online project status tracking
 - Trained staff specialists
 - Interactive Voice Response System
- Competitive fees – among the lowest in the County and no gross receipts tax
- Zones and Special Programs: Recycling Market Development Zone (RMDZ), Business Improvement District (TBID), and the South Bay Entrepreneurial Center

Torrance was named a finalist for the LAEDC's Most Business Friendly City in L.A. County competition for the population 60,000 and over category in 2009, 2010 and 2011. For more information, visit: www.torranceca.gov.

City of Vernon

The City of Vernon continues to serve as an attractive destination for business, offering a wide range of advantages such as low taxes and utility costs, excellent City services specifically tailored to business and easy access to a large workforce and transportation hubs. In addition, the City offers the following economic incentives:

- Competitive electric rates with exemplary services
- Low water rates that are typically 20-40% lower than neighboring cities
- Low natural gas rates that are approximately 35-48% lower on gas transportation costs
- Fast track permitting process that is streamlined and efficient
- No Utility User Tax rates

Vernon won the LAEDC's Most Business Friendly City in L.A. County competition for the population under 50,000 category in 2008! For more information, visit: www.cityofvernon.org.

City of Walnut*

The City of Walnut is an economically strong community with tremendous buying power. The median household income and rate of home ownership are substantially higher than other successful retail cities such as Arcadia, Glendale and Irvine, in neighboring Orange County. Additionally, the median home

value is lower allowing for a higher discretionary income. In addition, the City offers the following economic incentives:

- No Parking Tax
- No Utility User Tax
- Financial support for commercial signage, business center improvements, and free local advertising
- Business "REDI" program for retention and recognition of Walnut Businesses
- Potential Industrial Development Bonds, Tenant Improvement Subsidies, Financial Relocation Assistance, and Business Tax, Permit or Fee Waivers/Reductions

For more information, visit: www.ci.walnut.ca.us.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of West Covina*

West Covina is dedicated to its businesses, and offers a variety of incentives to help businesses succeed. Some of the economic incentives it offers include:

- No Utility Users Tax
- Fast Track and Expedited Permit Process
- Business Ombudsman

The City of West Covina won the LAEDC's Most Business Friendly City in L.A. County award in 2011! They were also a finalist in 2010. For more information, visit: www.westcovina.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of West Hollywood*

The City of West Hollywood is a business community comprised of a variety of industries from restaurants and entertainment, to luxury retail, art and design. Collectively, these businesses further the City's appeal for creative professionals. In addition, the City offers the following economic incentives:

- No Parking Tax
- No Utility User Tax
- Business Improvement Districts
- Sunset Specific Plan-Hotel/Marketing Benefit Zone
- West Hollywood Marketing Campaign

For more information, visit: www.weho.org/.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Westlake Village*

The City of Westlake Village is home to a number of corporate headquarters, including Dole Food Company, K-Swiss and Homestore.com, to name a few. Continued business growth and vitality in Westlake Village is supported through “fast-tracking” the development review and entitlement process, the City’s “no business tax” commitment, a highly-educated pool of workers, and the business-friendly stance of the City Council and staff. Companies seeking to relocate or expand will find a wide range of commercial business parks available within the City. In addition, the City offers the following economic incentives:

- No Utility User Tax
- No Parking Tax
- Business Incentives for Landscape and Lighting Services

For more information, visit: www.wlv.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

City of Whittier*

The City of Whittier is centrally located to all of Southern California and is only 12 miles southeast of Los Angeles. Easily accessible through the 605 Freeway, between the 60 and the 5 Freeways, Whittier borders Orange County on the east. Its proximity to Downtown Los Angeles and Orange County makes Whittier a desirable place to locate. In addition to its strategic location, the City offers the following economic incentives:

- Commercial Rehabilitation Loans for façade and tenant improvements
- Business Improvement District-Uptown
- No Utility User Tax on Cable, no Commercial Property Tax, and no Parking Tax
- Business Ombudsperson, site selection assistance, business license facilitation, and free business owners seminar series available to businesses

For more information, visit: www.cityofwhittier.org.

*Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.

Additional Local Incentives

City of Compton

Enterprise Zone

The City of Compton has a State-designated Enterprise Zone, affording businesses in the zone an opportunity to take advantage of state tax incentives and other benefits. In addition to state-offered incentives, businesses in Enterprise Zones within the City of Compton receive the following benefits:

- Reductions of fees, including plan check, entitlements, and business license applications
- Expedited processing for permits and other applications
- Incentives related to neighborhood transformation activities, including job assessments and training
- Additional incentives, such as reduced development impact fees and site preparation assistance

For more information, visit:

www.comptoncity.org/index.php/Planning-and-Economic-Development/enterprise2-zone2-program2.htm.

City of Industry

The City of Industry has no City business license fees, no wholesale or retail fees, no manufacturing fees, no professional tax and no utility tax.

For more information, visit: www.cityofindustry.org/?p=business.

City of Los Angeles

Enterprise Zones

The City of Los Angeles has three State-designated Enterprise Zones (Los Angeles—Hollywood, East Los Angeles and Harbor—Gateway) allowing businesses in those zones to take advantage of tax incentives and other benefits. For more information on California Enterprise Zones and their benefits, see page 10.

In addition to state-offered EZ incentives, businesses in Enterprise Zones within the City of Los Angeles receive the following benefits:

- The Los Angeles Department of Water and Power offers a five-year electric rate discount to new businesses that are moving into an Enterprise Zone, Federal Empowerment Zones*, and/or Federal Renewal Community* and apply within 18 months for the discount. Existing businesses whose energy consumption in the 6-month period before the date of application was at least 35% greater than the monthly average in the prior 12 months also qualify.
- Sewer facility charge extended payment option
- Reduced parking requirements

- Fee waiver for the initial application site plan review of commercial or industrial architectural plans for projects of 40,000 square feet or greater and are located in an Enterprise Zone

*Please note that Federal Empowerment Zones and Federal Renewal Communities have both expired.

For more information, visit: http://cdd.lacity.org/bus_statecred.html.

Foreign Trade Zone

The Port of Los Angeles has a designated Foreign Trade Zone, which allows U.S. based companies to defer, reduce or even eliminate customs duties on products admitted to the zone. For more information on Foreign Trade Zones and their benefits, see page 7.

For more information, visit: www.portoflosangeles.org/facilities/ftz_202.asp.

Utility Rebates and Programs

The Los Angeles Department of Water & Power offers a variety of rate reduction and rebate programs for qualifying businesses in the City of Los Angeles. Examples of these programs include: LADWP's Commercial Lighting Efficiency Program, Water Conservation Rebate Program, Custom Performance Program, and Custom Water Program.

For more information, visit: www.ladwp.com.

New Business Tax Holiday

The New Business Tax Holiday exempts any new business from paying the City of Los Angeles gross receipts business tax during its first three years of operation. All new businesses that establish or locate within the City between January 2010 and December 2012 are eligible.

For more information, visit: www.losangelesworks.org/businessServices/3Incentives.cfm.

Use Tax Rebate Program

Businesses that participate in the City's Use Tax Rebate Program can qualify for a rebate of 20% on the additional State collected use tax (67.5%) remitted by the business.

For more information, visit: www.losangelesworks.org/resources/all-business-incentives.cfm.

City of Long Beach

Enterprise Zone

The City of Long Beach has a designated Enterprise Zone, allowing businesses in the zone to take advantage of state tax incentives and other benefits. For more information on California Enterprise Zones and their benefits, see page 10.

For more information, visit:

www.longbeach.gov/cd/workforce/business_services/your_next_hire/enterprise_zone.asp.

Retail Sales Tax

Through this program, the City returns to an eligible business 50% of the sales tax generated by the business in excess of the first \$50,000 in sales tax. This program is available to a business for the period of time necessary to offset construction or improvement costs to a new expanded business and is not to exceed 15 years.

For more information, visit: www.longbeach.gov/e cd/incentives/retail_sales_tax.asp.

City of Pasadena

Enterprise Zone

The Pasadena Enterprise Zone is a State of California tax incentive program that offers State tax credits to stimulate business development and employment growth. The new Pasadena Enterprise Zone is significantly larger and covers both commercial and industrial zoned land within the City of Pasadena. In addition, the City of Pasadena offers local benefits to businesses located within the Enterprise Zone boundaries. For more information, see page 10.

Citywide Incentive for R&D

Incentives include priority plan check review and fee reductions (Construction Tax waiver) for research and development improvement projects throughout the City.

Incentive for Enterprise Zone Technology Development Area (EZTDA)

If your business or property is located within the EZTDA, and if the land use is primarily used for scientific research, then you may qualify for Building and Planning permit fee waivers for development, and a Business License Fee waiver for operation. To take advantage of these benefits, Research and Development businesses must obtain a letter from the Enterprise Zone Office first before applying for fee waivers. Nonresidential property owners are excluded from receiving the business license fee waiver.

For more information, visit: www.ci.pasadena.ca.us/economicdevelopment/technology/incentives/.

City of Santa Clarita

Enterprise Zone

The new Santa Clarita Enterprise Zone received its 15-year Enterprise Zone “final” designation from the State of California and will be active through January 1, 2026. Taxpayers who invest, operate, or locate a trade or business with an Enterprise Zone may be eligible for special tax incentives. For more information, see page 10.

Use Tax Incentive Program

If your business makes purchases that require you to submit use tax, you can take advantage of this program. All you need to do is administer the paperwork to designate the use tax that you already pay to the State of CA, to be distributed to Santa Clarita and you are eligible to have a portion of those funds returned to you. Participation in this program can mean a significant return to your business.

Industrial Development Authority

Being located in the City of Santa Clarita allows certain businesses access to tax-exempt private activity bonds to finance capital projects, such as acquisition of land, construction, or rehabilitation of facilities, and the purchase of equipment.

For more information, visit: <http://econdev.santa-clarita.com/Index.aspx?page=55>.

City of South Gate/Lynwood

Enterprise Zone

The Enterprise Zone program offers special state and local incentives to encourage business investment and promote the creation of new jobs. The purpose of the program is to provide tax incentives to businesses within the Enterprise Zone. Businesses already located in the Enterprise Zone, as well as businesses relocating into the Enterprise Zone, are eligible for the benefits.

The Enterprise Zone covers nearly all of the commercial and industrial zoned properties in the cities of South Gate and Lynwood. For more information, see page 10.

Financing Assistance

Federal Financing Assistance

Rural Development Business & Industry Guaranteed Loans

The U.S. Department of Agriculture (USDA) provides Business & Industry Guaranteed Loans in rural communities.

Benefits: Loan guarantee provided for up to 80% on loans ranging from \$750,000 to \$5 million and up to 70% on loans between \$5 million and \$10 million.

Eligibility: The project must be in a rural area beyond the urbanized periphery surrounding a city of 50,000 or more.

For more information, visit: www.rurdev.usda.gov/CA-BCPrograms.html.

Section 108 Loan Guarantee Program

The Federal Section 108 Loan Guarantee Program is administrated by the U.S. Department of Housing and Urban Development for economic development, housing rehabilitation, public facilities, and large-scale physical development projects.

Benefits: Loan guarantee, which provides communities with a source of financing for economic development, housing rehabilitation, public facilities, and large-scale physical development projects.

Eligibility: Eligible applicants include the following public entities:

- Metropolitan cities and urban counties (i.e., CDBG entitlement recipients);
- Nonentitlement communities that are assisted in the submission of applications by States that administer the CDBG program; and
- Nonentitlement communities eligible to receive CDBG funds under the HUD-Administered Small Cities CDBG program (Hawaii). The public entity may be the borrower or it may designate a public agency as the borrower.

For more information, visit:

<http://www.hud.gov/offices/cpd/communitydevelopment/programs/108/index.cfm>.

Economic Development Administration Revolving Loan Fund Program

The U.S. Economic Development Administration (EDA) Revolving Loan Fund (RLF) Program supplies small businesses and entrepreneurs with gap financing to start or expand their business.

As part of the EDA's Economic Adjustment Assistance Program, EDA's regional offices award competitive grants to units of local government, state governments, institutions of higher education, public or private non-profit organizations, EDA-approved economic development district organizations, and Indian Tribes to establish RLFs.

EDA's RLF recipient, in turn, disburses money from the RLF to make loans at interest rates that are at or below market rate to small businesses or to businesses that cannot otherwise borrow capital. As the loans are repaid, the grantee uses a portion of interest earned to pay administrative expenses and adds remaining principal and interest repayments to the RLF's capital base to make new loans. A well-managed RLF award actively makes loans to eligible businesses and entities, continues to revolve funds, and does not have a termination date.

For more information, visit: www.eda.gov.

Small Business Administration (SBA)

Small business is America's most powerful engine of opportunity and economic growth. That's where the SBA comes in. SBA offers a variety of programs and support services to help you navigate the issues you face with your initial applications, and resources to help after you open for business.

Some of the more popular SBA loan programs:

- 7(a) Loan Program

The 7(a) Loan Program includes financial help for businesses with special requirements. For example, funds are available for loans to businesses that handle exports to foreign countries, businesses that operate in rural areas, and for other very specific purposes. The loan proceeds may be used to establish a new business or to assist in the acquisition, operation, or expansion of an existing business.

- Microloan Program

The Microloan Program provides small, short-term loans to small business concerns and certain types of not-for-profit child-care centers. The maximum amount of the loan is \$50,000.

- CDC/504 Loan Program

The SBA 504 Loan program is a powerful economic development loan program that offers small businesses another avenue for business financing, while promoting business growth, and job creation. This loan can be used for:

- The purchase of existing buildings
- The purchase of land and land improvements, including grading, street improvements, utilities, parking lots and landscaping

- The construction of new facilities or modernizing, renovating or converting existing facilities
- The purchase of long-term machinery*
- The refinancing of debt in connection with an expansion of the business through new or renovated facilities or equipment*.

For more information, please visit: www.sba.gov.

*See the SBA's website for additional details.

SBA Office of Technology

The Office of Technology administers the Small Business Innovation Research (SBIR) Program and the Small Business Technology Transfer (STTR) Program. Through these two competitive programs, SBA ensures that the nation's small, high-tech, innovative businesses are a significant part of the federal government's research and development efforts. Eleven federal departments participate in the SBIR program; five departments participate in the STTR program awarding \$2 billion to small high-tech businesses.

For more information, visit: <http://archive.sba.gov/aboutsba/sbaprograms/sbir/index.html>.

Other Federal Funding Streams

The National Institutes of Health (NIH)

The NIH, a part of the U.S. Department of Health and Human Services, is the nation's medical research agency—making important discoveries that improve health and save lives. NIH is the largest source of funding for medical research in the world, creating hundreds of thousands of high-quality jobs by funding thousands of scientists in universities and research institutions in every state across America and around the globe.

For more information, visit: <http://grants.nih.gov/grants/guide/index.html>.

State Financing Assistance

Industrial Development Bonds

California cities, counties, joint powers authorities, and state government (through the California Infrastructure and Economic Development Bank) have the authority to offer low interest financing via tax-exempt industrial revenue bonds to businesses for the acquisition of manufacturing facilities and equipment.

Benefits: Up to \$10 million can be provided as a tax-exempt industrial development bond (which offers significantly lower interest rates than banks) for purposes of acquiring manufacturing facilities and equipment.

Eligibility: Primary business activity must be manufacturing, processing or fabrication; the primary use of bond funds must be acquisition, construction, rehabilitation or equipping. The capital expansion must provide a public benefit, such as the creation of new jobs.

For more information, visit: www.ibank.ca.gov/industrial_dev_bonds.htm.

California Loan Guarantee Program

The California Small Business Loan Guarantee Program (SBLGP) is administered by the California Business, Transportation and Housing Agency to encourage small businesses to create and retain jobs as well as to invest into low-to-moderate-income communities.

Benefits: Loan guarantees for small businesses, which can cover up to 90% of the loan amount, with the guaranteed portion of the loan not exceeding \$500,000.

Eligibility: Proceeds must be used primarily in California and must benefit the applicant's business (such as expansion into new facilities).

For more information, visit: www.bth.ca.gov/sblgp.htm.

Pollution Control Financing

The California Pollution Control Financing Authority (CPCFA) provides tax-exempt bond financing as well as low-interest loans to help California businesses install new equipment and acquire or construct qualified pollution control, waste disposal or waste recovery facilities.

California Capital Access Program

Through a form of loan portfolio insurance, the California Capital Access Program (CalCAP or Program) encourages banks and other financial institutions to make loans to small businesses that have difficulty obtaining financing.

Benefits: Loan insurance on a maximum of \$5 million (\$2.5 million enrolled) for small businesses that have difficulty obtaining financing. Loans must be used to finance the acquisition of land, construction or renovation of buildings, the purchase of equipment, other capital projects and working capital.

Eligibility: To be eligible for the California Capital Access Program, small businesses must meet the following criteria:

- The borrower's business must be in one of the industries listed in the qualified Standard Industry Classification (SIC) or the North American Industry Classification System (NAICS) codes list
- The borrower's primary business and at least 51% of its employees or business income, sales or payroll must be in California
- The business activity resulting from the bank's loan must be created and retained in California
- The small business must be classified as a small business under U.S. Small Business Administration guidelines and have fewer than 500 employees

For more information, visit: www.treasurer.ca.gov/cpcfa/calcap.asp.

Heavy Duty On-Road Diesel Truck Loan Program

As a subset of the California Capital Access Program, the Heavy Duty On-Road Diesel Truck Loan Program is a partnership with the California Air Resources Board to make it easier for truck owners to obtain financing to meet new greenhouse gas emission reduction targets.

Benefits: Loan insurance on a maximum of \$1.5 million for the purposes of acquiring new trucks and buses, newer used trucks and buses, and retrofits. SmartWay aerodynamic technologies can be financed as well.

Eligibility: To be eligible, businesses must have 100 or fewer employees and \$10 million or less in annual revenues averaged over 3 years. This program can be used by businesses with 40 or fewer heavy-duty diesel vehicles in the fleet.

For more information, visit: www.treasurer.ca.gov/cpcfa/hvy_dut_dsl_trk_pgrm.asp.

Tax Exempt Bond Financing Program

The Pollution Control Tax-Exempt Bond Financing Program provides California businesses with tax-exempt bond financing for the acquisition, construction, or installation of qualified pollution control, waste disposal, waste recovery facilities and the acquisition and installation of new equipment.

Benefits: Tax exempt bond financing (which offers significantly lower interest rates than banks) on the acquisition, construction, or installation of qualified pollution control, waste disposal, waste recovery facilities, and the acquisition and installation of new equipment.

Eligibility: Both small and large businesses are eligible for this program, but proceeds must be used for specified purposes.

For more information, visit: www.treasurer.ca.gov/cpcf/bondfinancing.asp.

Recycling Market Development Zones

Los Angeles County has several Recycling Market Development Zones (RMDZs), which provide a varying array of services, including business and technical assistance, financing, incentives, and product marketing to businesses that use materials from the waste stream to manufacture products that are located in a qualifying zone. The County of Los Angeles has the following designated zones:

- City of Long Beach (www.calrecycle.ca.gov/RMDZ/LongBeach/)
- City of Los Angeles (www.calrecycle.ca.gov/RMDZ/LACity/)
- City of Santa Clarita (www.calrecycle.ca.gov/RMDZ/SantaClarita/)
- County of Los Angeles (which includes the cities of Burbank, Carson, Commerce, Compton, El Monte, Glendale, Inglewood, Lancaster, Palmdale, South Gate, Torrance, and Vernon as well as the unincorporated areas of Los Angeles County).

For more information, visit:

<http://dpw.lacounty.gov/epd/rmdz/>

<http://www.calrecycle.ca.gov/RMDZ/LACounty/>

Recycling Market Development Zone Revolving Loan Program

CalRecycle administers a Recycling Market Development Zone Loan Program that provides low-interest loans to companies that increase diversion of non-hazardous solid waste from California landfills and promote market demand for secondary and postconsumer materials.

Benefits: Low-interest loan program which can provide up to 75% of the cost of a project or \$2 million (whichever is less).

Eligibility: The project must be located in a Recycling Market Development Zone.

Local Financing Assistance

County of Los Angeles

County Business Loan Program

The County Business Loan Program is a revolving loan fund that assists companies with expansion and development.

Benefits: Loans are offered between \$25,000 and \$1 million at a current rate of 6.5% for anywhere between five and 20 years. Loans can be used for property acquisition, equipment/machinery, and working capital.

Eligibility: Loan assistance is available to existing, small and medium sized firms within Los Angeles County. Companies and principals must exhibit good credit and show evidence of repayment ability. Applicants must demonstrate a financial need for a County Business loan and confirm that the project offers public benefit. The County loan may accompany, but not replace, private sector financing.

County Float Loan Program

The County Float Loan Program provides short-term loans for land acquisition, construction, equipment, and working capital for businesses, private developers and public agencies.

Benefits: Short-term loans are offered between \$1 million and \$4 million at a rate of 3.5% and require repayment in two and one-half years.

County Technology Loan Program

The County Technology Loan Program provides loans for start-up, early state high technology firms located in the participating innovation centers of the Los Angeles County Innovation Network.

Benefits: Loans are offered between \$10,000 and \$200,000 at a 6.5% rate for anywhere between five and ten years. Loans can be used on fixed assets and working capital.

Eligibility: Members of the Los Angeles County Innovation Network for at least three months.

County Business Expansion Loan Program

The County Business Expansion Loan Program provides financial assistance to small and medium sized businesses to create and expand permanent job opportunities and promote economic development in the County.

Benefits: Loans are offered between \$25,000 and \$1 million at a current rate of 6.5% for anywhere between seven and 20 years. Loans can be used for property acquisition, equipment/machinery purchases and working capital.

Eligibility: Loan assistance is available to existing and start-up, small and medium sized firms within Los Angeles. Companies and principals must exhibit good credit and show evidence of repayment ability. Applicants must demonstrate a financial need for a County Business Expansion loan and confirm that the project offers a public benefit. The County Business Expansion may accompany, but not replace, private sector financing.

For additional information on any of the County's financial assistance programs, visit: www3.lacdc.org/CDCWebsite/EHD/BusinessLoans.aspx?id=5339.

Additional Local Financing

EB-5 Immigrant Investor Program

LAEDC and CanAmerican Enterprises (CanAm)

Overseen by the US Citizenship & Immigration Services (USCIS), the EB-5 Immigrant Investor Program ("EB-5") provides an opportunity for foreign nationals who are "accredited investors" (as that term is defined by Securities Act of 1933) to become conditional permanent residents for a period of two years upon making an investment of \$500,000 in a qualifying project that will create at least 10 new, direct or indirect jobs for U.S. workers.

Investment Structure:

Program-qualifying investments are typically made through newly formed limited partnerships that will make an interest-only loan to a job-creating project or business for a five-year term. Information regarding the investment and the job creating enterprise are presented to investors through a private placement offering and to the USCIS as an integral part of each investor immigrant's application.

Benefits of EB-5 Financing:

- Source of capital for government agencies and private businesses at below-market rates; no cost to taxpayers.
- Creative financing vehicle for private lender financing during a period when credit is restricted.
- Creates jobs in the United States when the national unemployment rate is high and the economy is weak.
- Supported by government authorities on a state, regional and local level.
- Promotes economic development in economically challenged areas.

CanAm's Los Angeles County Regional Center and Partnership with the LAEDC:

CanAm is pleased to partner with the LAEDC to further its mission and to focus on the overall health and vitality of the Los Angeles regional economy. To date, CanAm's Los Angeles County Regional Center has financed projects totaling nearly \$400 million and is approved to make investments in the following 10 industries: Motion Picture and Television, Leasehold Improvements, Agriculture and Food Processing, Manufacturing & Trade, Alternative Energy, Technology, Higher Education, Tourism, Health Services and Transportation.

For more information, contact LAEDC: Carrie Rogers, VP Business Assistance and Development. Email: carrie.rogers@laedc.org, (213) 236-4839.

Or Hamir Ramolia, Managing Director, Project Development, CanAm Enterprises, Email: hamir@canamenterprises.com, (212) 668-0690.

For more information, visit: http://www.canamenterprises.com/LA_index.html.

City of Los Angeles Section 108 Program

The City of Los Angeles Section 108 program provides direct "gap" financial assistance for larger commercial and industrial real estate projects.

For more information, visit: http://cdd.lacity.org/bus_fin.html.

City of Long Beach

Long Beach Business Loan Programs

Under the Long Beach Business Loan program, existing businesses may qualify for financing of up to \$700,000.

Additional loan programs provide amounts from \$25,000 to a maximum set by SBA7a financing for existing businesses.

Long Beach Business Start-up Grant

The \$2,000 Business Start-Up Grant is designed to encourage entrepreneurs to establish businesses along certain corridors within the City of Long Beach. The program provides a \$2,000 reimbursement grant to eligible businesses on a first come-first served basis.

For more information, visit: http://www.longbeach.gov/ecdfinancial_assistance/default.asp.

KIVA City Los Angeles

Kiva City Los Angeles (LA) is an initiative that enables anyone with access to the internet a chance to support small business owners, local economies, and local jobs in Los Angeles launched today. KIVA

also aims to expand the awareness and availability of microfinance opportunities among small business owners and aspiring owners in the Greater Los Angeles Area.

For more information, visit: www.kiva.org.

Valley Economic Development Center (VEDC)

The VEDC provides a variety of loan programs for small, medium, and large businesses in the County of Los Angeles.

- Direct Loans from \$50,000 to \$700,000
- SBA Loans from \$50,000 to \$5,000,000
- Goldman Sachs Small Business Loan Program, from \$50, 000 to \$400,000

For more information, visit the following:

www.vedc.org

www.wheresthemoneyinla.com

Employee Training

California Employment Training Panel

The Employment Training Panel (ETP) assists businesses in acquiring and retraining a highly skilled work force with expertise in very specific fields in order to increase competitiveness and productivity. ETP will enter into a performance-based customized training contract, for new or existing employees, which are performed by either an approved training agency or the company itself.

As the training is completed, the costs for developing, implementing, and completing the training are reimbursed. Ranging from about \$1,500 to \$2,000 per employee, reimbursements are made to the company for each employee that completes training and remains on the job for 90 days. The program is open to all California companies that face out-of-state competition and one or more of the following conditions:

- A need to retrain current employees to prevent layoffs
- A need to upgrade workers in areas where there are skills shortages
- A desire to hire and train unemployed workers eligible to receive unemployment insurance
- Special or unique training needs in industries related to defense conversion or emerging technologies

For more information, visit: www.etp.ca.gov.

Community Colleges

The community colleges in Los Angeles County typically have an economic development office or officer who can discuss a variety of customized training programs and potential incentives. Since incentives and programs change, please check with individual colleges to see what programs and services may apply to your specific industry or business.

For a list of community colleges in Los Angeles County, please see the appendix.

WorkSource California

WorkSource California operates a network of full-service centers located throughout Los Angeles County—some of which may be co-located at community colleges. Each WorkSource (formerly OneSource) Center offers efficient, cost-effective hiring, downsizing, training and technology services to employers and businesses of all sizes. These centers offer qualified candidate listings, employee training sessions, conference room and meeting space, free job postings and a fully equipped office center with computer, fax, and Internet access. Small business owners can also take advantage of specialized workshops and seminars related to recruitment and other human resources issues, as well as various Lay-Off Aversion programs for the City of Los Angeles and County of Los Angeles, where applicable.

For a list of WorkSource Centers in Los Angeles County, please see the appendix.

For more information, visit: www.worksourcecalifornia.com.

Entrepreneurial & Business Start-up Assistance

For a list of additional business assistance resources in Los Angeles County, please see the appendix.

California Innovation Hub Initiative

California's Innovation Hub (iHub) initiative aims to improve the State's national and global competitiveness by stimulating partnerships, economic development and job creation around specific research clusters. iHubs leverage assets such as technology incubators, universities, research parks and federal laboratories to provide an innovation platform for startup companies, economic development organizations, business groups and venture capitalists.

Centers for International Trade Development

The Centers of International Trade Development assists thousands of companies annually in conducting international business. CITDs offer free or low-cost programs and services, including: one-on-one technical assistance and consulting, market research, training and educational programs, trade leads and special events.

LOS ANGELES METRO / SOUTH BAY

El Camino College
Maurice Kogon, Director
13430 Hawthorne Blvd.
Hawthorne, CA 90250
Phone: (310) 973-3173 / Fax: (310) 973-3132
Email: mkogon@elcamino.edu
Web: <http://www.elcaminocitd.org>

LOS ANGELES METRO / LONG BEACH

Long Beach City College
Rachel Sandoval, Director
4900 E. Conant St. Bldg #2, Suite 108
Long Beach, CA 90808
Phone: (562) 938-5018 / Fax: (562) 938-5030
Email: citd@lbcc.edu
Web: <http://longbeach.citd.org>

NORTH LOS ANGELES

College of the Canyons
Steve Tannehill, Director
26455 Rockwell Canyon Road
Santa Clarita, CA 91355
Phone: 661-362-5900
Email: citd@canyons.edu

CleanTech Los Angeles iHub

The Clean Tech Los Angeles iHub is a partnership among business, academic and government institutions in the City of Los Angeles to develop a world class clean technology cluster. The overarching goal of the CleanTech L.A. iHub is to create and sustain a community of businesses that share common

values of sustainability, quality employment opportunities, and innovation in design and manufacturing for the 21st century.

For more information, visit: <http://business.ca.gov/Programs/Innovation/CleanTechLosAngelesHub.aspx>.

Incubators

As the creative and small business capital of America, Los Angeles County has several existing and emerging business incubators, which are designed to support companies (especially start-up companies) at varying stages of the business development cycle.

For a list of business incubators in Los Angeles County, please see the appendix.

SBDCs (Small Business Development Centers)

Small Business Development Centers (SBDCs) are administered by the Small Business Administration and are primarily partnerships between the government and colleges/universities to provide educational and business development services for small business owners and aspiring entrepreneurs. SBDC services are typically offered at little-to-no cost.

For a list of Small Business Development Centers in Los Angeles County, please see the appendix.

Green Resources

Federal Resources

Business Energy Investment Tax Credit & Renewable Electricity Production Tax Credit

Businesses that install new electricity-generating renewable energy systems after December 31, 2008 can choose the federal energy investment tax credit or the federal production tax credit.

Benefits: Federal tax credits for electricity-generating renewable energy systems (e.g., solar, fuel cells, etc.) that are roughly equal to 30% of eligible costs. The Renewable Electricity Production Tax Credit is based on a per-kilowatt hour, while the Business Energy Investment Tax Credit is equal to 30% of expenditures.

Eligibility: Eligible installations include solar, fuel cells, small wind turbines, microturbines, geothermal systems, and combines heat and power.

For more information, visit:

<http://energy.gov/savings/business-energy-investment-tax-credit-itc>

www.dsireusa.org/library/includes/incentive2.cfm?Incentive_Code=US13F&State=federal%C2%A4tpageid=1&ee=1&re=1

Energy-Efficient Commercial Buildings Tax Deduction

The Energy-Efficient Commercial Buildings Tax Deduction Program provides a federal tax deduction for installation of interior lighting, building envelopes or heating and cooling systems to achieve energy savings.

Benefits: Up to \$1.80 per square foot is available to owners of new or existing buildings who install (1) interior lighting; (2) building envelopes, or (3) heating, cooling, ventilation, or hot water systems that reduce the building's total energy and power cost.

Eligibility: Deductions are available primarily to building owners, although tenants may be eligible if they make construction expenditures.

For more information, visit:

www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=US40F&re=1&ee=1.

Fuel Cell Motor Vehicle Tax Credit

A federal tax credit of up to \$4,000 is available for consumers who purchase a qualified light-duty fuel cell vehicle.

For more information, visit: www.afdc.energy.gov/afdc/laws/law/US/350.

Qualified Plug-In Electric Drive Motor Vehicle Tax Credit

A federal tax credit between \$2,500 and \$7,500 is available for consumers who purchase a new, qualified plug-in electric drive motor vehicle after December 31, 2009.

For more information, visit: www.irs.gov/businesses/article/0,,id=214841,00.html.

State Resources

Energy Efficiency Financing Program

The California Energy Commission provides loans on projects that have proven energy and/or capacity savings.

Benefits: Low-interest loans (3%) are provided on eligible projects that produce energy or capacity savings. The maximum loan amount is \$3 million and there is no minimum loan. Common projects include lighting and equipment upgrades and heating systems, but can also include other energy-saving measures and renewable energy systems.

Eligibility: The Energy Commission will accept loan applications on a first-come, first-served basis for eligible energy projects from the following eligible entities: Cities, Counties, Public Care Institutions, Public Hospitals, Special Districts, and Public Schools and Colleges. Residential and commercial projects and non-profit institutions are not eligible for these funds.

For more information, visit: www.energy.ca.gov/efficiency/financing/index.html.

California Alternative and Renewable Fuel, Vehicle Technology, Clean Air, and Carbon Reduction Act of 2007

California Air Resources Board Air Quality Improvement Program

The Air Quality Improvement Program—established by the California Alternative and Renewable Fuel, Vehicle Technology, Clean Air, and Carbon Reduction Act of 2007—is a voluntary incentive program administered by the California Air Resources Board to fund clean vehicle and equipment projects, research on biofuels production and the air quality impacts of alternative fuels, and workforce training.

Currently, the California Air Resources Board offers the following Air Quality Improvement Programs:

- Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (for more information, see below)
- Clean Vehicle Rebate Project (for more information, see page 12)
- Lawn and Garden Equipment Replacement Project (www.arb.ca.gov/msprog/aqip/lger.htm)
- Advanced Technology Demonstration Projects (www.arb.ca.gov/msprog/aqip/demo.htm)
- Hybrid Off-Road Equipment Pilot Project (www.arb.ca.gov/msprog/aqip/offroad_hybrid.htm)

Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project

The Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) provides vouchers for the purchase of hybrid and zero-emission trucks and buses.

Benefits: Vouchers ranging from \$10,000 to \$30,000 (first-come, first-served basis) for the purchase of hybrid or electric trucks and buses.

Eligibility: To be eligible for the HVIP vouchers, fleets must register the vehicle(s) and operate it in the state of California for three years, and fleets must also seek the California Air Resources Board pre-approval to sell existing vehicles. There is a limit of 100 vouchers per fleet.

For more information, visit: www.californiahvip.org/.

California Energy Commission Alternative and Renewable Fuel and Vehicle Technology Program

Also established by the California Alternative and Renewable Fuel, Vehicle Technology, Clean Air, and Carbon Reduction Act of 2007, the Energy Commission Alternative and Renewable Fuel and Vehicle Technology Program has an annual program budget of approximately \$100 million to support projects (through grants, loans, loan guarantees, revolving loans, etc.) that:

- Develop and improve alternative and renewable low-carbon fuels
- Optimize alternative and renewable fuels for existing and developing engine technologies
- Produce alternative and renewable low-carbon fuels in California
- Decrease, on a full fuel cycle basis, the overall impact and carbon footprint of alternative and renewable fuels and increase sustainability
- Expand fuel infrastructure, fueling stations, and equipment
- Improve light-, medium-, and heavy-duty vehicle technologies
- Retrofit medium- and heavy-duty on-road and non-road vehicle fleets
- Expand infrastructure connected with existing fleets, public transit, and transportation corridors
- Establish workforce training programs, conduct public education and promotion, and create technology centers

Clean Vehicle Rebate Project

The California Air Resources Board Clean Vehicle Rebate Project provides consumer rebates (up to \$2,500) for the purchase of zero-emission vehicles and plug-in hybrid electric vehicles.

For more information, visit: www.arb.ca.gov/msprog/aqip/cvrp.htm.

Emerging Renewables Program

The California Energy Commission offers cash incentives to promote the installation of grid-connected, small wind and fuel cell renewable energy electric-generating systems through its Emerging Renewables Program.

For more information, visit: www.energy.ca.gov/renewables/emerging_renewables/index.html.

Go Solar California!

Go Solar California! is a partnership between the California Energy Commission and the California Public Utilities Commission to encourage Californians to install 3,000 megawatts of solar energy systems on homes and businesses by the end of 2016. The program also has a goal to install 585 million therms of gas-displacing solar hot water systems by the end of 2017.

California Solar Initiative

The California Solar Initiative Program is a solar rebate program for customers in PG&E, SCE, and SDG&E territories and provides more than \$3 billion in incentives for solar-energy projects to encourage Californians to install 3,000 megawatts of solar energy systems on homes and businesses by 2017. This program funds both solar photovoltaics as well as other solar thermal generating technologies.

For more information, visit:

www.gosolarcalifornia.org/about/csi.php

www.sce.com/solarleadership/gosolar/california-solar-initiative/default.htm

www.socalgas.com/for-your-home/rebates/solar-water-heating/index.shtml

New Solar Homes Partnership

New Solar Homes Partnership (NSHP), is administered by the California Energy Commission and provides incentives for solar on new home construction, with the goal of achieving over 400 MW of installed solar electric capacity on new homes, and to have solar electric systems on 50% of all new homes built in California by the end of 2016.

Multi-Family Affordable Solar Housing Program

The Multi-family Affordable Solar Housing (MASH) Program provides solar incentives on qualifying affordable housing multifamily dwellings. Incentives are made available through two separate tracks.

For more information, visit: www.cpuc.ca.gov/puc/energy/solar/mash.htm.

Single-Family Affordable Solar Housing (SASH) Program

The Single-Family Affordable Solar Housing (SASH) Program provides fully subsidized 1 KW systems to very low-income households, and highly subsidized systems to other low-income households.

For more information, visit: www.gosolarcalifornia.ca.gov/affordable/sash.php.

Property Tax Exclusion for Solar Energy Systems

California provides property tax exclusion for certain types of solar energy systems installed on “new construction” between January 1, 1999 and December 31, 2016.

For more information, visit:

www.cleanenergyauthority.com/solar-incentives-and-rebates/california/California-Property-Tax-Exclusion/.

Property Assessed Clean Energy Programs

Within Energy Upgrade California, several Property Assessed Clean Energy programs have appeared at the local level for commercial projects, allowing commercial property owners to fund energy efficiency projects over time on their property tax bill.

Self-Generation Incentive Program

The California Public Utilities Commission Self Generation Incentive Program provides up-front and performance-based incentives for technologies that achieve greenhouse gas emission reductions and serve a project’s on-site electric load.

Benefits: Incentives are provided to customers who produce electricity with greenhouse gas emission reduction technology. Incentive payments typically range from \$0.50 per watt to \$2.25 per watt for renewable energy systems.

Eligibility: The program is available to customers of Pacific Gas and Electric Company, Southern California Edison, Southern California Gas Company, and San Diego Gas & Electric. Qualifying technologies include wind turbines, waste heat to power technologies, pressure reduction turbines, internal combustion engines, microturbines, gas turbines, fuel cells, and advanced energy storage systems

For additional information, visit:

www.cpuc.ca.gov/PUC/energy/DistGen/sgip/

www.sce.com/b-rs/sgip/incentive-levels-tiered-incentive-rates.htm

www.socalgas.com/innovation/self-generation/index.shtml

Local Resources

Commercial Property Assessed Clean Energy in L.A. County

As part of Energy Upgrade California, Los Angeles County provides Property Assessed Clean Energy (PACE) programs for commercial properties—providing commercial property owners with an opportunity to fund energy efficiency projects on their property tax bill.

For more Information, visit: https://commercial-pace.energyupgradeca.org/county/los_angeles/overview.

Los Angeles Department of Water and Power

Solar Incentive Program

The LADWP Solar Incentive Program provides rebates to customers of LADWP for the installation of solar photovoltaic systems. Effective July 1, 2012, \$20 million will be provided for non-residential projects.

For more information, visit: www.ladwp.com.

Electric Vehicle (EV) Charging Rate Reduction

The Los Angeles Department of Water and Power offers a \$0.025 per kilowatt discount for electricity used to charge EVs during off-peak times on a second time-of-use meter.

For more information, visit: <http://www.afdc.energy.gov/afdc/laws/law/CA/6142>.

Southern California Gas Company

Natural Gas Rate Reduction

Southern California Gas Company offers natural gas at discounted rates to customers fueling natural gas vehicles.

For more information, visit: www.socalgas.com/ngv.

Southern California Edison

Electric Vehicle (EV) Charging Rate Reduction

Southern California Edison offers a discounted rate to customers for electricity used to charge EVs. Two rate schedules are available for EV charging during on- and off-peak hours.

Electric Vehicle Supply Equipment Incentives

Coulomb Technologies ChargePoint America

Coulomb Technologies' ChargePoint America program offers electric vehicle supply equipment (i.e., chargers) at no cost to individuals or entities in the Los Angeles metropolitan area. To be eligible for a public or commercial charging system, an entity must be located within the specified metropolitan areas and in "high use" areas, and provide public access to the charging system. Companies and municipalities may apply on the ChargePoint America Web site. Some utilities will provide funding towards installation costs.

For more information, visit: www.chargepointamerica.com/.

ECOtality, The EV Project

Through the EV Project, ECOtality offers electric vehicle supply equipment at no cost to individuals in the Los Angeles metropolitan area. To be eligible for free home charging stations, individuals living within the specified areas must purchase a qualified electric vehicle. The EV Project incentive program will also cover most, if not all, installation costs.

For more information, visit: www.theevproject.com.

Appendix

Additional Business Assistance Resources

Los Angeles County Economic Development Corporation
<http://laedc.org/businessassistance/> - (213) 622-4300
444 South Flower St., 37th Floor, Los Angeles, CA 90071

Asian Pacific Islander Small Business Program
<http://www.apisbp.org/> - (213) 473-1605
231 E. 3rd St., #G106, Los Angeles, CA 90013

Korean Churches for Community Development
<http://www.kccd.org/> - (213) 985-1500
3550 Wilshire Blvd., Suite 736, Los Angeles, CA 90010

Los Angeles Minority Business Enterprise Center
<http://www.losangelesmbec.com/> - (213) 368-1450
2801 South Hoover St., Los Angeles, CA 90089

PACE LA
<http://pacela.org> - (213) 353-9400
1055 Wilshire Blvd., Suite 900B, Los Angeles, CA 90017

PACE El Monte Office
<http://pacela.org> - (626) 442-8668
11100 Valley Blvd., Suite #208, El Monte, CA 91731

Pacific Coast Regional Small Business Development Corporation
<http://www.pccorp.org/> - (213) 739-2999
3255 Wilshire Blvd., Suite 1501, Los Angeles, CA 90010

San Gabriel Valley Economic Partnership
<http://www.valleyconnect.com/> – (626) 856-3400
4900 Rivergrade Rd., Suite B130, Irwindale, CA 91706

Santa Clarita Valley Economic Development Corporation
<http://www.scvedc.org/> - (661) 288-4400
26455 Rockwell Canyon Rd., #263, Santa Clarita, CA 91355

Additional Sources for Emerging Technology Funding

www.allegiscapital.com
www.anthemvp.com
www.arcturvc.com
www.brentwood.com



www.cetfund.org
www.clearstone.com
www.coastviewcapital.com
www.ctventures.com
www.eastwestcap.com
www.finaventures.com
www.focalpointventures.com
www.grppartners.com
www.idealab.com
www.klinehawkes.com
www.lava.org
www.llcp.com
www.newcap.com
www.pacven.com
www.palisadesventures.com
www.palomarventures.com
www.pasadenaangels.com
www.mondayclub.com/Index.html
www.redpoint.com
www.rlhequity.com
www.rusticcanyon.com
www.sba.gov/content/small-business-innovation-research-program
www.sba.gov/content/small-business-technology-transfer-program-sttr-0
www.sheltercap.com
www.socaltech.com
www.stv.com
www.techcoastangels.com
www.tridentcap.com
www.triumphcapital.org
www.tvccapital.com
www.westlakevp.com
www.windwardventures.com
www.zonevc.com

Community Colleges

Antelope Valley Community College
<http://www.avc.edu> - (661) 722-6300
3041 West Ave. K, Lancaster, CA 93536

Cerritos College
<http://www.cerritos.edu> - (562) 860-2451
11110 Alondra Blvd., Norwalk, CA 90650

Citrus Community College
<http://www.citruscollege.edu> - (626) 963-8792
1000 W Foothill Blvd., Glendora, CA 91741

College of the Canyons
<http://www.canyons.edu> - (661) 259-7800
26455 Rockwell Canyon Rd., Santa Clarita, CA 91355

East Los Angeles College
<http://www.elac.edu> - (323) 265-8650
1301 Avenida Cesar Chavez, Monterey Park, CA 91754

El Camino College
<http://www.elcamino.edu> - (310) 532-3670
16007 Crenshaw Blvd., Torrance, CA 90506

El Camino College Compton Center
<http://www.compton.edu> - (310) 900-1600
1111 E. Artesia Blvd., Compton, CA 90221

Glendale Community College
<http://www.glendale.edu> - (818) 240-1000
1500 North Verdugo Rd., Glendale, CA 91208

Long Beach City College
<http://www.lbcc.edu> - (562) 938-4111
4901 East Carson Street, Long Beach CA 90808
1305 East Pacific Coast Hwy., Long Beach CA 90806

Los Angeles City College
<http://www.lacitycollege.edu> - (323) 953-4000
855 N. Vermont Ave., Los Angeles, CA 90029

Los Angeles Harbor College
<http://www.lahc.edu> - (310) 233-4000
1111 Figueroa Pl., Wilmington, CA 90744

Los Angeles Mission College
<http://www.lamission.edu> - (818) 364-7600
13356 Eldridge Ave., Sylmar, CA 91342

Los Angeles Southwest College
<http://www.lasc.edu> - (323) 241-5225
1600 West Imperial Hwy., Los Angeles, CA 90047

Los Angeles Trade-Technical College
<http://www.lattc.edu> - (213) 763-7000
400 W. Washington Blvd., Los Angeles, CA 90015

Los Angeles Valley College
<http://www.lavc.edu> - (818) 947-2600
5800 Fulton Ave., Valley Glen, CA 91401

Mount San Antonio College
<http://www.mtsac.edu> - (909) 274-7500
1100 North Grand Ave., Walnut, CA 91789

Pasadena City College
<http://www.pasadena.edu> - (626) 585-7123
1570 E. Colorado Blvd., Pasadena, CA 91106

Pierce College
<http://www.piercecollege.edu> - (818) 347-0551
6201 Winnetka Ave., Woodland Hills, CA 91371

Rio Hondo College
<http://www.riohondo.edu> - (562) 699-1651
3600 Workman Mill Rd., Whittier, CA 90601

Santa Monica City College
<http://www.smc.edu> - (310) 434-4000
1900 Pico Blvd., Santa Monica, CA 90405-1644

West Los Angeles College
<http://www.wlac.edu> - (310) 287-4200
9000 Overland Ave., Culver City, CA 90230

Whittier College
<http://www.whittier.edu> - (562) 907-4200
13406 Philadelphia St., Whittier, CA 90601

Incubators

Business Technology Center of Los Angeles County
2400 North Lincoln Ave., Altadena, CA 91001

- Facility: 40,000 square feet with 63 individual offices from 125 – 590 square feet
- Eligibility: Start-up or early stage high technology firms
- Services Offered: Receptionist services, use of copiers and other office machines, access to communication infrastructure, conference rooms, and mentoring services.
- Contact: Mark Lieberman, Manager, Regional Economic Development at mlieberman@labtc.org or (626) 296-6300. For more information, visit: www.labtc.org.

The Center for Training, Technology, and Incubation (CTTi)
Cal Poly Pomona Campus, Buildings 220A, 220B and 220C, 3801
West Temple Ave., Pomona, CA 91768

- Facility: 40,000 square feet; Leasable space
- Eligibility: Early stage emerging technology companies
- Services offered: CTTi facilitates collaborations with Cal Poly Pomona researchers and students; and offers office, R&D, wetlab and light industrial space designed to expand with company growth.

- Contact: Letty Vasquez, Property Manager at lvasquez1@csupomona.edu or (909) 869-4441. For more information, visit: www.ctti.innovationvillage.org.

Coloft

920 Santa Monica Blvd., Santa Monica, CA 90401

- Facility: 600,000 square feet
- Eligibility: Entrepreneurs, start-ups, and other independents.
- Services offered: High-speed WiFi, office equipment, meeting rooms and event space, whiteboards, and varying membership structures.
- Contact: Call (310) 395-3366 or visit: <http://www.coloft.com>.

The HUB Los Angeles (HUBLA)

Opening soon in Downtown Los Angeles

- Facility: 8,500 square feet
- Contact: Call (213) 325-1271 or visit: <http://www.thehubla.com>

i3 Advanced Technology Incubator

26455 Rockwell Canyon Rd., Santa Clarita, CA 91355

- Contact: John Peate at John.Peate@canyons.edu or 661-362-3241. For more information, visit: www.canyonsecondev.org.

Idealab

130 W. Union St., Pasadena, CA 91103

- Eligibility: Open submissions are not allowed
- Services Offered: In addition to capital, Idealab provides a full range of resources to infuse start-ups with the support they need to rapidly introduce innovative products and services. Resources include office space and the accompanying office services, development and technology, product and graphic design, marketing, financial advice, human resources, competitive research, legal, accounting and business development support and services. In addition, Idealab provides advice on strategy, branding and corporate structure.
- Contact: (626) 585-6900 or www.idealab.com

Korea Trade-Investment Promotion Agency (KOTRA) Business Development Center

20280 S. Vermont Ave., Suite 200, Torrance CA 90502

- Eligibility: Korean companies.
- Contact: (310) 532-8700 (telephone); (310) 532-8799 (fax); or visit <http://english.kotra.or.kr/wps/portal/dken>.

LA CleanTech Incubator

411 S. Hewitt St., Los Angeles, CA 90013 (temporary location)

- Services offered: Utilities, furniture and storage, internet, copy and printer, reception services, parking, conference and lunch rooms, and coffee service
- Contact: Fred Walti, Executive Director, at fred@LAIncubator.org or (213) 375-8981

Long Beach Tech

800 E Ocean Blvd., Suite 104, Long Beach, CA 90802

- Contact: Ali Kohani at ali@labretore.com or visit <http://longbeachtech.org>.

The Pasadena Bioscience Collaborative

2265 E. Foothill Blvd., Pasadena, CA 91107

- Facility: 6,000 square foot WetLab
- Services offered: Trained interns, shared use of laboratory facilities and equipment, high speed internet access, dedicated work space, collaboration with tenants, access to advisors, membership in Southern California Biomedical Council, etc.
- Contact: Bruce Blomstrom, President, at contact@pasadenabiosci.org or (626) 507-8487

Pasadena Enterprise Center

1015 N. Lake Ave., Pasadena, CA 91104

- Contact: Call (626) 398-9974 or visit <http://www.pasadenaenterprise.org>.

PortTechLA

388 W. 7th St., San Pedro, CA 90731

- Contact: Call 310-832-0028 or visit <http://www.porttechla.org>.

Redondo Information Technology Center

811 North Catalina Ave., Redondo Beach, CA 90277

- Facility: 220,000 square feet
- Services offered: "Always on" power capability, HVAC systems that have the highest national standards, security, load capacity, conference rooms
- Contact: Byung Cho at mgmt@techcenter.net, (310) 698-3400 x 107, or visit www.techcenter.net.

The South Bay Entrepreneurial Center

1108 Sartori Ave., Torrance, CA 90501 (scheduled to open in July 2012)

- Contact: <http://www.thesbec.org>

Vermont Slauson Business Enterprise Center

6109 South Western Ave., Los Angeles, CA

- Facility: 10,000 square feet

- Services offered: Entrepreneurial training program, technical assistance, loan assistance and packaging, networking events, office space, shared clerical support, etc.
- Contact: (323) 753-2335 or www.vsedc.org.

Small Business Development Centers

The following SBDCs are in Los Angeles County:

SBDC at College of the Canyons- Santa Clarita (This SBDC also covers the San Fernando Valley)
<http://www.cocsbdc.org> – (661) 362-5900
 26455 Rockwell Canyon Rd., Santa Clarita, CA 91355

SBDC at El Camino College
<http://www.southbaysbdc.org> - (310) 973-3167
 13430 Hawthorne Blvd., Hawthorne, CA 90250

SBDC at Long Beach City College
www.longbeachsbdc.org – (562) 938-5100
 4900 E. Conant St., Bldg. O2, Suite 108, Long Beach, CA 90808

Santa Monica SBDC
<http://www.smcsbdc.org> - (310) 434-3566
 3400 Airport Ave., Santa Monica, CA 90405

South Bay SBDC
<http://www.southbaysbdc.org> - (310) 973-3167
 13430 Hawthorne Blvd., Hawthorne, CA 90250

Pacific Coast Regional SBDC
<http://www.pccrcorp.org> - (866) 301-9989
 3255 Wilshire Blvd., Suite 1501, Los Angeles, CA 90010

CalState LA SBDC
<http://www.calstatela.edu/academic/ecst/sbdc> - (323) 343-4516
 5151 State University Dr., E&T A 241A, Los Angeles, CA 90032-8150

WorkSource Centers

Antelope Valley Area

Antelope Valley College
<http://www.avc.edu> - (661) 722-6358
 3041 West Avenue K, Lancaster, CA 93536

Antelope Valley WorkSource Center
<http://www.av.worksource.ca.gov> - (661) 726-4128
 1420 West Avenue I, Lancaster, CA 93534



Santa Clarita WorkSource Center
<http://www.scworksource.com/> - (661) 799-9675
26455 Rockwell Canyon Rd., #250, Santa Clarita, CA 91355

South Valley WorkSource Center
<http://www.cityofpalmdale.org/svwc> - (661) 265-7421
1817 East Avenue Q, Suite A-12, Palmdale, CA 93550

Burbank/Glendale/Pasadena Area

Foothill Workforce Investment Board
<http://www.foothilletc.org> - (626) 796-5627
1207 East Green St., Pasadena, CA 91106

Verdugo Jobs Center of Glendale Consortium WIB
<http://www.verdugojobscenter.org/> - (818) 409-0476
1255 S. Central Ave., Glendale, CA 91204

Downtown and Central Los Angeles Area

Downtown WorkSource Center Chicana Service Action Center
<http://www.worksourcecalifornia.com> - (213) 629-5800
315 W. 9th St., Suite 101, Los Angeles, CA 90014

Chinatown WorkSource Center Chinatown Service Center
<http://www.cscla.org/> - (213) 808-1700
767 North Hill St., Suite 400, Los Angeles, CA 90012

Westlake WorkSource Center Pacific Asian Consortium in Employment
<http://www.westlake-onestop.org> - (213) 353-1677
1055 Wilshire Blvd., Suite 900 A, Los Angeles, CA 90017

Hollywood Area

Hollywood WorkSource Center Managed Career Solutions, Inc.
<http://www.hollywoodworksource.com> - (323) 953-4002
4311 Melrose Ave., Los Angeles CA 90029

West Hollywood WorkSource Center Jewish Vocational Services
<http://www.jvsla.org/> - (323) 904-4900
5757 Wilshire Blvd., Promenade 3, Los Angeles, CA 90036

East Los Angeles County Area

Career Partners WorkSource Center
<http://www.careerpartners.org/> - (626) 572-7272
3505 North Hart Ave., Rosemead, CA 91770

Central San Gabriel Valley WorkSource Center
<http://www.worksourcecalifornia.com> - (626) 258-0365
11635 Valley Blvd., Unit G; El Monte, CA 91732

Chicana Service Action Center WorkSource Center
<http://www.worksourcecalifornia.com> - (323) 264-5627
3601 East First St., Los Angeles, CA 90063

City of Pomona L.A. Urban League WorkSource Center
<http://www.laul.org/> - (909) 623-9741
264 E. Monterey Ave., Pomona, CA 91757

East Los Angeles Employment & Business WorkSource Center
<http://www.worksourcecalifornia.com> - (323) 887-7122
5301 Whittier Blvd., 2nd Floor, Los Angeles, CA 90022

L.A. Works WorkSource Center
<http://www.laworks.org> - (626) 960-3964
5200 Irwindale Blvd., Suite 130, Irwindale, CA 91706

Managed Career Solutions, Inc./MCS/API Mini-Career Center
<http://mcscareergroup.com/> - (626) 284-9715
2550 W. Main St., Alhambra, CA 91801

MCS West San Gabriel Valley WorkSource Center
<http://mcscareergroup.com/> - (323) 201-6180
1000 Corporate Center Dr., Suite 550, Monterey Park, CA 91754

Los Angeles Metro Area

Wilshire-Metro WorkSource Centers Community Career Development, Inc.
<http://communitycareer.org/> - (213) 365-9829
3550 Wilshire Blvd., Suite 500, Los Angeles, CA 90010

Northeast Los Angeles Area

Metro North WorkSource Center Goodwill Industries of Southern California
<http://www.goodwillsocal.org> - (323) 539-2000
342 North San Fernando Rd., Los Angeles, CA 90031

Northeast WSC Arbor Education & Training
<http://www.arboret.com> - (323) 352-5100
3825 N. Mission Rd., Los Angeles, CA 90031

San Fernando Valley Area

Canoga Park-West Hills WorkSource Center Arbor Education & Training, LLC.
<http://www.arboret.com> – (818) 596-4448
21010 Vanowen St., Canoga Park, CA 91303
Chatsworth-Northridge WorkSource Centers Build Rehabilitation Industries, Inc.
<http://www.buildonestop.com/> – (818) 701-9800
9207 Eton Ave., Chatsworth, CA 91311

Northeast San Fernando Valley WorkSource Center
<http://www.wsca.cc/> - (818) 890-9400
11623 Glenoaks Blvd., Pacoima, CA 91331

El Proyecto del Barrio WorkSource California
<http://www.wscalnetwork.org/> – (818) 504-0334
9024 Laurel Canyon Blvd., Sun Valley, CA 91352

Van Nuys-North Sherman Oaks WorkSource Center Arbor Education & Training, LLC.
(818) 781-2522
15400 Sherman Way, #140, Van Nuys, CA 91406

South Bay Area

Compton Career Link WorkSource Center
<http://www.worksourcecalifornia.com> - (310) 605-3050
700 North Bullis Rd., Compton, CA 90221

Employment Development Department Torrance
www.edd.ca.gov - (310) 782-2101
1220 Engracia Ave., Torrance, CA 90501

Harbor WorkSource Center Pacific Gateway WIN
<http://www.worksourcecalifornia.com> - (310) 732-5700
1851 N. Gaffey St., #F, San Pedro, CA 90731

South Bay One-Stop Businesses & Career Center Beach Cities
<http://www.southbay1stop.org/> - (310) 318-0645
320 Knob Hill, Suite 4, Redondo Beach, CA 90277

South Bay One-Stop Businesses & Career Center Inglewood
<http://www.southbay1stop.org/> - (310) 680-3700
110 S. La Brea Ave., Inglewood, CA 90301

South Bay One-Stop Businesses & Career Center Gardena
<http://www.southbay1stop.org/> - (310) 217-9579
16801 S. Western Ave., Suite A, Gardena, CA 90247

South Bay One-Stop Businesses & Career Center Carson
<http://www.southbay1stop.org/> - (310) 233-4888
1 Civic Plaza Dr., Suite 500, Carson, CA 90745

South Bay Workforce Investment Board
<http://www.sbwib.org> - (310) 970-7700
11539 Hawthorne Blvd., Suite 500, Hawthorne, CA 90250
Compton WorkSource Center
<http://www.worksourcecalifornia.com> - (310) 900-1600 x 2784
1111 E. Artesia Blvd., Voc Tech Bldg 140, Compton, CA 90221

South Los Angeles Area

Housing Authority WorkSource Portals Jordan Downs WorkSource Portal
www.jordandowns.org - (323) 249-7751
2101 E. 101st St., Los Angeles, CA 90002

Imperial Courts WorkSource Portal
www.jordandowns.org - (323) 249-2910
11534 Croesus Ave., Suite 413, Los Angeles, CA 90059

Los Angeles Urban League WorkSource Business and Career Center
<http://www.laul.org/> - (323) 600-1106
12700 S. Avalon Blvd., Los Angeles, CA 90061

Nickerson Gardens WorkSource Portal
www.worksourcecalifornia.com - (323) 357-3980
1495 E. 114th St., Unit #1106, Los Angeles, CA 90059

Southeast L.A. Crenshaw WorkSource Center United Auto Worker Labor Employment and Training Corp.
(UAW-LETC)
<http://www.letc.com/> - (323) 730-7900
3965 S. Vermont Ave., Los Angeles, CA 90037

Southeast Los Angeles- Watts WorkSource Center Watts Labor Action Committee (WLCAC)
<http://www.wlcac.org/> - (323) 563-4702
10950 S. Central Ave., Los Angeles, CA 90059

South Los Angeles WorkSource Center Community Centers Inc.
<http://www.cciworksource.org> - (323) 752-2115
7518 South Vermont Ave., Los Angeles, CA 90044

Southeast Los Angeles Area

Hub Cities Career WorkSource Center
<http://www.hubcities.org/> - (323) 586-4700
2677 Zoe Ave., 1st & 2nd Floor, Huntington Park, CA 90255

Long Beach Career Transition Center
www.longbeach.gov - (562) 570-3700
3447 Atlantic Ave., Long Beach, CA 90807

Partners for Progress WorkSource Center
<http://pfpworksource.org/> - (562) 946-2237
10400 Pioneer Blvd., Suite 9, Santa Fe Springs, CA 90670
SASSFA – Paramount Employment and Training Center
<http://www.sassfa.org> - (562) 633-9511
15538 Colorado Ave., Paramount, CA 90723

Southeast Los Angeles County Workforce Investment Board
<http://www.selaco.com/> - (562) 402-9336
10900 E. 183rd St., Suite 350, Cerritos, CA 90703

Southwest Los Angeles Area

Crenshaw WorkSource Services (EDD)
www.cocosouthla.org - (323) 290-5111
5401 Crenshaw Blvd., Los Angeles, CA 90043

Los Angeles Urban League Youth Services
<http://www.laul.org> - (323) 292-8111
5414 Crenshaw Blvd., Los Angeles, CA 90043

West Adams-Baldwin Hills Satellite WorkSource Center L.A. Urban League
<http://www.laul.org> - (323) 525-3740
5681 W. Jefferson Blvd., Los Angeles, CA 90016

West Los Angeles Area

Mar Vista Gardens Satellite
<http://www.worksourcecalifornia.com> - (310) 915-0531
4909 Marionwood Dr., Culver City, CA 90232

Marina del Rey WorkSource Center Jewish Vocational Services
<http://www.jvsla.org/> - (310) 309-6000
13160 Mindanao Way, Suite 240, Marina Del Rey, CA 90292

Top Ten Accelerators in Los Angeles County

www.amplify.la/

www.fi.co/

www.idealab.com/

www.k5launch.com/

<http://launchpad.la/>

www.muckerlab.com/

www.originate.com/

www.startengine.com/

www.science-inc.com

www.upstart.la

SCORE (Service Core of Retired Executives)

SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education, mentorship, events and workshops. Their services include matching up entrepreneurs with local, volunteer seasoned mentors. Most SBDCs (Small Business Development Center) have SCORE programs available. As locations and availability may change, we recommend checking the main website (<http://www.scorela.org/counselor/locations.asp>) for counselor locations.

The South Bay Entrepreneurial Center

www.thesbec.org

1108 Sartori Ave., Torrance, CA 90501

The Valley Economic Alliance

<http://thevalley.net/businesses/news/business-assistance-program> - (818) 379-7000

5121 Van Nuys Blvd., Ste. 200; Sherman Oaks, CA 91403

Valley Economic Development Center

<http://www.vedc.org/> - (818) 907-9977

5121 Van Nuys Blvd., 3rd Floor, Van Nuys, CA 91403

City of Los Angeles Business Source Centers

Central / West

<http://www.pacelabdc.org> - (213) 353-9400

1055 Wilshire Blvd., Suite 900-B, Los Angeles, CA 90017

East Los Angeles

<http://www.barrioplanners.com>

1852 E. 1st St., Los Angeles, CA 90033 - (323) 264-9020

5271 E. Beverly Blvd., Los Angeles, CA 90022 - (323) 726-7734

Harbor

<http://www.mcscareergroup.com/harbor.html> - (310) 909-6529

455 W. 6th St., San Pedro, CA 90731



North Valley

<http://www.vedc.org> - (818) 907-9977

13172 Van Nuys Blvd., Pacoima, CA 91331

South Los Angeles

<http://www.vsedc.org>

6109 S. Western Ave., Los Angeles, CA 90047 - (323) 789-4515

1130 W. Slauson Ave., Los Angeles, CA 90044 - (323) 753-2335

South Valley

<http://www.iconcdc.org> - (818) 899-3636

8248 Van Nuys Blvd., Panorama City, CA 91402



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION

LOS ANGELES COUNTY ECONOMIC DEVELOPMENT CORPORATION
444 South Flower Street, 37th Floor
Los Angeles, CA 90071
Phone: (213) 622-4300
Fax: (213) 622-7100
www.laedc.org