



# LACountyBusinessConnect

Helping Business Thrive in LA County

## County of Los Angeles Department of Consumer and Business Affairs—Working for Business

**The Department of Consumer and Business Affairs (DCBA)** is an L.A. County department dedicated to helping businesses grow. The DCBA:

- ✓ **Fosters growth** through education and financial assistance
- ✓ **Encourages entrepreneurship** by helping businesses turn an idea into a successful business
- ✓ Connects your products and services to valuable **contracting opportunities**



Here are some programs designed to help businesses stay and thrive in L.A. County:

### Small Business Concierge

For those who are just starting out with their business, or maybe do not have a business plan, the DCBA offers the small business concierge.

- The concierge directs prospective business owners to the tools required to navigate the complex process of opening a business in L.A. County
- Provides counseling services
- Assists in developing business plans
- Assists with researching and choosing business names
- Shows how to find funding and much more

Visit DCBA's website at [dcba.lacounty.gov](http://dcba.lacounty.gov)  
[Choose Small Biz eConcierge to start a request.](#)

\*Information courtesy of the [DCBA](http://DCBA). \*\*[file.lacounty.gov](http://file.lacounty.gov)

### Procurement

Did you know L.A. County has a goal to increase the number of contracts awarded to small businesses? It is called the Contracting Connections Program. Developed by the Los Angeles County Board of Supervisors and updated December 8, 2016, it consists of a four-year small business utilization plan to grow and strengthen the region's economy.

As a business, all you have to do is **Certify, Connect, and Grow**.\*

The County's goal is to increase the percentage of contracts that go to certified local small businesses to 25% and disabled veteran businesses to 3%, which is close to **one billion dollars yearly**.\*\*

*"The County wants more small businesses to get these contracts! The County buys everything from office supplies, computers, amusement services and more. Bidding for County contracts is a great way for businesses to supplement their income."*

**Kimberly Briggs,**  
Public Information Assistant, DCBA

Take the first step and [register as a vendor with Los Angeles County today](#).

## UPCOMING WORKSHOP

Check DCBA's [calendar of events for workshops and programs of interest](#).

**Small Business Owners:** Meet and build relationships with County Small Business Advocates and Procurement Personnel.

**Date: February 9, 2017 - 8:30AM - 12:30PM**  
**REGISTRATION IS REQUIRED!** [Use this link to register.](#)

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LAEDC Success Story highlights:

**Optical manufacturer saves jobs in Covina.**

Learn more about:

**The small business initiative to help businesses grow in L.A. County.**

# LAEDC Success Story Priom, Inc. of Covina



**Priom** is a small family-run business that manufactures replacement and fiber-optic parts for endoscopes. The business

started out of a garage in 2005 and now is one of the few companies that designs unique systems and optics in the delicate field of endoscopy.

**The Challenge.** With each order requiring specialized attention, Priom found it difficult to add new orders atop its usual production load. Forced to turn business away due to limited capacity, equipment and manpower, additional production capability and new areas to store inventory were needed. Financial assistance was needed to help the company to expand and invest in more equipment and more people.



## LAEDC Regional Economic Development (RED) team assistance.

The LAEDC District Manager conducted a needs assessment and identified the following RED Team members as part of the lineup to help Priom retain and expand their operations:

- **Los Angeles Community Development Commission (LACDC)** issued the company a small business loan
- **California Manufacturing Technology Consulting (CMTC)** provided consulting for space utilization, cost reduction and lean manufacturing
- **South Bay Workforce Development Board (WDB)** assisted with **Transitional Subsidized Employment (TSE)** program to hire new employees
- **Export-Import Bank of the United States (EXIM)** assisted with potential export insurance coverage
- **LAEDC** provided strategic advisory and reviewed available programs and incentives including R&D Tax Credit, California Competes and Partial Sales Tax exemption. LAEDC will be conducting site searches for future expansion

These solutions are helping Priom find ways to better utilize their existing space and reduce costs. With new funding the company is able to retain their five employees and hopes to hire two to three more employees this year.

**ALL OF THESE SERVICES WERE PROVIDED AT NO COST.**

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## Small Business Initiative

Do you own a small business in Los Angeles County? [Through the Small Business Initiative](#), DCBA helps your business save money, make money and grow during the minimum wage increases.

**The Small Business Initiative** is a five-year program created in 2016 to assist businesses during the new wage increases\* and includes loans and grants from the Los Angeles County Community Development Commission, assistance applying for County contracting opportunities and more.

[You can see the resource guide here.](#)

\*The minimum wage increased in unincorporated areas of the County July 1, 2016 and will eventually hit \$15 in 2020 (2021 for small businesses).

## The LAEDC Business Assistance Program (BAP) Team is here to assist you.

The award-winning LAEDC Business Assistance Team's goal is to provide excellent customer service to businesses both small and large. Businesses are facing a variety of challenges as well as opportunity, but how to get there? We can conduct a needs assessment and assemble the right lineup to help you succeed. We are with you every step of the way.



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

*Partnering for business.*

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

Just a few ways we can help:

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

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

Visit [www.laedc.org/our-services/business-assistance-layoff-aversion/](http://www.laedc.org/our-services/business-assistance-layoff-aversion/) or call **888-4-LAEDC-1**

## CONNECT WITH US!

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

Call **888-4-LAEDC-1** Or visit [LAEDC.org/business-assistance](http://LAEDC.org/business-assistance)



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**WORKFORCE DEVELOPMENT,  
AGING AND COMMUNITY  
SERVICES (WDACS)**

