



**LOS ANGELES COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION



Improving lives by enhancing  
economic opportunity



**“LAEDC actively supports the aerospace industry and addresses challenges so that businesses can grow and create jobs.”**

BRET JOHNSEN  
Chief Financial Officer  
SpaceX

**SINCE 1981**, the Los Angeles County Economic Development Corporation (LAEDC) has worked tirelessly to meet every L.A. County resident’s basic human need for a job. We serve the ten million people of our county’s 88 cities and 100+ unincorporated communities through our free business assistance and attraction programs, economic research and analysis, real estate advisory services, trade and investment assistance and public policy leadership.

We look to the future to support emerging growth and innovation industries that will create the jobs of tomorrow and give critical support to the key industry clusters driving L.A.’s job growth today. And we continually improve our region’s ability to compete and succeed globally. LAEDC members and partners include our region’s largest corporate employers and most innovative small businesses, philanthropic organizations and non-profits, county and city governments, research institutes and leading colleges and universities. Together, we address the issues affecting economic growth and job creation, and set the greater L.A. region on a sustainable path as a major force in the world economy.





L.A. County's  
future prosperity

It's about parents looking  
across the dinner table,  
knowing they are able to  
provide for their families.

It's about students learning  
the right skills to build careers  
in growing industries.

And it's about job creation,  
which sets the foundation for  
healthy families and thriving,  
equitable communities.

At the LAEDC, we work to  
make all these things happen.

## 1

## UNDERSTANDING THE DYNAMIC L.A. ECONOMY

Research and analysis is a foundation for what we do, led by our two research centers, which study where the jobs are today and foresee where they will be tomorrow. *The LAEDC Kyser Center for Economic Research* provides reliable forecasts, relevant data and insightful perspectives to help Southern California understand and take advantage of emerging economic trends. We assess the global economy relative to L.A. County, examine employment trends and provide timely economic reports to decision-makers.

The *LAEDC Institute for Applied Economics* provides in-depth market intelligence and independent analysis on the key industry clusters that propel our regional economy. This analysis helps guide workforce development initiatives and effective public policy and quantifies economic impacts. Public and private organizations seek customized, objective studies from the Institute to inform their decisions.



**“We all know the importance of the entertainment industry to the local economy, but LAEDC’s analysis helped quantify the benefits of the Film and Television Tax Credit and gave us workable solutions to retain jobs in the region. It was just the ammunition we needed to bring to Sacramento.”**

HASAN IKHRATA, Executive Director  
Southern California Association of Governments

## 2

## HELPING COMPANIES GROW AND CREATE JOBS

With local industry sector expertise and deep connections throughout L.A.’s different communities, the LAEDC provides services to small businesses and global corporations to help them thrive, grow and succeed in our region. These are just a few ways we help businesses:

### Free business services to create and retain jobs

Since 1996, our award-winning Business Assistance Program has assisted in creating and retaining over 200,000 jobs in L.A. County. Through this free, confidential program, businesses receive help in site selection; accessing capital; identifying incentives and workforce training funds; streamlining the permitting process; reducing costs and implementing best practices in hiring, manufacturing and more.

### Expanding to global markets and attracting foreign investment

Our subsidiary, the World Trade Center Los Angeles, combines public and private resources to help L.A. businesses expand into international markets and promotes L.A. County as a destination for foreign investment to attract capital, jobs and investment for the region. And our EB-5 Immigrant Investor program has raised hundreds of millions of dollars for regional firms.

### Helping decision makers encourage job growth

Our Public Policy team helps educate decision-makers on programs, policies and projects that will grow quality jobs in L.A. County while balancing our goals of social and environmental stewardship. We lead collaborative initiatives such as the SoCal Jobs Defense Council, which protects and promotes regional aerospace and defense; e4 Mobility Alliance, which supports our emerging advanced transportation industries; and we created and continue to host the Southern California Leadership Council, which mobilizes former California governors and leading CEOs to address complex state issues. The LAEDC policy team tackles pressing issues, including job-creating incentives, industrial land preservation, trade facilitation, critical infrastructure delivery and regulatory and tax relief.



**“LAEDC has helped us broaden the connection with business and industry, which allows our college leaders to develop new educational options including stackable certificates and career pathway models. With LAEDC’s partnership, the deeper understanding of emerging industry trends helps our colleges deliver relevant educational options so our grads compete for better jobs and employers and growth industries find the skilled workers they need.”**

DR. CHITO CAJAYON  
Vice Chancellor at Los Angeles  
Community College District  
LAEDC member since 2000

To create lasting prosperity, we bring together our region’s major stakeholders to plan, collaborate and innovate.

#### **Building consensus on the region’s growth strategy**

The LAEDC led the development of the first-ever, consensus-driven Strategic Plan for Economic Development in L.A. County. With input from 1,080 stakeholders and organizations, and endorsed by all five L.A. County supervisors and 84 cities, the five-year Strategic Plan has spurred regional progress on five goals: prepare an educated workforce; create a business friendly environment; enhance our quality of life; implement smart land use; and build 21st century infrastructure. This critical work continues as the 2016-2020 Strategic Plan is developed and implemented.

#### **Nurturing L.A.’s innovation economy**

The Innovate Los Angeles (inLA) initiative brings together leaders from L.A.’s entrepreneurial, technology and creative communities to accelerate and promote the region’s robust innovation eco-system. The LAEDC created and hosted Los Angeles Innovation Week, and, in partnership with USC, UCLA and UC Irvine, the LAEDC coordinates Blackstone LaunchPad serving over 100,000 Southern California students as part of a national model for fostering entrepreneurship in higher education.

#### **Activating under-utilized public land**

Our Public Landowners Assistance Network works with L.A. County and its 88 cities to activate underutilized public land to create jobs and help redevelop communities through real estate and financing solutions.

#### **Transforming the skills of our workforce**

By bringing together leaders from business, education, our cities and the County, LAEDC has helped change the way local businesses, schools and workforce investment boards work together to align education priorities with the job skills most in-demand in our region’s growing industry clusters.



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The LAEDC is a private, non-profit  
501c3 with a public-benefit mission.



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