

Los Angeles County: Rolling Out the Red Carpet for Businesses

2016/2017
BUSINESS INCENTIVES
AND RESOURCES GUIDE



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION



The LAEDC

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 over 200,000 annual jobs in Los Angeles County with an estimated labor income, including wages and benefits, of \$12.3 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 \$24.4 billion were impacted, accounting for an estimated \$1.1 billion in property and sales tax revenues to the County of Los Angeles. For more information, visit: www.laedc.org and www.ChooseLACounty.com.



The WTC LA

The World Trade Center Association Los Angeles-Long Beach (WTCA LA) 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 is a subsidiary of the Los Angeles County Economic Development Corporation.

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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L.A. County's Leading Industry Clusters -2013

Cluster Name	Establishments	Employment	LQ: Ref US Private	Covered Employment	Average Wage (\$)
Trade	20,114	264,474	1.2	6.5	60,443
Business Services	16,961	243,205	1.0	6.0	79,773
Distribution and Electronic Commerce	17,823	194,485	1.2	4.8	59,160
Entertainment	13,762	141,832	8.2	3.5	118,996
Video Production and Distribution	5,047	112,656	14.7	2.8	99,599
Education and Knowledge Creation	2,157	85,142	1.2	2.1	65,164
Hospitality and Tourism	3,027	78,068	0.9	1.9	42,574
Fashion	2,886	61,540	4.3	1.5	35,238
Marketing, Design, and Publishing	5,646	57,373	1.4	1.4	88,411
Aerospace Vehicles and Defense	306	56,239	2.9	1.4	106,190
Financial Services	5,233	55,117	0.9	1.4	131,741
Transportation and Logistics	2,121	53,168	1.1	1.3	56,771
Apparel	2,233	46,922	9.2	1.2	35,068
Food Processing and Manufacturing	546	29,111	0.9	0.7	54,211
Performing Arts	8,230	26,601	2.9	0.7	203,530
Information Technology and Analytical Instruments	694	24,954	0.7	0.6	93,261
Insurance Services	776	22,795	0.6	0.6	91,731
Metalworking Technology	817	18,340	1.2	0.5	48,439
Water Transportation	170	16,821	1.8	0.4	86,892
Production Technology and Heavy Machinery	475	15,075	0.5	0.4	69,312

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.

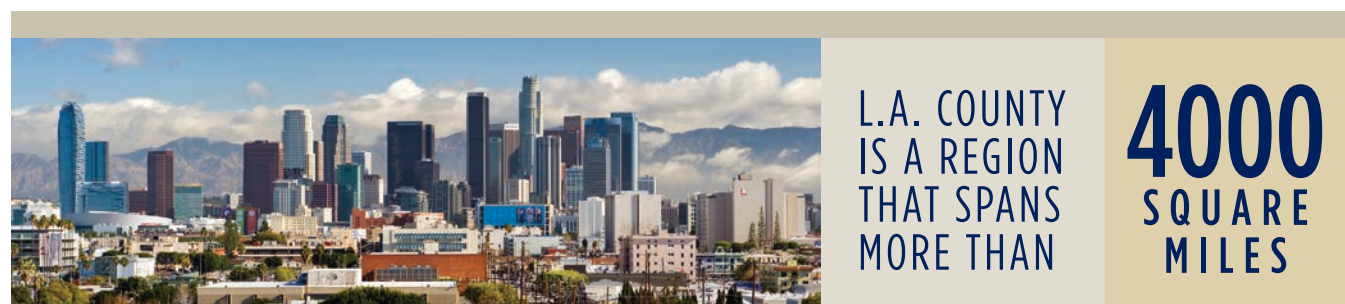


Doing Business in L.A. County

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.



IF L.A. COUNTY WERE ITS OWN COUNTRY, IT WOULD HAVE THE **21st** LARGEST ECONOMY



THERE ARE NEARLY **10** MILLION PEOPLE LIVING IN THE COUNTY



TWO-WAY TRADE VALUES AT THE L.A. CUSTOMS DISTRICT ARE MORE THAN **\$416** BILLION



L.A. COUNTY HAS A LABOR FORCE OF MORE THAN **4.6** MILLION PEOPLE



Key Facts about L.A. County

- If L.A. County were its own country, it would have the 19th largest economy, larger than Belgium, Norway, Poland and Sweden.
- 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 150 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 4.6 million people of which 1.3 million are college graduates.
- #1 in graduating new engineers and Ph.D.s every year.
- 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 \$416 billion (2014).
- The Ports of Los Angeles and Long Beach handled 15.2 million containers in 2014 (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.
- As America’s gateway to the global economy, 43% of the waterborne containerized goods moving in and out of the U.S. pass through L.A., and L.A. has the largest trade workforce of any U.S. county.

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

L.A. COUNTY IS
THE
#1
COUNTY
FOR FDI
WITH MORE
THAN 4500
FOREIGN-OWNED
ESTABLISHMENTS,
AND BILLIONS
OF DOLLARS
OF CURRENT
INBOUND
INVESTMENT.

FEDERAL INCENTIVES

Benefits

- Deferral, reduction or elimination on products admitted to the Zone by U.S.-based companies, helping American companies improve their competitive position versus their counterparts abroad.
- 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, Gilberto Contreras (562) 283-7759 or gilberto.contreras@polb.com. This zone includes sites within the City of Industry. Visit: www.polb.com/economics/ftz
- **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, Suite A, Palmdale, CA 93550, (661) 267-5125. This zone includes sites within the City of Santa Clarita. For more information on this zone, visit: www.cityofpalmdale.org/Businesses/Business-Advantages/FTZ-Advantages

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 sub-zones (which are approved for a specific company or use).

For more information on Foreign Trade Zones in general, visit:

www.ia.ita.doc.gov/ftzpage



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.

For more information about the Work Opportunity Tax Credit, visit: www.doleta.gov/business/incentives/opptax

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.

Community Development Financial Institutions Fund: New Markets Tax Credits

Benefits

Federal income tax credit provided to the investor, which equals 39% of the cost of the original 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

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.

For more information visit: www.cdfifund.gov/what_we_do/programs



L.A. COUNTY IS THE LARGEST COUNTY ECONOMY IN THE U.S. WITH GDP OF OVER **\$640 BILLION**

Historically Underutilized Business Zones (HUBZone)

The Historically Underutilized Business Zone (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. There are over 550 census tracts within L.A. County that qualify under the HUB Zone program.

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

Eligibility: For more information about HUBZones, visit: www.sba.gov/hubzone. Please contact the Los Angeles County Economic Development Corporation for more information about qualifying census tracts. For eligibility assistance, call 1-888-858-2144 access code 1875223# Tues. and Thurs. from 11am-noon PST.

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L.A. COUNTY
IS
CALIFORNIA'S
STRONGEST
CONSUMER
MARKET WITH
NEARLY
**\$500
BILLION**
PERSONAL
INCOME

LAEDC

STATE INCENTIVES STATE OF CALIFORNIA FRANCHISE TAX BOARD

The California Competes Tax Credit

The California Competes Tax Credit is an income tax credit available to businesses that are locating to, or stay and grow in, California. Tax credits are based on a number of factors including the number of jobs directly created/retained in California by your business; the wages paid to those employees; and the amount of investment made in California. Tax credit agreements are negotiated by the Governor's Office of Business and Economic Development (GO-Biz) and approved by a statutorily created "California Competes Tax Credit Committee," consisting of the State Treasurer, the Director of the Department of Finance, the Director of GO-Biz, one appointee each by the Speaker of the Assembly and Senate Committee on Rules.



For more information on the California Competes Tax Credit:
www.business.ca.gov/Programs/CaliforniaCompetesTaxCredit.aspx

California Governor's Office
of Business and Economic
Development (GO-Biz)
300 South Spring Street, Suite 16701,
Los Angeles, California 90013
(213) 620-2978

www.business.ca.gov

www.business.ca.gov/AboutUs/Directory.aspx

Research and Development Tax Credit

Benefits

The research and development tax credit allows companies to receive a 15% tax credit for qualified in-house research expenses made in California.

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.

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

For more information, visit:
www.ftb.ca.gov/forms/misc/1082.pdf

Film and TV Production Tax Credit Program 2.0

California offers a state income/sales and use tax credit for “qualified motion pictures.” Under the current Program 2.0, the State has increase benefits as follows:

- Increased tax credit program funding from \$100 million to \$330 million; and extended Program 2.0 for five (5) 5 years
- Expanded eligibility to big-budget feature films, 1-hr TV series (for any distribution outlet) and TV pilots
- Eliminated budget caps for studio and independent films
- Replaced lottery selection with a ranking system based on jobs and other criteria
- Added a 5% “Uplift” for productions that film outside the 30-Mile Zone, as well as for visual effects and music scoring/recording performed in-state

For more information on Foreign Trade Zones, visit: www.film.ca.gov/Incentives.htm

Qualified motion pictures Eligible for 20% tax credit (Uplift also available):

- Feature Films (\$1 million minimum - \$100 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)
- TV Pilots: \$1 million minimum budget (at least 40 minutes)

Qualified motion pictures Eligible for 25% tax credit (no Uplift):

- 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 that 25% of the producing company.)

The Application window (For independent projects and non-independent feature films only) is July 13-25, 2015

- \$48.3 million in tax credits available for Feature Films
- \$6.9 million in credits available for Independent Projects*



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

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.

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a sales and use tax exclusion for advanced manufacturers “and manufacturers of alternative sources and advanced transportation products, components or systems.

For more information on the Sales and Use Tax Exclusion Program, visit:

www.treasurer.ca.gov/caeatfa/ste/index.asp

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



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 \$83 million in rebates have been issued to promote the production and use of zero-emission vehicles, including electric, plug-in hybrid electric, and fuel cell vehicles.

For more information on the Clean Vehicle Rebate Project, visit:

www.energycenter.org/index.php/incentive-programs/clean-vehicle-rebate-project

Benefits

Rebates of up to \$5,000 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.

Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project

For more information on the Clean Vehicle Rebate Project, visit:

www.californiahvip.org

The Air Quality Improvement Program (AQIP) Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP), funded by California

Environmental Protection Agency's Air Resources Board, provides vouchers to help California fleets purchase hybrid and zero-emission trucks and buses. Voucher amounts are based on the number of vehicles purchased and vehicle weight and range from \$12,000 to \$110,000 per vehicle. The State's investment in HVIP at this time plays a crucial role in accelerating early market penetration of hybrid technology with the goal of significant penetration of these vehicles into California by 2020. The California Air Resources Board (ARB) added an additional \$9.15 million to available HVIP funding on June 17, 2015.

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

For more information on TAP, visit:

[www.cleanairactionplan.org/
programs/tap/default.asp](http://www.cleanairactionplan.org/programs/tap/default.asp)

www.polb.com

www.portoflosangeles.org

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.

South Coast Air Quality Management District Technology Advancement Program

For more information, visit:

www.aqmd.gov/tao/about.html

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
- SCE's energy efficiency programs offer financial incentives for the installation of new high- efficiency equipment or systems.

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.

For more information visit:

www.sce.com/business [www.sce.com/solarleadership/gosolar/
california-solar-initiative/default.
htm](http://www.sce.com/solarleadership/gosolar/california-solar-initiative/default.htm)

Benefits:

- 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 107).
- "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.

Benefits:

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 107)

Gas Company Southern California

For more information visit:

[www.socalgas.com/for-your-
business/rebates/industry](http://www.socalgas.com/for-your-business/rebates/industry) [www.
socalgas.com/for-your-home/
rebates/solar-water-heating/index.
shtml](http://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/incentives-for-businesses
- City of Industry www.cityofindustry.org
- Glendale www.glendaleca.gov/glendale-water-and-power/businesses
- Lancaster <http://www.lancasterchoiceenergy.com/index.php>
- Los Angeles www.ladwp.com/ladwp/faces/ladwp/partners/p-economicdevelopment
- Pasadena <http://www.ci.pasadena.ca.us/waterandpower/Business/>
- Vernon www.cityofvernon.org/

CITY OF LOS ANGELES

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.

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 on New Business Tax Holiday visit:

www.losangelesworks.org/businessServices/3Incentives.cfm

For more information on Use Tax Rebate Program, visit:

www.losangelesworks.org/resources/all-business-incentives.cfm

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.

For more information visit: www.sce.com/business and www.sce.com/solarleadership/gosolar/california-solar-initiative/default.htm

LA DEPARTMENT OF WATER & POWER (LADWP)

Utility Infrastructure Loan Program

The LADWP's Utility Infrastructure Loan Program is available to new and existing commercial/industrial LADWP customers. Loans will only be extended to qualifying prospective projects. Funds can be used for the following:

- Purchase and installation of equipment required by the LADWP to provide electric energy or water service to the customer
- Purchase and installation of energy efficiency equipment that exceeds Title 24 requirements and/or water conservation equipment
- Purchase and installation of power factor correction/power reliability equipment
- Purchase and installation of solar photovoltaic systems except for the Feed-in Tariff (FIT) Program.

Current loan terms are 4.39%* for 1 to 10 years.

**Actual rate will be determined at time loan is approved for funding.*

The LADWP 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. In addition, LADWP offers a Electric Vehicle Charging Rate Reduction, a \$0.025 per kilowatt discount for electricity used to charge EVs during off-peak times on a second time-of-use meter.

Utility Rebates and Programs

For more information visit:

www.ladwp.com/ladwp/faces/ladwp/partners/p-economicdevelopment and www.losangelesworks.org/resources/all-business-incentives.cfm

For more information on the City of Los Angeles Solar Incentive Program, visit:

www.ladwp.com

For more information on the City of Long Beach Retail Sales Tax, visit:

www.longbeach.gov/citymanager/economic-development/retail-sales-tax

For more information on the City of Pasadena Citywide Incentive for R&D, visit:

ww4.cityofpasadena.net/economicdevelopment/tech-incentives

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.

CITY OF LONG BEACH

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.

CITY OF PASADENA

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.

CITY OF SANTA CLARITA

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.

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.

Recycling Market Development Zone (RMDZ)

The City of Santa Clarita is one of 40 Recycling Market Development Zones (RMDZ) in California. The zones are designed to encourage the use of recycled materials in product manufacturing, while encouraging reduction of waste from manufacturing. Qualifying businesses are eligible for low interest loans, financial assistance referrals, and waste exchange.

Use Tax Rebate 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.

New Employment Tax Credit

On July 11, 2013, California Governor Jerry Brown signed Assembly Bill 93 and Senate Bill 90, which created the California New Employment Credit, replacing the California Enterprise Zone program. This new program began on January 1, 2014, and will be in effect for 7 years through January 1, 2021. Eligible businesses could generate tax credits annually from this program by hiring new qualified employees.



For more information on the City of Santa Clarita Local Incentives, visit:

econdev.santa-clarita.com/business-advantages/incentive-programs

CITY SPECIFIC INCENTIVES

CITIES AND MUNICIPAL UTILITIES	CITY SPECIFIC INCENTIVES													
	No Business Tax	Industrial Development Bonds	Off-Site Infrastructure Assistance	Permit Fast-Track/Expedited Permitting	Fee Waivers or deferrals	Business Improvement District*	No/Low local property tax (Kosmont)	Low Interest loans or grants	No Utility Users Tax	Dedicated Project Coordinator/Ombudsman	Recycling Market Development Zone (RMDZ)	Electronic Plan Submission	No, discounted, or deferred Development Impact Fees	Unique Incentives
Agoura Hills				X				X						X
Alhambra				X										
Arcadia				X		X			X					
Artesia								X						
Avalon														
Azusa				X	X					X		X	X	
<i>Azusa Light & Water</i>														X
Baldwin Park			X	X						X				X
Bell														X
Bell Gardens	X			X				X						X
Bellflower														X
Beverly Hills				X				X	X					X
Bradbury														
Burbank				X		X			X	X	X			X
<i>Burbank Water & Power</i>														X
Calabasas	X													X
Carson							X			X				X
Cerritos				X	X		X	X	X					X
Claremont														X
Commerce		X		X				X		X		X	X	
Compton		X	X	X			X		X	X				X
Covina						X	X			X				
Cudahy														
Culver City				X		X				X				X

CITY SPECIFIC INCENTIVES

CITIES AND MUNICIPAL UTILITIES	CITY SPECIFIC INCENTIVES													
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Diamond Bar				X				X	X					X
Downey			X	X			X		X				X	X
Duarte				X					X	X				X
El Monte				X							X	X		X
El Segundo				X										
Gardena				X										X
Glendale	X		X	X		X				X	X			X
Glendora				X			X	X						
<i>Glendora Water & Power</i>														
Hawaiian Gardens														
Hawthorne				X			X						X	X
Hermosa Beach				X	X									
Hidden Hills														
Huntington Park		X	X	X							X			X
Industry	X								X					X
<i>Industry Public Utility Commission</i>														
Inglewood							X				X			X
Irwindale				X								X	X	
La Canada Flintridge				X										
La Habra Heights														
La Mirada			X	X				X	X				X	X
La Puente								X	X				X	X
La Verne			X	X	X	X				X			X	
Lakewood				X	X		X			X		X	X	X

CITY SPECIFIC INCENTIVES

CITIES AND MUNICIPAL UTILITIES	No Business Tax	Industrial Development Bonds	Off-Site Infrastructure Assistance	Permit Fast-Track/Expedited Permitting	Fee Waivers or deferrals	Business improvement District*	No/Low local property tax (Kosmont)	Low interest loans or grants	No Utility Users Tax	Dedicated Project Coordinator/Ombudsman	Recycling Market Development Zone (RMDZ)	Electronic Plan Submission	No, discounted, or deferred Development Impact Fees	Unique Incentives
Lancaster	X	X	X	X	X	X	X	X	X	X	X	X	X	X
<i>Lancaster Choice Energy</i>														X
Lawndale														
Lomita			X	X				X	X					X
Long Beach		X		X		X		X		X	X	X		X
Los Angeles	X	X		X		X		X	X	X	X	X		X
<i>Los Angeles Dept. of Water & Power</i>														X
Lynwood														
Malibu														
Manhattan Beach								X					X	X
Maywood														
Monrovia								X	X	X				X
Montebello		X	X	X	X		X	X	X	X			X	X
Monterey Park		X	X											X
Norwalk						X								
Palmdale		X		X			X		X	X	X	X		X
Palos Verdes Estates														
Paramount	X			X			X			X				X
Pasadena						X				X				X
<i>Pasadena Water & Power</i>														X
Pico Rivera		X	X	X				X		X				X
Pomona														
Rancho Palos Verdes														
Redondo Beach						X		X						

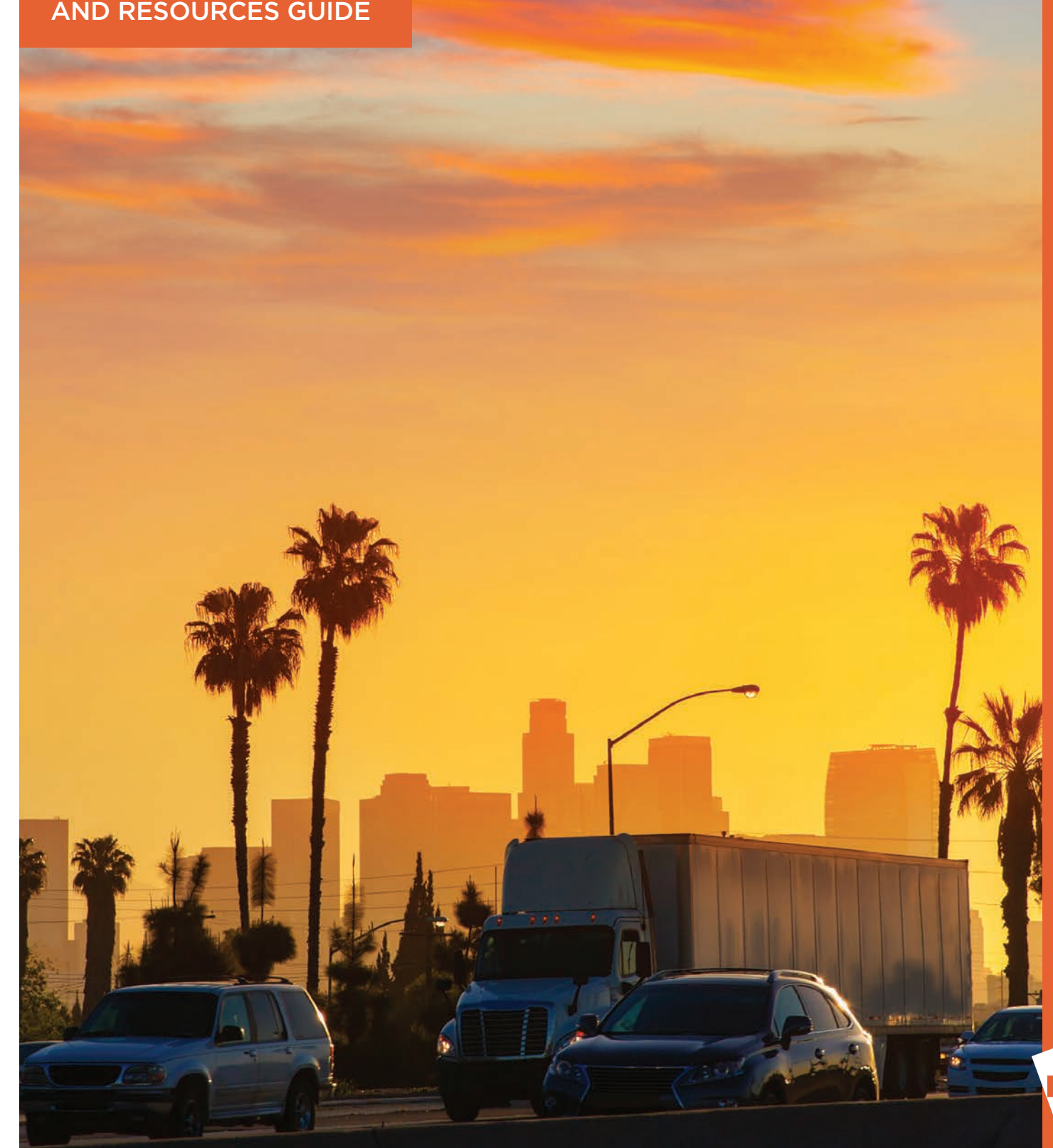
CITY SPECIFIC INCENTIVES

CITIES AND MUNICIPAL UTILITIES	No Business Tax	Industrial Development Bonds	Off-Site Infrastructure Assistance	Permit Fast-Track/Expedited Permitting	Fee Waivers or deferrals	Business improvement District*	No/Low local property tax (Kosmont)	Low interest loans or grants	No Utility Users Tax	Dedicated Project Coordinator/Ombudsman	Recycling Market Development Zone (RMDZ)	Electronic Plan Submission	No, discounted, or deferred Development Impact Fees	Unique Incentives
Rolling Hills														
Rolling Hills Estates														
Rosemead	X			X			X		X	X				X
San Dimas									X					X
San Fernando									X					
San Gabriel						X							X	
San Marino														
Santa Clarita	X					X			X		X			X
Santa Fe Springs				X	X					X	X	X		X
Santa Monica				X								X		X
Sierra Madre														
Signal Hill				X			X		X	X				
South El Monte						X								X
South Gate			X	X	X				X	X	X		X	
South Pasadena														
Temple City			X				X	X	X				X	X
Torrance				X		X				X	X			
Vernon		X	X							X	X			X
<i>Vernon Gas & Electric</i>														X
Walnut									X					
West Covina				X					X	X				
West Hollywood				X		X			X			X		X
Westlake Village	X								X					
Whittier				X		X				X	X			

LA COUNTY MAP



2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE



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
- Reasonable Business License Fees
- Expedited Permit Processing

**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.

- Streamlined Permit Process

Alhambra was a LAEDC Most Business Friendly City in L.A. County Award finalist in 2009, and won the Most Business Friendly City in L.A. County competition for the population 60,000 and greater category in 2010.

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

For more information on the City of Agoura Hills, visit:
www.ci.agoura-hills.ca.us

For more information on the City of Alhambra, visit:
www.cityofalhambra.org

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.

- Downtown Business Improvement District

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:

- Artesia Boulevard Specific Plan Area

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

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 on the City of Arcadia, visit:

www.ci.arcadia.ca.us

For more information on the City of Artesia, visit:

www.cityofartesia.us

For more information on the City of Avalon, 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.

- Utility economic development rate and Utility Tax discounts
- Pre-application staff meetings

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

For more information on the City of Azusa, visit:
www.ci.azusa.ca.us



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
- No Parking Tax
- Direct Project Land or Development Subsidies
- Potential Offsite Infrastructure Subsidies
- Early Development Review and Fast Track Permit Processing and Plan Check
- Assistance with RMDZ Program incentives

The City of Baldwin Park was selected as a Most Business Friendly City in LA County Award finalist in 2012 for cities with a population over 60,000.

**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.

- Tax rebate agreements on a project by project basis
- Potential Tenant Improvement Subsidies and Offsite Infrastructure Subsidies

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

For more information on the City of Baldwin Park , visit:
www.baldwinpark.com

For more information on the City of Bell, visit:
www.cityofbell.org



City of Bell Gardens*

The City of Bell Gardens is a vibrant family oriented city that treats its businesses like family. Ideally located off the 710 freeway, in the heart of Los Angeles County, Bell Gardens is the ideal place to live, work and play. Because of its prime location and business friendly attitude, Bell Gardens is attractive to national, regional and local businesses. Businesses that consider relocating or expanding in Bell Gardens are always amazed at the ease and low cost of operating in our city. 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
- Low Entitlement and Business License Fees Compared to Surrounding Cities
- Streamlined Business Permitting Process
- Predictable and Simplified Project Entitlement Process
- Close Partnership with the Bell Gardens Chamber of Commerce

Bell Gardens continues to rank as one of the most business friendly cities, and was 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 and 2013.

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

For more information on the City of Bell Gardens, visit:
www.bellgardens.org

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:

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

Bellflower was selected as a finalist in the 65,000 or more population category for LAEDC's Most Business Friendly City in LA County Award in 2014.

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

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

For more information on the City of Bellflower, visit:

www.bellflower.org

For more information on the City of Beverly Hills, visit:

www.beverlyhills.org





City of Bradbury

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

City of Burbank*

Home to Warner Bros. Studios, The Walt Disney Company, and more than 1,000 creative companies that make magic happen, Burbank is truly the Media Capital of the World. In addition its population of 106,000 residents, Burbank has a balanced daily workforce of 100,000 specializing in media, hi-tech, hospitality and transportation.

Burbank's reputation as a business-friendly destination is supported by:

- A proactive city government with a dedicated Economic Development Team focused on concentrating Burbank's strengths into supporting existing industries, and encouraging creative partnerships.
- A unique mix of no city income tax, no gross sales receipt tax, and one-stop streamlined permitting process.
- The ONE Burbank High-Speed Fiber Optic Network www.OneBurbank.com offering Burbank businesses ultra-high-speed bandwidth services with industry-leading customer service and value.
- Special business incentives including Solar Power Rebates, the LEED Incentive Program, and Energy Solutions Rebates.
- A highly educated pool of entrepreneurial, creative and hi-tech talent employed by more than 1,000 post-production houses, technology companies, and startups.
- The ideal environment for media, entertainment, and creative companies with a high concentration of Class A office space, LEED Certified buildings, and striking architecture.

For more information on the City of Bradbury, visit: www.cityofbradbury.org

For more information on the City of Burbank, visit: www.burbankca.gov



- Leadership in public/private partnerships that leverage community assets into shared goals via the Downtown Burbank Partnership, the Burbank Hospitality Association, and the City's Economic Development Team.
- Burbank Bob Hope Airport, with 67 flights per day and 3.8 million visitors per year connecting with top Western cities, Silicon Valley, and New York.

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 a finalist again in 2007; and in 2011 in the population over 60,000 category.

City of Calabasas*

The City of Calabasas understands that a great business environment is the catalyst for a great city. We levy no city taxes on commercial, retail, wholesale, and manufacturing properties. We have no gross receipts tax. We invest heavily in community infrastructure and pride ourselves on world-class municipal landscaping, clean and well maintained roads and sidewalks, convenient transportation systems, and a commitment to public safety that makes us one of the safest cities in California. Additionally, Calabasas has an exceptionally strong school district with several Blue Ribbon Schools. We boast high-quality housing and neighborhoods, both of which are attractive to employees and top-level executives. In short, we provide a place where business and its employees can feel proud to call home. Businesses within the City of Calabasas also benefit from:

- Direct access to top City leadership on matter of concern to individual businesses
- No Parking Tax, No Business Tax, and No Business Registration Fees
- No Utility User Tax Rate for Cable and Water
- A well-staffed, business friendly development and permitting process

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

For more information on the City of Calabasas, visit: www.cityofcalabasas.com



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 StubHub 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.

City of Cerritos*

The City of Cerritos offers a variety of services that enhance the Cerritos business community. The City offers its businesses various incentives and services in order to promote business friendly methods and increase the partnership between the City of Cerritos and its businesses. Incentives include a dedicated City ombudsman, fast-track permitting, access to local job training, a Business Spotlight Program, a Businesses

For more information on the City of Carson , visit:

http://ci.carson.ca.us/content/department/eco_dev_service/busdevelopment.asp

For more information on the City of Cerritos, visit:

www.cerritos.us

Retention and Expansion Program, and a dedicated Economic Development Commission.

In addition to these incentives, the businesses within the City of Cerritos are offered the following benefits:

- Cerritos Green Incentives for green development projects (LEED, Energy Star)
- Web based properties search
- Economic Development Commission

Cerritos was also named one of six finalists for the LAEDC's Most Business Friendly City in L.A. County award in 2007, was named a finalist in the population over 60,000 category in 2008, and won the 2010 Most Business Friendly City Award in L.A. County in the under 60,000 population category.

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

City of Claremont*

The City of Claremont is dedicated to its businesses and offers a variety of services that enhance the Claremont community. The City offers the following economic incentives:

- No Parking Tax
- CDBG Grant Program Opportunities.

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

For more information on the City of Claremont, visit:

www.ci.claremont.ca.us





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:

- Industrial Development Bonds
- Permit fee reductions or forgiveness on a case by case basis
- Assists in obtaining RMDZ loans
- Expedited plan review 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, 2011 and 2012..

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

City of Compton*

Compton is a great place to live, work, and raise a family. It is home to almost 100,000 citizens. Known as the “Hub City” because of its unique position in almost the exact geographical center of Los Angeles County, Compton is strategically located along the Alameda Corridor, a passageway of 25 percent of all U.S. waterborne international trade. Compton is rapidly emerging as a large industrial center in Los Angeles County for transit and distribution, business services, high technology, home and lifestyle products, metals, financial services, and textile manufacturing. This is an exciting time for Compton. The City is developing a wide range of economic and cultural opportunities that will help to make Compton a prime destination for residents and businesses.

For more information on the City of Commerce, visit: www.ci.commerce.ca.us

For more information on the City of Compton, visit: www.comptoncity.org



- LEED Construction incentives
- HUD Section 108 program
- Assistance with RMDZ Loans
- Business Ombudsman
- Expedited Plan check and inspection

**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:

- Economic Development Loan/Grant Program
- Business Improvement District/Business Area Enhancement District

**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.

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

For more information on the City of Covina, visit: www.covina.ca.gov

For more information on the City of Cudahy, visit: www.cudahy.ca.us



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:

- Business Assistance team
- Business Improvement District-Downtown Culver City
- One stop permitting center

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.

**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:

- CDBG program funding
- \$11 Business License
- Streamlined Application Process to Move Forward Efficiently

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

For more information on the City of Culver City, visit:
www.culvercity.org

For more information on the City of Diamond Bar, visit:
www.ci.diamond-bar.ca.us

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:

- Aggressive business assistance
- Streamlined regulatory process including fast track permitting
- Low business and development fees

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.

**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
- Development Coordinator - a dedicated staff member to assist with the City process
- Filming friendly - expedited film permit process

Duarte was selected as LAEDC's Most Business Friendly City with a population under 60,000 in 2012 and was a finalist in 2010, 2011 and in 2012 was awarded the Most Business Friendly City in L.A. County Award for the population 60,000 and under category.

For more information on the City of Downey, visit:
www.downeyca.org

For more information on the City of Duarte, visit:
www.accessduarte.com





City of El Monte*

Located approximately 12 miles east of downtown Los Angeles, the City of El Monte is the hub of the San Gabriel Valley, where two major freeways - Interstates 605 and 10 intersect. It is the ninth largest city in Los Angeles County with a population of approximately 120,000. The land uses within its 10 square mile area are 58 percent residential, 11 percent retail, 10 percent industrial, 7 percent office/retail, and 14 percent other amenities. As the San Gabriel Valley continues to grow, so does the City of El Monte through new businesses and quality housing developments. Many public improvements are underway to provide an attractive and safe environment for its economic growth. El Monte has demonstrated its “business friendly attitude” by attracting commercial and retail businesses as well as international corporations through its Foreign Trade Zone. Other business tools include business financing through Grow El Monte, a pro-active Chamber of Commerce, and a Recycling Market Development Zone. Businesses in the City of El Monte also enjoy the following benefits:

- Access to the largest bus transit station west of Chicago as well as other transportation modes such as commuter rail, a regional bike network, a local County airport, and the 10 and the 605 freeways
- Business friendly, accessible, and cooperative civic leaders and executive staff
- Fast-track entitlement review and processing
- Expedited building plans review, approval, and permit issuance processing
- A Development Ad-Hoc Review Committee, comprised of two (2) City Council members, to assist with expedited review of development projects
- Job creation grant program
- Complimentary coordination, planning and set-up of groundbreaking, ribbon cutting, & other major events

For more information on the City of El Monte visit:
www.ci.el-monte.ca.us

- No Parking Tax
- Electronic plan submittal and review process
- Live internet streaming and public access channel broadcasting of City Council meetings to promote public awareness

**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.

- Expedited permitting - the City offers a fee-based expedited review that cuts the already streamlined review time

El Segundo was the inaugural winner of the LAEDC’s Most Business Friendly City in L.A. County Award in 2006! After a mandatory five year waiting period for Most Business Friendly City winners, El Segundo was selected as a Most Business Friendly City finalist in 2012, 2013 and 2014.



For more information on the City of El Segundo visit:
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
- Manufacturing companies eligible for the 35% new employee hiring credit (State designation)
- 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.

City of Glendale*

The City of Glendale has been named as LA County’s “#1 Safest Mid-Sized City” and has also been recognized as the “Most Business Friendly City” the County. Glendale is committed to maintaining a high quality of life for its residents and business community. For this reason, the City created the Glendale Economic Development Corporation, a 501 (c) 3 non-profit corporation developed to promote, assist, retain and attract quality business in Glendale. Our programs assist businesses both large and small through:

For more information on the City of Gardena, visit:
www.ci.gardena.ca.us

For more information on the City of Glendale, visit:
www.ci.glendale.ca.us

- Lower Cost of Doing Business (No gross receipts tax!)
- Business Concierge Services
- Streamlined Permit Service Center
- Local and Regional Collaboration

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.

**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 Utility Users Tax
- Streamlined Plan Check
- Economic Development Loan/Grant Program

Glendora was a finalist in LAEDC’s Most Business Friendly City in L.A. County competition in 2012 for the population 60,000 and under category, and was honored as the 2014 Most Business Friendly City in L.A. County Award winner for the population under 65,000 category.

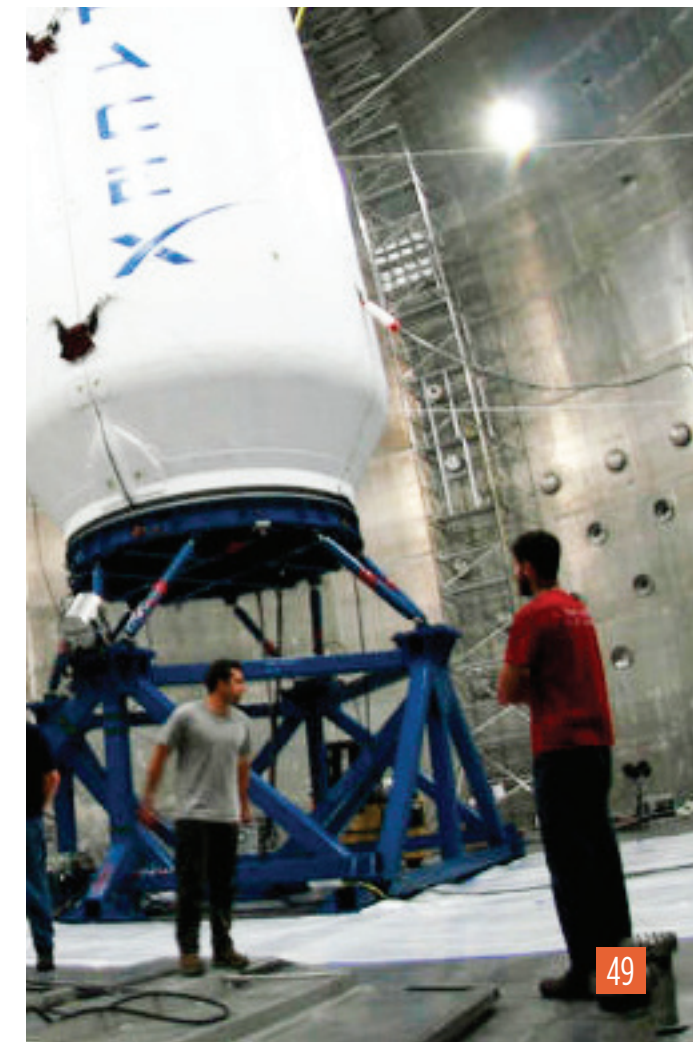
**Information provided by the City for the Kosmont-Rose Institute Cost of Doing Business Survey.*

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.

For more information on the City of Glendora, visit:
www.ci.glendora.ca.us

For more information on the City of Hawaiian Gardens, 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:

- Development Impact Fee Deferral
- Fast Track Permit Processing
- Economic Development Grants
- Potential for negotiated incentives to retain or attract key industries

City of Hermosa Beach

The City of Hermosa Beach combines beach culture and a welcoming community environment with a drive for innovation. The City is home to a variety of local and international small and mid-sized businesses. Hermosa Beach provides a great setting to encourage innovation and entrepreneurship, and carbon neutral related enterprises. 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 on the City of Hawthorne, visit:

www.cityofhawthorne.com

For more information on the City of Hermosa Beach, 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.

City of Huntington Park*

Huntington Park, located in Los Angeles County is a city with a rich history and vibrant community with a population of over 63,000. The City offers businesses within the City of Huntington Park the following benefits:

- Expedited Permit and Development Process
- Commercial Rehabilitation Grant Program
- No Parking Tax
- Sales tax rebates on a project by project basis
- Business Assistance program
- Potential Industrial Development Bonds, Tenant Improvement Subsidies, Offsite Infrastructure Subsidies

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
- Foreign Trade Zone
- No City business license fees, no wholesale or retail fees, no manufacturing fees, no professional tax.

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



For more information on the City of Hidden Hills, visit:

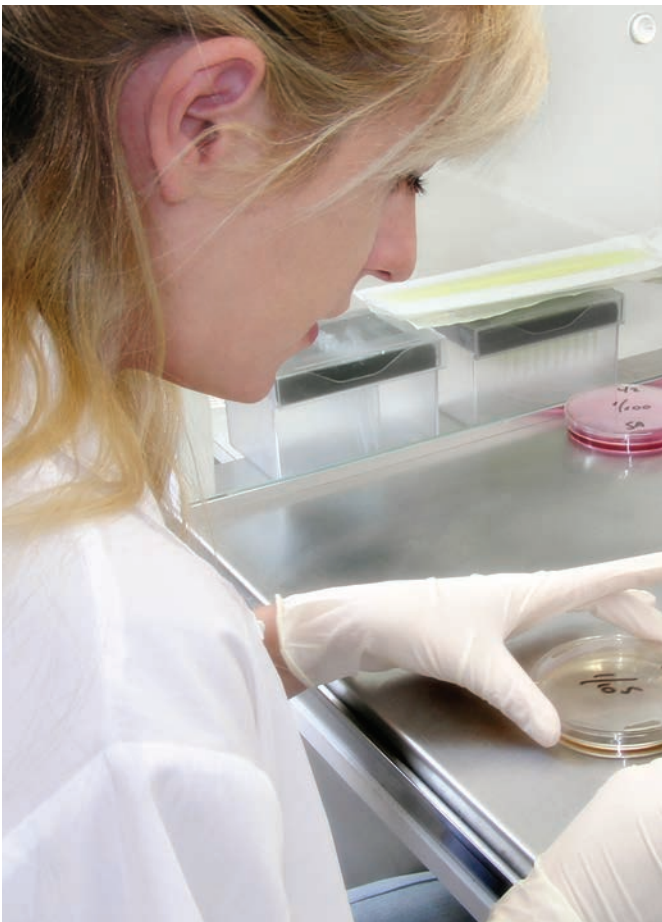
www.hiddenhillscity.org

For more information on the City of Huntington Park, visit:

www.huntingtonpark.org

For more information on the City of Industry, visit:

www.cityofindustry.org



City of Inglewood

Among the advantages to locating in the City of Inglewood is its prime location and access to key transportation facilities including 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.

- Small business loans - The Grow Inglewood Fund (GIF) is a small business loan program, designed to assist the growth and expansion of small businesses.
- Facade Improvement Program for Market Street businesses

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.

**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.

For more information on the City of Inglewood, visit:
www.cityofinglewood.org

For more information on the City of Irwindale, visit:
www.ci.irwindale.ca.us

For more information on the City of La Canada-Flintridge, 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.

**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. The City continues to offer many advantages to its residents: a variety of single-family housing, excellent parks and recreational centers, a low crime rate, and quality senior housing. La Mirada places a strong emphasis on City beautification, with well maintained parkways, streets and parks. City officials and residents alike are proud of La Mirada's reputation of being "Dedicated to Service". Businesses within the City of La Mirada receive the following benefits:

- No Municipal Levied Property Tax or Utility Users Tax
- No Impact Fees
- Low Business License Fees
- Off-site Improvement Subsidies
- Expedited Development Process
- Site Selection Assistance
- Business Ombudsman

La Mirada has been a finalist in the LAEDC's Most Business Friendly City in L.A. County award for the population under 60,000 category from 2008-2012, and won the Most Business Friendly City in L.A. County Award in 2013 for the population under 50,000 category.

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

For more information on the City of La Habra Heights, visit:
www.la-habra-heights.org

For more information on the City of La Mirada, visit:
www.cityoflamirada.org





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/Expedited Plan Check Program committed to helping new businesses get up and running fast. In addition to this program, businesses within the City of La Puente receive the following benefits:

- Ombudsman program
- Minimal Development Impact Fees
- No Utility User Tax for Cable, Telephone/Cellular, Electric, Gas, and Water
- No Parking Tax
- Low Business License Fees

**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 of up to 30%
- Business Improvement District-Downtown
- Project Coordinator & one stop permitting counter

**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

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 category in 2009 and was a Most Business Friendly in L.A. County Award finalist in 2014 for the population over 65,000 category.

For more information on the City of La Puente visit:
www.lapuente.org

For more information on the City of La Verne, visit:
www.ci.la-verne.ca.us

For more information on the City of Lakewood, 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 is the only city to have ever been honored with LAEDC's Most Business Friendly City in L.A. County award twice, once in 2007 and once in 2013. Below are some economic incentives available to businesses that chose to thrive in Lancaster:

- Customized incentive packages including:
- Customized Electricity Rates through municipally-operated Lancaster Choice Energy
- Dollars for Jobs Incentive Program (currently under consideration)
- Fast Track Project Approval
- Electronic Plan Submission
- Foreign Trade Zone
- Project Ombudsmen for Industrial/Commercial Projects
- California Competes Tax Credit
- California New Employee Credit, Lancaster is a DGA
- Manufacturing Equipment and R&D Tax Exemption
- California Small Business Loan Guarantee Program
- No Utility User Tax on Cable, Cellular, Electric, Gas, Telephone or Water
- No Gross Receipts Tax or Gross Excise Tax
- Workforce Training - AV College and WorkSource Center
- California Employment Training Panel (ETP) Workforce Training Reimbursement

Locally-based electric vehicle manufacturer, BYD (Build Your Dreams), is one local business which has benefited greatly from the many incentives available to Lancaster businesses, as BYD recently received \$3-million in California Competes Credit for its commitment to expand and create an additional 590 jobs.



For more information on the City of Lancaster, visit:
www.cityoflancasterca.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

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 on the City of Lawndale, visit:
www.lawndalecity.org

For more information on the City of Lomita, visit:
www.lomita.com

City of Long Beach*

The City of Long Beach developed a number of business improvement districts to create, preserve and enhance business growth in targeted areas of the City.

The City’s role is to create the environment, infrastructure, and opportunities for investment and development. Working with community partners, the City is promoting economic growth by increasing business activities and investing in its neighborhoods resulting in a more livable and vibrant community. The City has undertaken a comprehensive rezoning of some of the major corridors including the Downtown area to provide more flexibility for land uses.

In addition, the City of Long Beach has the following incentives for local businesses:

- Provides a variety of financial assistance programs including Business Loan Program, Microenterprise Loan Program, and Grow Long Beach Loan Program; grants for start-up businesses, New Market Tax Credits, and the Commercial Improvement Rebate Program in designated areas of the City.
- Nine Business Improvement Districts.
- Foreign Trade Zone and HUB Zone.

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.

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

For more information on the City of Long Beach, visit:
www.longbeach.gov





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 32 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
- Foreign Trade Zone designation
- No Signalization Fees
- 31 Business Improvement Districts (BIDs)
- Work Opportunity Tax Credit Program
- Low interest (2.5%) loan program for small businesses
- Major project financial assistance loans (from 1.0% to 2.5%) for loan amounts of \$2.0 million and up

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.

**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.

**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 on the City of Los Angeles, visit: www.lacity.org

For more information on the City of Lynwood, visit: www.lynwood.ca.us

For more information on the City of Malibu, 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

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.

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.

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



For more information on the City of Manhattan Beach, visit: www.ci.manhattan-beach.ca.us

For more information on the City of Maywood, visit: www.cityofmaywood.com

For more information on the City of Monrovia, 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 takes full advantage of programs offered through the Los Angeles County Community Development Commission including the County Business Loan Program, County Float Program and County Business Expansion Loan Program.

**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. Monterey Park, through its comprehensive General Plan, has established higher density mixed-use, urban housing, live-work and hospitality planning areas fostering growth in the community. The City provides the following economic incentives:

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

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

For more information on the City of Montebello, visit:
www.cityofmontebello.com

For more information on the City of Monterey Park, visit:
www.ci.monterey-park.ca.us

City of Norwalk*

The City of Norwalk is already home to a rich and diverse base of professional, retail, service, entertainment, and manufacturing businesses. Insuring their continued success provides the foundation for economic growth. Some resources available to existing Norwalk businesses include:

- The Norwalk Chamber of Commerce is a voluntary business organization dedicated to improving business and building a better community.
- The Long Beach Small Business Development Center helps small business owners succeed with low-cost training and no-cost one-on-one advising from experienced entrepreneurs and industry experts.
- The Southeast Los Angeles County Workforce Investment Board can assist with staffing and recruitment services, customized On-the-Job Training with reimbursement for a portion of the candidate's wages during training, Layoff, outplacement, and re-training assistance, and other employee training and professional development programs to upgrade employee skills.
- Cerritos College provides contract employee training for California industry, with a focus on Manufacturing Skills training & Business Management training.

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

For more information on the City of Norwalk, visit:
www.ci.norwalk.ca.us





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 Users Tax
- Foreign Trade Zone and Incentive Zones (Mello-Roos, Parking, Landscape, and Lighting)
- Business Protection and Counseling, Business Retention Liaison
- Industrial Development Bonds available
- Small Business Development Center
- Dedicated Economic Development Staff
- Fast Track Project Approval
- Industrial Development Bonds
- Electronic Plan Submission
- Foreign Trade Zone Grantee #191
- Business Liaison for Business Retention, Expansion and Relocation
- Site Selection Assistance
- California Competes Tax Credit
- Manufacturing Equipment and R&D Tax Exemption
- California Small Business Loan Guarantee Program
- No Gross Receipts Tax or Gross Excise Tax
- Workforce Development and Training – The Palmdale America Job Center of California
- California Employment Training Panel (EPT) Workforce Training Reimbursement Program

Palmdale was also a finalist for the LAEDC’s Most Business Friendly City in L.A. County competition in 2007 and 2014.

For more information on the City of Palmdale, visit:
www.cityofpalmdale.org

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.

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 leasing rates; innovative business attraction programs; and a business-friendly reputation.

Along with that extremely business-friendly climate, the City of Paramount offers the following business incentives:

- No Utility User Taxes on TV and Water
- Next-day site inspections
- “Purchase in Paramount”, an outreach campaign encouraging local shopping
- New “Business Services” web page containing:
- Retail demand data and other useful statistics
- Zone maps
- Locations available (commercial and industrial)
- Permit flow chart
- Permitted-use by zone
- Updated film-friendly ordinance
- Online business license applications
- Economic Development Liaison to assist with business-related needs

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



For more information on the City of Palos Verdes Estates, visit:
www.pvestates.org

For more information on the City of Paramount visit:
www.paramountcity.com



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:

- Three (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
- Commercial Energy Auditing Program
- \$1.00 First Year Business License for qualifying Start-up businesses

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.

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

For more information on the City of Pasadena, visit: www.cityofpasadena.net

For more information on the City of Pico Rivera, visit: www.pico-rivera.org

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.

Pico Rivera was also a finalist for LAEDC’s Most Business Friendly City in L.A. County competition in the small cities category in 2012, 2013, and 2014.

**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.

**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 and to helping business thrive.

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:

- Business Improvement District (BID) in Riviera Village
- Small Business Loan program

For more information on the City of Pomona, visit: www.ci.pomona.ca.us

For more information on the City of Rancho Palos Verdes, visit: www.rpvca.gov

For more information on the City of Redondo Beach, 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.

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.

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, Parking Tax, or Business Tax
- Streamlined Entitlement Process

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

For more information on the City of Rolling Hills, visit: www.rolling-hills.org

For more information on the City of Rolling Hills Estates, visit: www.ci.rolling-hills-estates.ca.us

For more information on the City of Rosemead, visit: www.cityofrosemead.org



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:

- Green Business Guide to improve business sustainability

**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.

**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:

- Partial development fee waivers
- San Gabriel Fairview Village Facade Improvement Program
- Foreign Trade Zone (FTZ No. 50 - Long Beach)

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

For more information on the City of San Dimas, visit: www.cityofsandimas.com

For more information on the City of San Fernando, visit: www.ci.san-fernando.ca.us

For more information on the City of San Gabriel, visit: www.sangabrielcity.com



City of San Marino

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

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 as well and other Business and Incentive Zones (Mello-Roos; Landscape; Lighting; Open Space; Recycling Market Development Zone)

In 2014 Santa Clarita was chosen as a Most Business Friendly Cities Finalist in LA County by the LAEDC. Santa Clarita won the LAEDC's Most Friendly City in LA County award in 2008! Santa Clarita was also a finalist in 2006 and 2007, and after a mandatory five-year waiting period for MBFC award winners, Santa Clarita was a finalist in 2014.

**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.

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 on the City of San Marino, visit: www.cityofsanmarino.org

For more information on the City of Santa Clarita, visit: www.santa-clarita.com

For more information on the City of Santa Fe Springs, 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
- Online Permit Submissions & Expedited Permitting Process
- 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

Santa Monica was a finalist for the LAEDC's Most Business Friendly City in L.A. County competition for the population 60,000 and over category in 2012.

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.

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

For more information on the City of Santa Monica, visit: www.smgov.net/business

For more information on the City of Sierra Madre, visit: www.cityofsierramadre.com

For more information on the City of Signal Hill, 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:

- Business Improvement District
- Overlay Zone-Civic Center

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

City of South Gate*

The City of South Gate strives to continually improve its economic development programs to provide the best assistance to businesses in cooperation with the Chamber of Commerce and the Small Business Development Center at Long Beach City College.

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

For more information on the City of South El Monte, visit: www.ci.south-el-monte.ca.us

For more information on the City of South Gate, visit: www.cityofsouthgate.org/

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.

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:

- Property Tax Abatements for improvements to real property
- Sales Tax Rebates for up to five (5) years
- Development Impact Fee waivers, deferral, or grants
- Cost participation on public infrastructure within public rights-of-way
- Matching grants and low interest loans for property owners along commercial corridors
- Facade Improvement Program

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



For more information on the City of South Pasadena, visit: www.ci.south-pasadena.ca.us

For more information on the City of Temple City, visit: www.ci.temple-city.ca.us



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 8th 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
- Film-Friendly city and supports the LA County Film Friendliness Initiative with many television shows, movies and commercials filmed in the city
- 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
 - Plot Plan Review Meeting with no cost to applicants
 - Expedited Permitting
 - Ombudsman program - dedicated Economic Development Staff
 - Online project status tracking
 - Competitive fees - among the lowest in the County and no gross receipts tax

For more information on the City of Torrance, visit: www.torranceca.gov

- One of the safest cities in the country, consistently ranking safer than most of its size based on FBI crime data. Torrance Police Department offers a Business Watch program to offer further safety resources to businesses in the community
- 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.

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
- Very Low Utility User Tax

Vernon won the LAEDC's Most Business Friendly City in L.A. County competition for the population under 50,000 category in 2008! Vernon was also a finalist for the Most Business-Friendly City in Los Angeles County Award in 2014.



For more information on the City of Vernon, 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:

- Business “REDI” program for retention and recognition of Walnut Businesses
- Utilization of State of California energy programs and regional utility energy saving programs

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

City of West Covina*

The City of West Covina cultivates a highly pro-business government, aimed at collaborating with businesses and local property owners to ensure the vitality and growth of the City’s economic base through the promotion and attraction of new businesses and investment to the community. Knowing the success of a City’s economy is based on the success of its businesses, West Covina works diligently to support and promote the local business community establishing a climate ideal for success and growth. West Covina is an attractive City to do business in for the following incentives:

- Low Permit Fees
- No Utility User Tax
- Business Ombudsman
- Expedited Permit Process
- Site Location Assistance
- Unparalleled business corridor along Interstate 10
- Rated by Kosmont Associates “Cost of Doing Business Survey” as one of the low-cost Cities in Los Angeles County to conduct business

For more information on the City of Walnut, visit:
www.ci.walnut.ca.us

For more information on the City of West Covina, visit:
www.westcovina.org



The City of West Covina won the LAEDC’s Most Business Friendly City in L.A. County award in 2011!! And was a finalist in 2010.

**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
- Parking Credits Program
- Business Improvement Districts: West Hollywood Design District; Sunset Strip Business Improvement District; Visit West Hollywood Tourism District
- Landscape and Lighting District: Santa Monica Boulevard
- Discounted fees for new or expanding businesses
- Sunset Specific Plan-Hotel/Marketing Benefit Zone

**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.

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

For more information on the City of West Hollywood, visit:
www.weho.org/

For more information on the City of Westlake Village, visit:
www.wlv.org

CITY SPECIFIC INCENTIVES



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:

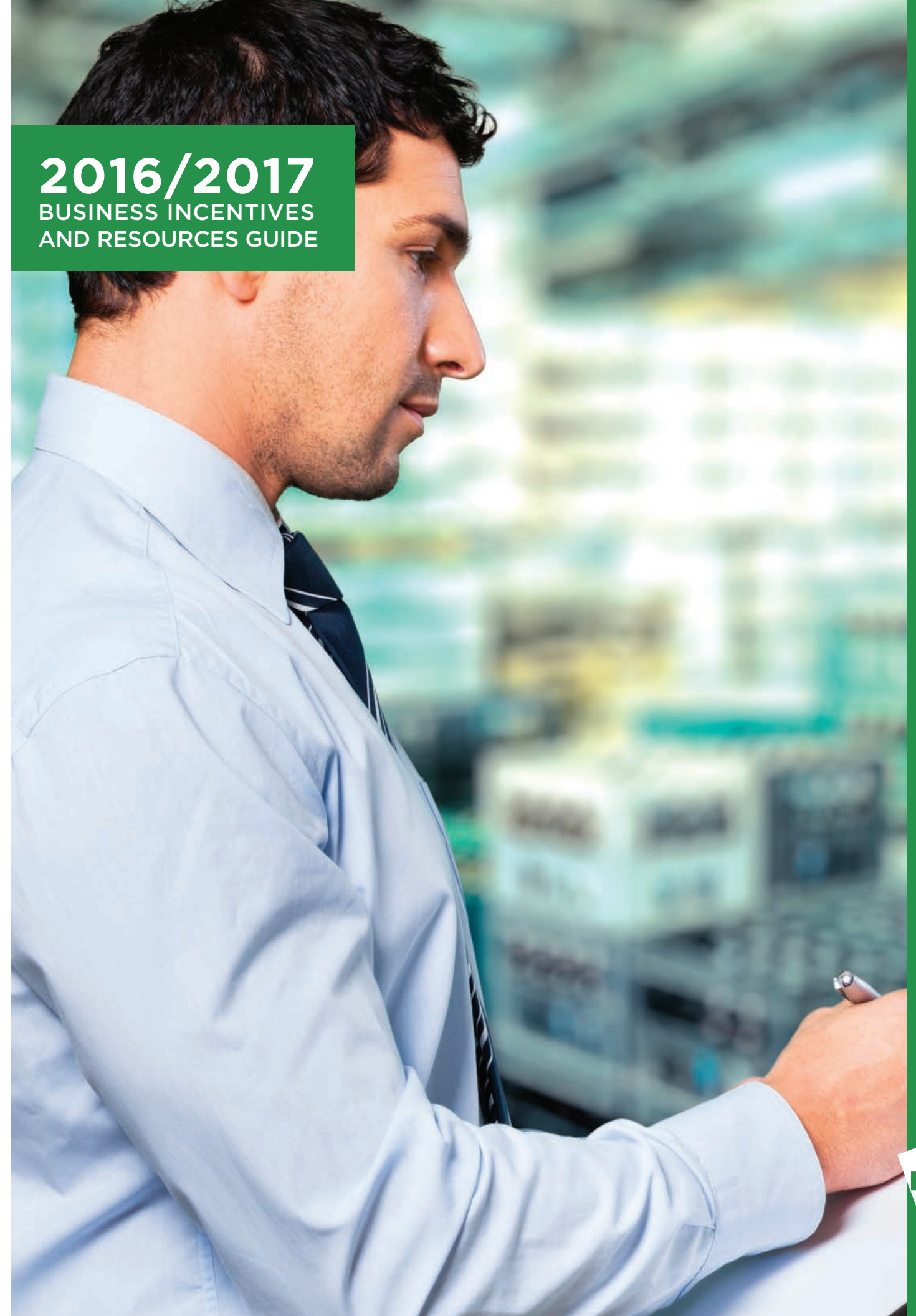
- Commercial Rehabilitation Loans for façade and tenant improvements
- Business Improvement District-Uptown
- Expedited Permitting
- Business Ombudsperson, site selection assistance, business license facilitation, and free business owners seminar series available to businesses

Whittier won the LAEDC's Most Business Friendly City in L.A. County award for the population 60,000 and over category in 2012. Whittier was a MBFC finalist in 2009, 2010, and 2011.

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

For more information on the City of Whittier, visit:
www.cityofwhittier.org

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE



FINANCING ASSISTANCE

LAEDC

FEDERAL FINANCING ASSISTANCE & GRANT OPPORTUNITIES

Rural Development Business & Industry Guaranteed Loans

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

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

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.

Section 108 Loan Guarantee Program

HUD's Section 108 Loan Guarantee Program is the loan component of the Community Development Block Grant (CDBG) providing communities a resource to fund economic development, housing, public facilities and large scale physical development projects. Section 108 offers low interest loans for a variety of economic development, housing rehabilitation, public facilities, and large-scale physical development projects.

For more information, visit: www.hudexchange.info/section-108 and www.Hudexchange.info/cdbg-state

U.S. DEPARTMENT HOUSING AND URBAN DEVELOPMENT (HUD)

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

- Non-entitlement communities that are assisted in the submission of applications by States that administer the CDBG program; and
- Non-entitlement 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.

FEDERAL FINANCING ASSISTANCE & GRANT OPPORTUNITIES

Economic Development Administration Revolving Loan Fund Program (RLF)



U.S. DEPARTMENT OF COMMERCE: ECONOMIC DEVELOPMENT ADMINISTRATION (EDA)

The 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 about the Revolving Loan fund grantees and list of Revolving Fund recipient communities:

www.eda.gov/resources/economic-development-directory/states/ca.htm



FEDERAL FINANCING ASSISTANCE & GRANT OPPORTUNITIES

U.S. 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.

For more information on 7(a) Loan Program, visit:

www.sba.gov/7a-loan-program

For more information about the SBA Microloan Program, visit:

www.sba.gov/content/microloan-program

For more information about the CDC/504 Program, please visit:

www.sba.gov/loanprograms

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.

Real Estate & Equipment Loans: Certified Development Company (CDC/504) Loan Program

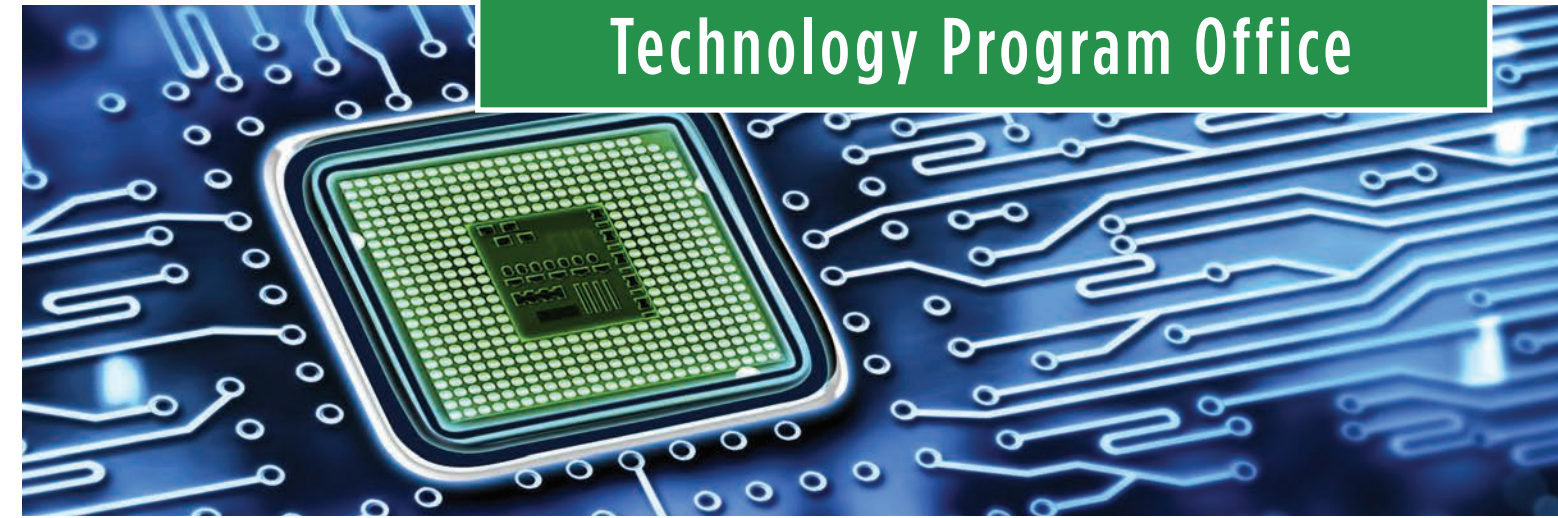
The SBA CDC/504 Loan program is a powerful economic development loan program that offers small businesses another avenue for business financing, while promoting business growth, and job creation. This loan can be used for:

- 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*.

*See the SBA's website for additional details.

FEDERAL FINANCING ASSISTANCE & GRANT OPPORTUNITIES

Small Business Administration Technology Program Office



The Small Business Administration 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 annually.

For more information on the SBA Office of Technology, visit:

www.sbir.gov

For more information on the The National Institutes of Health, visit:

www.grants.nih.gov/grants/guide

Other Federal Funding Streams

U.S. Department of Energy (DOE)

DOE has numerous grant opportunities for energy businesses in the areas of energy research, energy efficiency and renewable energy. Grant deadlines for programs vary so please visit: www.energy.gov/funding-financing-energy-businesses

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.

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

STATE FINANCING ASSISTANCE & GRANT PROGRAMS CALIFORNIA INFRASTRUCTURE & ECONOMIC DEVELOPMENT BANK (IBANK)

The IBank oversees the following bond and loan programs



Industrial Development Bonds

Benefits

Interest rates are generally 20-30% below commercial alternatives. Longer term financing than conventional assistance, bonds are assumable if business continues to engage in qualified business category. No penalties assessed for prepayment.

Eligibility

Up to \$20 million for capital expenditures, with an aggregate \$40 million limitation. 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. Project must meet certain public benefit criteria, and must have a letter of credit in the amount of the bonds with A3 Moody's or A- S&P or Fitch ratings.

L.A. COUNTY
IS THE
#1
U.S.
COUNTY
FOR
MANUFACTURING
BY NUMBER OF
FIRMS AND JOBS

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 real estate acquisition, construction of manufacturing facilities, and equipment.

For more information visit:

www.ibank.ca.gov/industrial_dev_bonds.htm

California Small Business Loan Guarantee Program (SBLGP)

The California Small Business Loan Guarantee Program (SBLGP) is administered by the California Infrastructure and Economic Development Bank (iBank) to encourage small businesses to create and retain jobs as well as to invest into low-to-moderate-income communities.

For more information, visit:

www.business.ca.gov/Programs/SmallBusiness/FinancialDevelopmentCorporationPrograms.aspx

Pollution Control Financing

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.

For more information, visit:

www.treasurer.ca.gov/cpcfa

Benefits

Program helps small businesses establish good credit history

with a lender, and to be able to obtain future loans independent of the program.

Eligibility

Companies with 500 or fewer employees (defined by 13 CFR 121.106). Proceeds must be used in California and must benefit the applicant's business (such as expansion into new facilities, new equipment purchases or working capital).

CALIFORNIA STATE TREASURER'S OFFICE
The Office of the California State Treasurer oversees the following bond and loan programs through the California Pollution Control Financing Authority (CPCFA):

The 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.

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.

California Capital Access Program



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

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

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.

For more information visit:

www.treasurer.ca.gov/cpcfa/calcap/

Electric Vehicle Charging Station Program

The Electric Vehicle Charging Station program through CalCAP, provides finance incentives to both lenders and borrowers for the purchase and installation of electric vehicle charging stations at California businesses. CalCAP provides rebates to borrowers who participate, and may provide lenders with up to 100% coverage on certain loan defaults.

For more information, visit:

http://driveclean.ca.gov/pev/Charging/Public_and_Workplace_Charging.php



Air Resources Board (ARB) On-Road Heavy-Duty Vehicle Air Quality Loan Program

As a subset of the California Capital Access Program, the On-Road Heavy-Duty 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.

For more information, visit:

www.treasurer.ca.gov/cpcfa/calcap/arb/

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.

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 post-consumer 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. 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 contains the following designated zones:

- City of Hawthorne www.calrecycle.ca.gov/RMDZ/Reports/Zones/Detail.RMDZID45
- City of Long Beach www.calrecycle.ca.gov/RMDZ/Reports/Zones/Detail.RMDZID15
- City of Los Angeles www.calrecycle.ca.gov/RMDZ/Reports/Zones/Detail.RMDZID6
- City of Santa Clarita www.calrecycle.ca.gov/RMDZ/Reports/Zones/Detail.RMDZID8
- County of Los Angeles (which includes the cities of Azusa, Baldwin Park, Burbank, Carson, Commerce, Compton, Covina, Culver City, El Monte, Glendale, Huntington Park, Inglewood, Monrovia, Palmdale, Santa Fe Springs, South Gate, Torrance, Vernon and Whittier as well as the unincorporated areas of Los Angeles County: www.calrecycle.ca.gov/RMDZ/Reports/Zones/Detail.aspx?RMDZID=16)

Los Angeles County Recycling Market Development Zones

For more information, visit:

www.dpw.lacounty.gov/epd/rmdz/

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.

For more information, visit:

<http://www.treasurer.ca.gov/cpcfa/bondfinancing.asp>

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

Los Angeles County Community Development Commission (CDC)

COUNTY BUSINESS LOAN PROGRAMS (CBLP)

The Los Angeles County Business Loan Program is a revolving loan fund that assists companies with expansion and development offered by the Community Development Commission of the County of Los Angeles. www.lacdc.org/for-businesses/county-business-loan-programs

Benefits

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.

Eligibility

Loan assistance is available to existing, small and 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.

COUNTY FLOAT LOAN PROGRAM (CFLP)

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





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 (CBELP)

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 more information on all of the Los Angeles County Business Expansion Loan programs, visit: www.lacdc.org/for-businesses/county-business-loan-programs

COUNTY UTILITY LOAN PROGRAM (CULP)

CULP is a revolving loan fund designed to assist cities, a mutual water company, or water district finance improvements to their water delivery systems, capacity, and seismic upgrades. Amount: \$50,000 to \$1,000,000. Current rate: fixed, at six and one-half percent (6.5%). Loan fee: 2 points. Term: varies from 5 to 20 years.

Port of Long Beach and Port of Los Angeles

TECHNOLOGY ADVANCEMENT PROGRAM (TAP)

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.

South Coast Air Quality Management District

REGIONAL CLEAN AIR INCENTIVES MARKET (RECLAIM)

South Coast Air Quality Management District offers a number of programs to and financial incentives to assist business in implementing cleaner technologies, reduce emissions, employ environmental friendly cleaners and solvents and assist in compliance with clean air regulations.



For more information on TAP, visit: www.cleanairactionplan.org/programs/tap

For more information on RECLAIM, visit: www.aqmd.gov/home/programs/business/business-detail.reclaim

For more information, visit:

www.sce.com/business and

www.sce.com/wps/portal/home/business/savings-incentives

For more information on EV Charging Rate Reduction, visit:

www.sce.com/wps/portal/home/residential/electric-cars/residential-rates

SOUTHERN CALIFORNIA EDISON

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

- 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 107).
- “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. (<https://www.sce.com/EcDevrate>)

Electric Vehicle (EV) Charging Rate Reduction

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.



Economic Development Rate program (EDR)

EDR program discounts are available to SCE Bundled Service, Direct Access, and Community Choice Aggregation general service business customers. As an eligible business customer, you may benefit from either a 12% or a 30% five-year discount options that are applied to your electric bill. Businesses must have a minimum load requirement of 200 kilowatts to qualify as well as presenting a business case demonstrating critical need.

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:

- SCE’s energy efficiency programs offer financial • Small business equipment rebates
- Incentives by industry
- Foodservice equipment rebates
- “Savings By Design”
- Rebates for suppliers and installers

Natural Gas Rate Reduction

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

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THE
#1
CUSTOMS
DISTRICT
IN THE U.S.

For more information on EDR, visit: www.sce.com/wps/wcm/connect

For more information, visit: www.socalgas.com/for-your-business/



2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

L.A. COUNTY IS
THE
#1
U.S.
COUNTY
IN THE U.S. FOR
INTERNATIONAL
STUDENTS

EMPLOYEE TRAINING

California Employment Training Panel

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

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.

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.



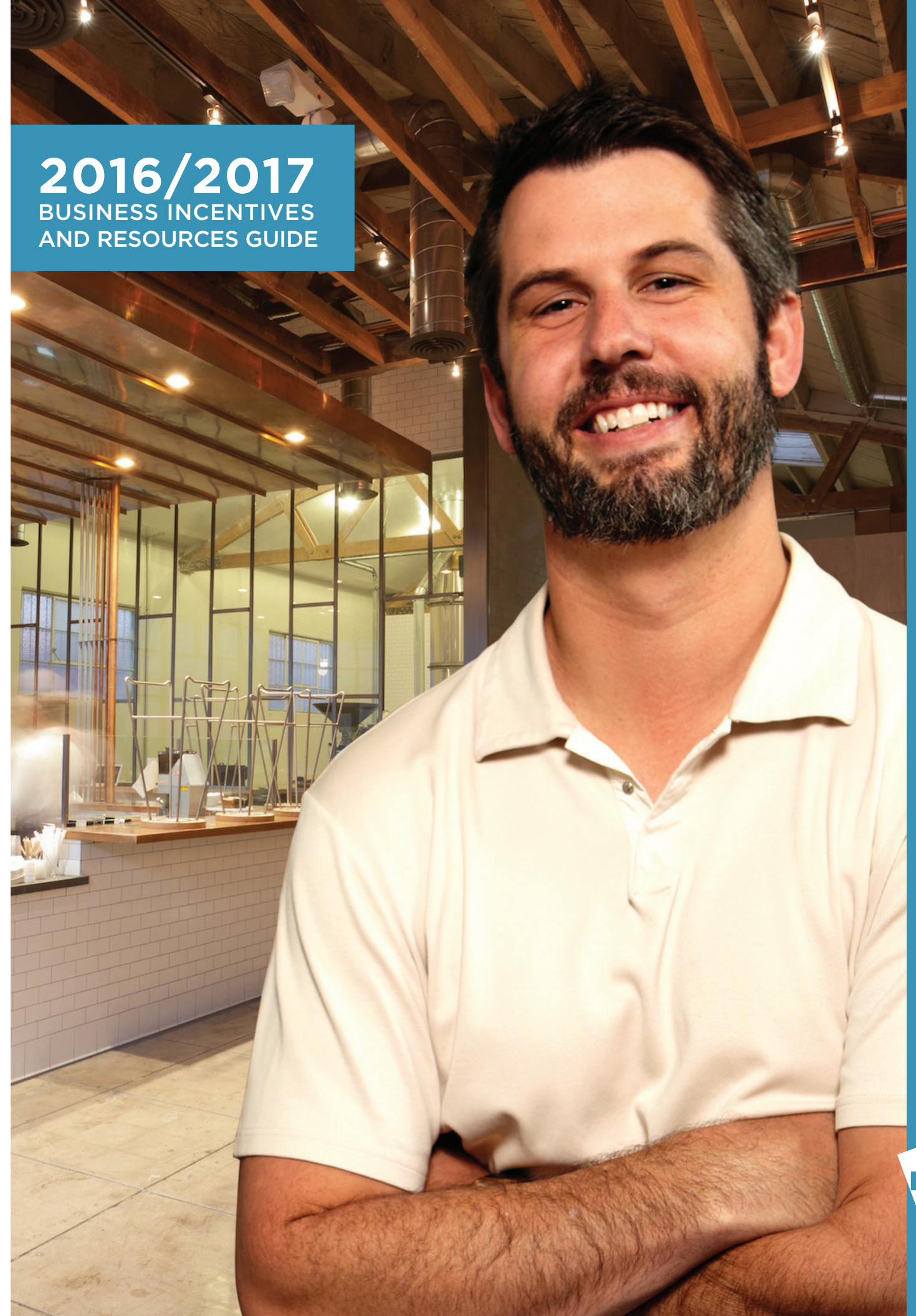
WorkSource California/America's Job Centers of California

For additional information, visit:

www.worksourcecalifornia.com

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.



2016/2017
BUSINESS INCENTIVES
AND RESOURCES GUIDE

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. For more information, visit: www.business.ca.gov/Programs/IHUB

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. For more information about CITD's in general, visit: www.citd.org

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
www.lbcc.edu/CAED/DSN.cfm

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: www.business.ca.gov/CleanTechLosAngelesiHub

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



L.A. COUNTY IS
A TOP U.S.
TOP 5
DESTINATION
FOR VENTURE
CAPITAL
INVESTMENT
IN THE U.S.

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.

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

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.

For more information, visit: <http://energy.gov/savings/business-energy-investment-tax-credit-itc> and <http://energy.gov/savings/renewable-electricity-production-tax-credit-ptc>

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.

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.

For more information, visit: <http://energy.gov/savings/energy-efficient-commercial-buildings-tax-deduction>

Benefits

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.

Eligibility

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

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: <http://www.irs.gov/Credits-&-Deductions/Individuals/New-Qualified-Fuel-Cell-Motor-Credit>



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: <http://www.irs.gov/Businesses/Plug-in-Electric-Vehicle-Credit-IRC-30-and-IRC-30D>



Energy Efficiency Financing Program

Benefits

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

For more information, visit:

www.energy.ca.gov/efficiency/financing/index.html

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

L.A. COUNTY IS
THE
#1
U.S.
COUNTY
HIGH TECH
SECTOR JOBS



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:

- Clean Vehicle Rebate Project www.arb.ca.gov/msprog/aqip/cvrp.htm
- 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 www.californiahvip.org



For more information visit:

www.energy.ca.gov/renewables and
www.energy.ca.gov/research/index.html



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

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.

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



For more information on California Solar Initiative, visit:

www.gosolarcalifornia.ca.gov

For more information on the New Solar Homes Partnership, visit:

www.gosolarcalifornia.org/about/nshp.php

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

ADDITIONAL LOCAL RESOURCES

For more information on Multi-Family Affordable Solar Housing visit:

www.gosolarcalifornia.ca.gov/affordable/sash.php

For more information on Solar Energy Systems Property Tax Exclusion, visit:

www.cleanenergyauthority.com/solar-rebates-and-incentives/california/california-property-tax-exclusion/

For more information, visit:

https://commercial-pace.energyupgradeca.org/county/los_angeles/overview

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. s.

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.

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.

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.

ADDITIONAL LOCAL RESOURCES

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.

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 on Electric Vehicle Supply Equipment Incentives, visit:

www.chargepoint.com

For more information on ECotality, visit:

www.theevproject.com



ADDITIONAL LOCAL RESOURCES

For additional information, visit:

www.cpuc.ca.gov/PUC/energy/DistGen/sgip/, www.sce.com/business/generating-your-own-power/incentive-program and www.socalgas.com/innovation/self-generation/index.shtml

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.

2016/2017 BUSINESS INCENTIVES AND RESOURCES GUIDE

EB-5 Immigrant Investor Program

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

CITY OF LOS ANGELES MAJOR PROJECT FINANCING

The City of Los Angeles Major Project Financing program was established to facilitate and “gap” finance assistance for large commercial and industrial real estate projects that provide expanded economic opportunities and jobs for low and moderate income residents of the City.

CITY OF LONG BEACH

Long Beach Business Loan Programs

Long Beach Business Loan Programs provide capital to local businesses. The purpose of these business loan programs is to create jobs and stimulate growth. Funds may be used for equipment or property purchase, working capital, and in some circumstances, for start-up costs. Firms unable to obtain financing from conventional sources may apply.

Grow Long Beach Fund Loan Program

Under the Grow Long Beach Fund Loan program, existing businesses may qualify for financing from \$100,000 to \$2 million. Proceeds may be used for working capital, machinery & equipment, tenant improvements and real estate acquisition. Loan made through this program are underwritten by the SBA under its GAF Small Business Lending Company License.

Long Beach Business Loan Program

Loans up to several hundred thousand dollars to existing Long Beach businesses.

For more information on the City of Long Beach Programs, visit:
www.longbeach.gov/financial-assistance/

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.

Long Beach Microenterprise Loan

Provides loans of up to \$25,000 to start-ups and existing businesses.

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.

VALLEY ECONOMIC DEVELOPMENT CENTER

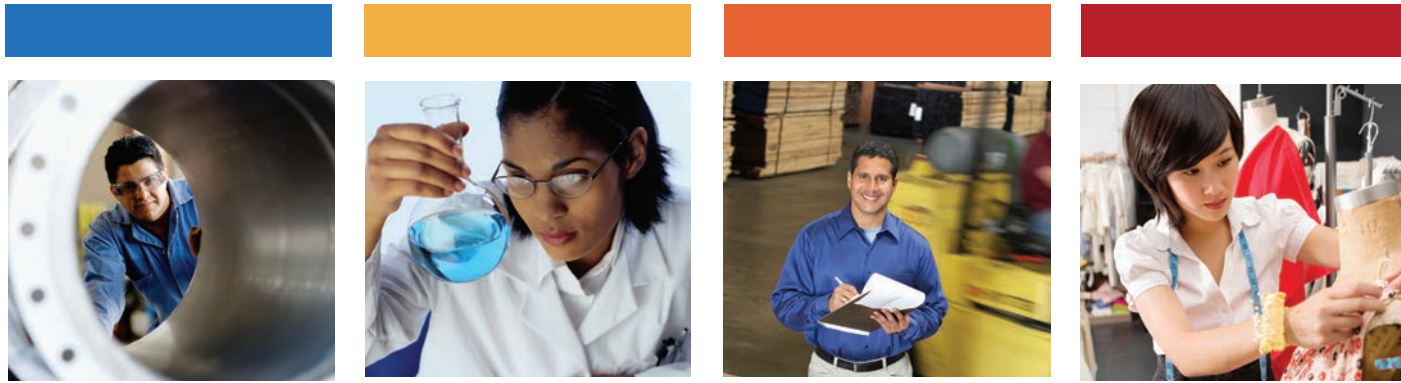
The VEDC provides a variety of loan programs for small, medium, and large businesses in the County of Los Angeles.

- 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 on KIVA Los Angeles, visit:
www.kiva.org

For more information on VEDC, visit: www.vedc.org



Appendix

Additional Business Assistance Resources

California Governor's Office of Business and Economic Development (GO-Biz)
www.business.ca.gov
Staff Directory: www.business.ca.gov/AboutUs/Directory.aspx
 (213) 620-2978
 300 South Spring Street,
 Suite 16701
 Los Angeles, CA 90013

Los Angeles County Economic Development Corporation
www.laedc.org
 (213) 622-4300
 444 South Flower St.,
 37th Floor
 Los Angeles, CA 90071

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

Greater Antelope Valley Economic Alliance
www.socalleadingedge.org
 (661) 945-2741
 1028 West Ave. L-12 #101,
 Lancaster, CA 93534

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

Los Angeles Regional Technology Alliance (LARTA) Institute
www.larta.org
 (213) 694-2826
 606 S. Olive St.,
 Suite 650
 Los Angeles, CA 90014

PACE LA
www.pacela.org
 (213) 353-9400
 1055 Wilshire Blvd.,
 Suite 1475
 Los Angeles, CA 90017

PACE El Monte Office
www.pacelabdc.org
 (626) 442-8668
 11100 Valley Blvd.,
 Suite #208
 El Monte, CA 91731

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

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

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

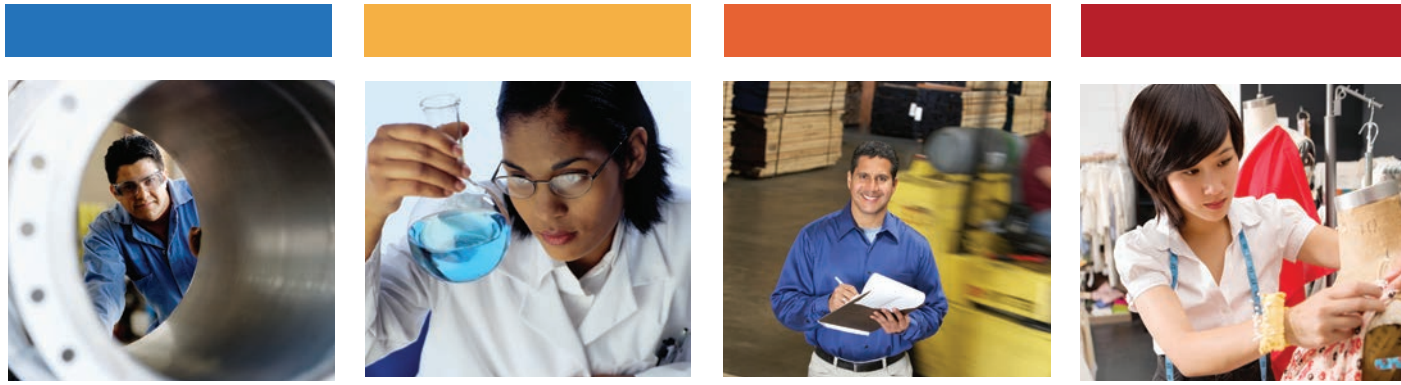
The Valley Economic Alliance
www.thevalley.net
 (818) 379-7000
 5121 Van Nuys Blvd.,
 Suite 200
 Sherman Oaks, CA 91403



Additional Sources for Emerging Technology Funding

www.allegiscapital.com
www.anthemvp.com
www.arcturusvc.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.idealab.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
www.redpoint.com
www.rlhequity.com
www.rusticcanyon.com
www.sba.gov/content/small-business-innovation-research-program
<https://www.sba.gov/smallbusinesstechnologytransfer>
www.sheltercap.com
www.socaltech.com
www.stv.com
www.techcoastangels.com
www.tridentcap.com
www.triumphcapital.org
www.tvccapital.com
www.upfrontventures.com
www.westlakevp.com
www.windwardventures.com



Community Colleges

Antelope Valley Community College www.avc.edu

(661) 722-6300 3041 West Ave. K,
Lancaster, CA 93536

Cerritos College www.cerritos.edu

(562) 860-2451
11110 Alondra Blvd., Norwalk,
CA 90650

Citrus Community College www.citruscollege.edu

(626) 963-8792
1000 W Foothill Blvd.,
Glendora, CA 91741

College of the Canyons www.canyons.edu

(661) 259-7800
26455 Rockwell Canyon Rd.,
Santa Clarita, CA 91355

East Los Angeles College www.elac.edu

(323) 265-8650
1301 Avenida Cesar Chavez,
Monterey Park, CA 91754

El Camino College www.elcamino.edu

(310) 532-3670
16007 Crenshaw Blvd.,
Torrance, CA 90506

El Camino College Compton Center www.compton.edu

(310) 900-1600
1111 E. Artesia Blvd.,
Compton, CA 90221

Glendale Community College www.glendale.edu

(818) 240-1000
1500 North Verdugo Rd.,
Glendale, CA 91208

Long Beach City College 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 www.lacitycollege.edu

(323) 953-4000
855 N. Vermont Ave.,
Los Angeles, CA 90029

Los Angeles Harbor College www.lahc.edu

(310) 233-4000
1111 Figueroa Pl.,
Wilmington, CA 90744

Los Angeles Mission College www.lamission.edu

(818) 364-7600
13356 Eldridge Ave.,
Sylmar, CA 91342



Community Colleges

Los Angeles Southwest College www.lasc.edu

(323) 241-5225
1600 West Imperial Hwy.,
Los Angeles, CA 90047

Los Angeles Trade-Technical College www.lattc.edu

(213) 763-7000
400 W. Washington Blvd.,
Los Angeles, CA 90015

Los Angeles Valley College www.lavc.edu

(818) 947-2600
5800 Fulton Ave.,
Valley Glen, CA 91401

Mount San Antonio College www.mtsac.edu

(909) 274-7500
1100 North Grand Ave.,
Walnut, CA 91789

Pasadena City College www.pasadena.edu

(626) 585-7123
1570 E. Colorado Blvd.,
Pasadena, CA 91106

Pierce College www.piercecollege.edu

(818) 347-0551
6201 Winnetka Ave.,
Woodland Hills, CA 91371

Rio Hondo College www.riohondo.edu

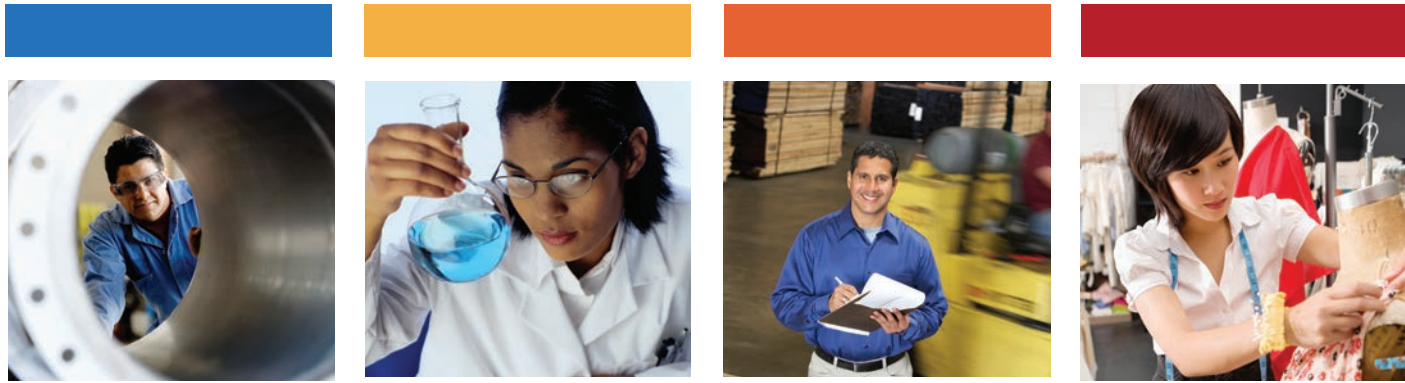
(562) 699-1651
3600 Workman Mill Rd.,
Whittier, CA 90601

Santa Monica City College www.smc.edu

(310) 434-4000
1900 Pico Blvd.,
Santa Monica, CA 90405-1644

West Los Angeles College www.wlac.edu

(310) 287-4200
9000 Overland Ave.,
Culver City, CA 90230



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:** Doug Cohen, Administrator at dcohen@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,
3801 West Temple Ave., Bldg. #55,
Pomona, CA 91768

- **Facility:** Facility: 51,600 square feet; Leasable space
- **Eligibility:** Early stage emerging to medium-size 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:** Sandra Vaughan-Acton, Director, Real Estate Development at vaughanacton@cpp.edu or (909) 869-3154. For more information, visit: www.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: www.coloft.com

The HUB Los Angeles (HUBLA)

830 Traction Ave., #3A,
Los Angeles, CA 90013

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

Advanced Technology Incubator

26455 Rockwell Canyon Rd.,
Santa Clarita, CA 91355

- **Contact:** Joe Klocko at Joe.Klocko@canyons.edu or 661-362-3144. For more information, visit: www.canyonsecondev.org/businessunits/ati



Incubators

Idealab

30 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

4801 Wilshire Blvd, Suite 104,
Los Angeles, CA 90010

- **Eligibility:** Korean companies.
- **Contact:** (310) 532-8700 (telephone); (310) 532-8799 (fax); or visit www.kotrala.com/services/business-incubation

LA CleanTech Incubator

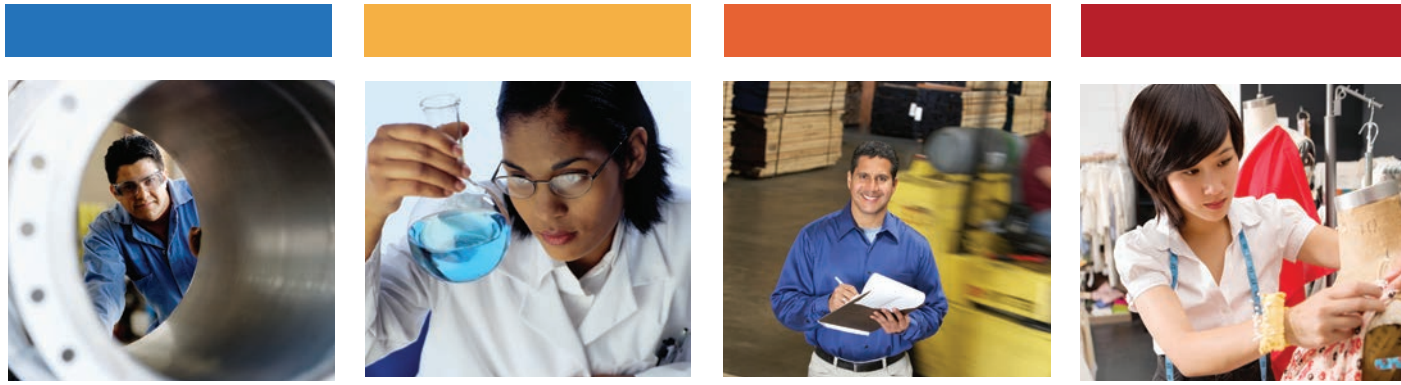
411 S. Hewitt St.,
Los Angeles, CA 90013
(temporary location)

- **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

Lab-Launch Inc.

605 East Huntington Dr, #103
Monrovia CA 91016

- LabLaunch-Monrovia operates an 11,000SqFt facility featuring shared biotech laboratories, shared research equipment, open office and private meeting space in the heart of the San Gabriel Valley.
- Our mission is to enable LA area scientists and entrepreneurs to develop their ideas in affordable, high-quality lab facilities, with access to services and a supportive innovation community to accelerate their success.
- **Contact:** Llewellyn Cox, CEO (626) 408-2203 <http://lablaunch.org> TheLabLaunch@gmail.com



Incubators

Long Beach Tech

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

- Contact: Ali Kohani at ali@labretore.com or visit www.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 www.pasadenaenterprise.org

PortT echLA

302 W. 5th St. Suite 200,
San Pedro, CA 90731

- **Contact:** Call 310-519-1801 or visit 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

1215 El Prado Ave.,
Torrance, CA 90501

- **Contact:** (562) 688-2709 or visit: www.thesbec.org

Vermont Slauson Business Enterprise Center

1130 W. Slausen Ave.,
Los Angeles, CA 90044

- **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)

www.cocsbdc.org

(661) 362-5900

26455 Rockwell Canyon Rd.,
Santa Clarita, CA 91355

SBDC at El Camino College

www.southbaysbdc.org

(310) 973-3177

13430 Hawthorne Blvd.,
Hawthorne, CA 90250

SBDC at Long Beach City College

www.longbeachsbdc.org

(562) 938-5100

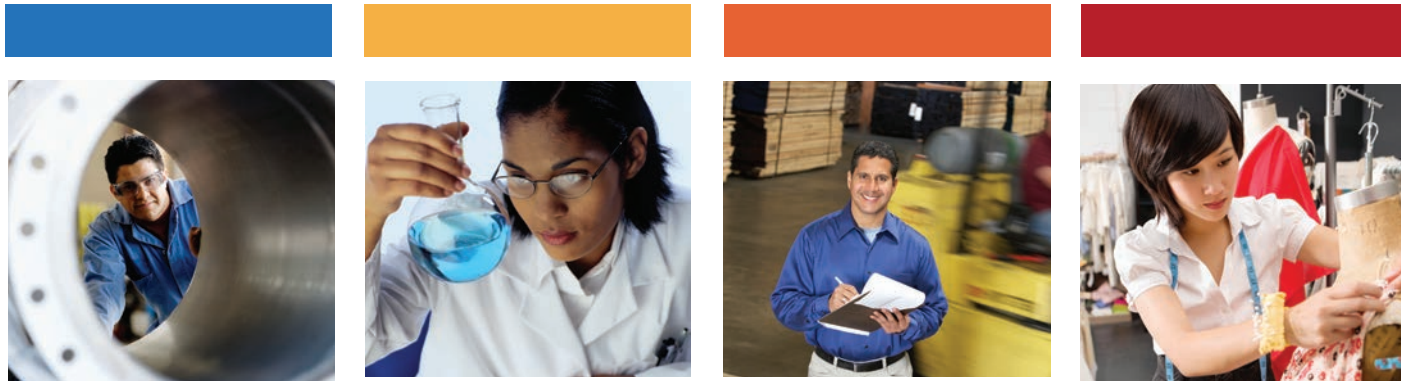
4900 E. Conant St., Bldg. O2,
Suite 108, Long Beach, CA 90808

Pacific Coast Regional SBDC

www.prcorp.org

(213) 739-2999

3255 Wilshire Blvd., Suite 1501,
Los Angeles, CA 90010



WorkSource Centers/America's Job Centers of California
www.worksourcecalifornia.com

ANTELOPE VALLEY and SANTA CLARITA AREAS

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

Antelope Valley WorkSource Center
www.worksourcecalifornia.com/centers/locations/antelope.htm
 (661) 726-4128
 1420 West Avenue I,
 Lancaster, CA 93534

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

South Valley WorkSource Center
www.cityofpalmdale.org/svwc
 (661) 265-7421
 38510 Sierra Highway
 Palmdale, CA 93550

BURBANK/GLENDALE/PASADENA AREA

Foothill Workforce Investment Board
www.fwibworks.org
 (626) 796-5627 1207
 East Green St., Pasadena, CA 91106

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

CENTRAL AND EAST LOS ANGELES AREA

Boyle Heights/ East WorkSource Center ResCare Workforce Services
 (323) 267-5930
 1505 E. 1st Street,
 Los Angeles, CA 90033

Downtown/Pico Union WorkSource Center Pacific Asian Consortium in Employment
 (323) 267-5930
 1055 Wilshire Blvd., #900 A
 Los Angeles, CA 90017

WorkSource Centers/America's Job Centers of California
www.worksourcecalifornia.com

Hollywood WorkSource Center Managed Career Solutions, Inc.
 (323) 454-6100
 4311 Melrose Ave.,
 Los Angeles CA 90029

Los Angeles Public Library Center (located within the Business & Economics Department)
 630 W. 5th Street, Lower Level 1
 Los Angeles, CA 90071

Northeast Los Angeles WorkSource Center Goodwill Industries of Southern California
 (323) 539-2000
 342 North San Fernando Rd.,
 Los Angeles, CA 90031

Wilshire-Metro WorkSource Centers Community Career Development, Inc.
 (213) 365-9829
 3550 Wilshire Blvd., Suite 500,
 Los Angeles, CA 90010

EAST LOS ANGELES COUNTY AREA

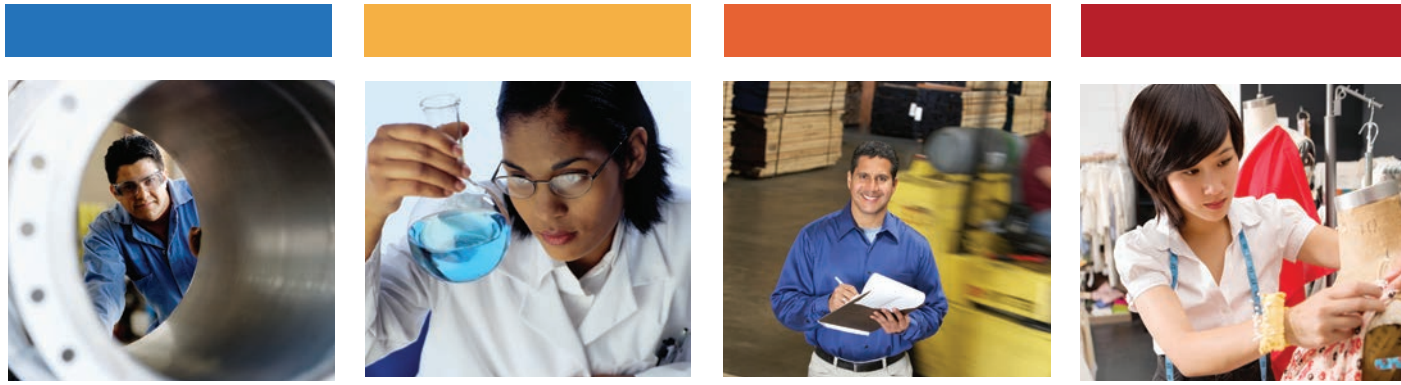
Central San Gabriel Valley WorkSource Center
www.worksourcecalifornia.com
 (626) 258-0365
 11635 Valley Blvd., Unit G;
 El Monte, CA 91732

City of Pomona L.A. Urban League WorkSource Center
www.laul.org
 (323) 596-2700
 5401 Crenshaw Blvd.,
 Los Angeles, CA 90008

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

Managed Career Solutions, Inc./MCS/ API Mini-Career Center
www.worksourcecalifornia.com
 (323) 887-7122
 5301 Whittier Blvd., 2nd Floor,
 Los Angeles, CA 90022

MCS-North-East San Gabriel Valley Worksource Center
 626-284-9715
 2550 West Main St, Ste. 101
 Alhambra, CA 91801
 Contact: Ripsime Markaryan, Director
rmarkaryan@mcs-careergroup.com



WorkSource Centers/America's Job Centers of California
www.worksourcecalifornia.com

WorkSource Centers/America's Job Centers of California
www.worksourcecalifornia.com

SAN FERNANDO VALLEY AREA

**Canoga Park/South Valley
WorkSource Center
ResCare Workforce Services**
 (818) 596-4448
 21010 Vanowen St.,
 Canoga Park, CA 91303

**Pacoima/North Valley
WorkSource Center
Youth Policy Institute, Inc.**
 (818) 492-4065
 11623 Glenoaks Blvd.,
 Pacoima, CA 91331

**Sun Valley WorkSource Center
El Proyecto Del Barrio, Inc.**
 (818) 890-9400
 9024 Laurel Canyon Blvd.,
 Sun Valley, CA 91352

**West Valley WorkSource Center
Build Rehabilitation Industries**
 (818) 701-9800
 9207 Eton Ave.,
 Chatworth, CA 91311

SOUTH BAY AREA

**Community Career Link WorkSource
Center**
www.worksourcecalifornia.com
 (310) 762-1101
 2909 East Pacific Commerce Dr.,
 Compton, CA 90221

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

**South Bay One-Stop Businesses &
Career Center Beach Cities**
www.southbay1stop.org
 1611 S. Pacific Coast Highway,
 Suite 104,
 Redondo Beach, CA 90277

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

**South Bay One-Stop Businesses &
Career Center Gardena**
www.southbay1stop.org
 (310) 538-7070
 16801 S. Western Ave.,
 Suite A, Gardena, CA 90247

**South Bay One-Stop Businesses &
Career Center Carson**
www.southbay1stop.org
 (310) 233-4888
 3 Civic Plaza Dr./
 801 E. Carson St., Suite 107,
 Carson, CA 90745

**South Bay Workforce Investment
Board**
www.sbwib.org
 (310) 970-7700
 11539 Hawthorne Blvd., Suite 500,
 Hawthorne, CA 90250

**WEST, SOUTH LOS ANGELES
AND HARBOR AREAS**

**Crenshaw WorkSource Center
Los Angeles Urban League**
 (323) 596-2700
 5401 Crenshaw Blvd.,
 Los Angeles, CA 90043

**Harbor Gateway WorkSource Center
Pacific Gateway WIN**
 (310) 732-5700
 1851 N. Gaffey St., #F,
 San Pedro, CA 90731

**South Los Angeles
WorkSource Center
UAW - Labor Employment and
Training Corporation**
 (323) 730-7900
 3965 South Vermont Ave.,
 Los Angeles, CA 90037

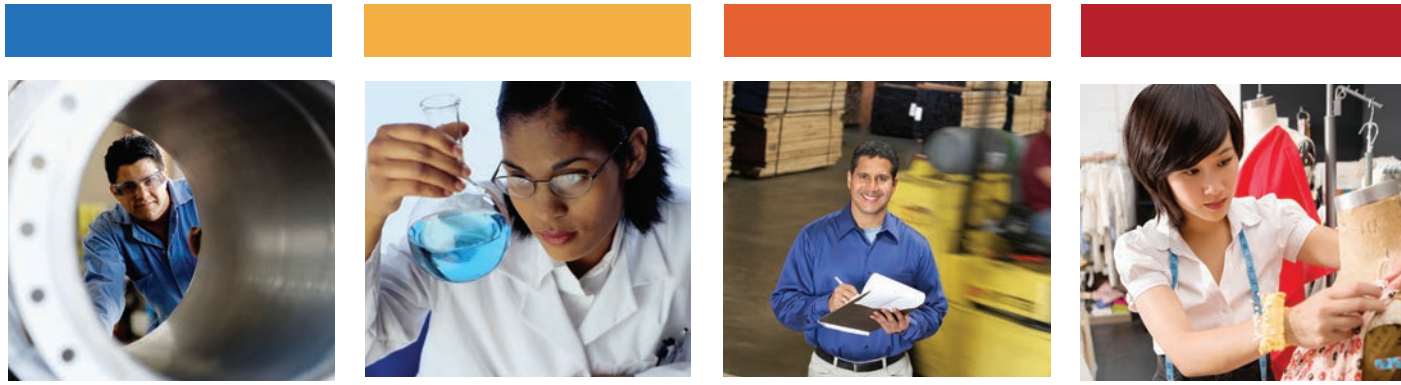
**Southeast Los Angeles
WorkSource Center
Watts Labor Action Committee**
 (323) 563-4702
 10950 S. Central Ave.,
 Los Angeles, CA 90059

**Vernon Central /LATTC
Worksource Center
Coalition for Responsible Community
Development
(at LA Trade-Tech College)**
 400 W. Washington Blvd.,
 Los Angeles, CA 90015

**Watts/Los Angeles WorkSource
Center
Imperial Courts**
 (323) 249-7751
 2220 E. 114th St.,
 Los Angeles, CA 90059

**West Adams WorkSource Center
Asian American Drug Abuse
Program, Inc.**
 (323) 293-6284
 2900 Crenshaw Blvd.,
 Los Angeles, CA 90016

**West Los Angeles
WorkSource Center
Jewish Vocational Services**
 (310) 309-6000
 13160 Mindanao Way, Suite 240,
 Marina Del Rey, CA 90292



WorkSource Centers/America's Job Centers of California
www.worksourcecalifornia.com



Top Ten Accelerators in L.A. County

www.amplify.la

www.fi.co

www.idealab.com

www.k5launch.com

www.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, www.scorela.org/counselor/locations.asp for counselor locations.

The South Bay Entrepreneurial Center

www.thesbec.org
(562)-688-2709
1108 Sartori Ave., Torrance, CA 90501

The Valley Economic Alliance www.thevalley.net/businesses/news/business-assistance-program

(818) 379-7000
5121 Van Nuys Blvd., Ste. 200;
Sherman Oaks, CA 91403

Valley Economic Development Center

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

www.pacelabdc.org
(213) 353-9400
1055 Wilshire Blvd., Suite 900-B,
Los Angeles, CA 90017

East Los Angeles

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

Harbor

www.mcscalifornia.com
(310) 221-0644 455 W. 6th St.,
San Pedro, CA 90731

North Valley

www.vedc.org
(818) 907-9977
5121 Van Nuys Blvd., 3rd Floor,
Van Nuys, CA 91403

South Los Angeles

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

South Valley

www.iconcdc.org
(818) 894-8800
8248 Van Nuys Blvd.,
Panorama City, CA 91402

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



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION