



LA County Business Connect

Helping Business Thrive in LA County

Connecting Small Business with Government Opportunities

Have you wanted to tap into the many opportunities of selling your product or service to government entities, but are not sure where to begin? The LA County Office of Small Business (LAOSB) Procurement Technical Assistance Center (PTAC) offers LA County businesses with a number of assistance tools your business can use to get started today.

Visit laosb.org to learn how your business can:

1. Attend workshops and training on selling goods and services to the County, the State, the Federal government and certifying your business.
2. Find links to websites for information on licenses and permits required to start a business, upcoming events, and how to register to be a County, State, and Federal vendor.
3. Locate links to procurement web sites, not only with the 37 County departments, but also with the federal and state governments, cities and other public jurisdictions.

Community Business Enterprise (CBE)

The County of Los Angeles Board of Supervisors provides business enterprises owned by minorities, women, disadvantaged and disabled veterans maximum opportunity to participate in the County's contracting and procurement programs.



Why Participate? County Departments, other public agencies, and the private sector are seeking firms to meet their procurement and contracting needs. **Put your business on the County's vendor database and be seen by all County departments soliciting bids.** As a CBE business you will receive unlimited access to participation at focused

outreach and networking workshops, seminars, conferences, business expositions and vendor fairs.

Getting Started. The process to apply to become a CBE business is simple and free. First, apply for CBE certification and submit any needed documentation. Visit http://laosb.org/PDFs/CBE_Program_Application.pdf for the online application.

To be eligible to participate in the County of Los Angeles CBE Program, a business must either be certified as a:

- **Minority and/or Women-Owned Business Enterprise**
To qualify, your business must be 51% owned by one or more minorities and/or women, and must be managed by, and the daily business operations controlled by, one or more minorities or women. Please review the CBE application for qualifications.
- **Disadvantaged Business Enterprise or Disabled Veteran Business Enterprise**
The County does not certify DBEs or DVBes, but does recognize these businesses for CBE program participation purposes. Click [here](#) to learn more about certification as a DVBE. Click [here](#) to learn more about certification as a DBE.

Local Small Business Enterprise Program

If your business does not qualify for the CBE program, you may still be eligible to take advantage of bid solicitation, workshops and other valuable tools. Register your business with the County's Vendor Registration (WebVen) website at: <http://camisvr.co.la.ca.us/webven/>



The LA COUNTY Workforce Investment Board (WIB) and the Los Angeles County Economic Development Corporation (LAEDC)

Partnering for business.

Welcome to our seventh issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WIB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees.
- Identify incentives and resources that can save you money.
- Assist with access to financing.
- Provide existing workers with new skills to help you compete.
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today, and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**

Government Contracting 101 Workshop! - Nov. 7th

Are you the owner of a small business who would like to expand your sales/services to local, state, or federal government? If so, this workshop is for you.

This workshop will help you:

- Decide if the government marketplace is the right customer for your company
- Understand the government customer
- Evaluate the government market
- Evaluate your capabilities
- Apply four key marketing principles to government sales
- Make contacts

What you will learn:

- The six simple steps to get started
 - Purchasing practices
 - How to register with various government agencies
 - How to identify your target market
 - Where to find procurement opportunities
 - The bidding process
 - Certifications vs registrations
- Registration link provided under 'additional information'. Sponsored by OSB/PTAC | Limited Seating.

[Click here to register](#)

CONNECT WITH US!

Put the LA County WIB and the LAEDC to work for you!

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