



**LOS ANGELES COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION

*Coalition of One - Economy for All*



**WORLD TRADE CENTER®**  
**LOS ANGELES**

# Life Sciences Market Entry

A comprehensive resource for U.S. and international life sciences companies evaluating establishment or expansion in Los Angeles County, the 15<sup>th</sup> largest economy in the world and the gateway to the United States market.

# Sections

- 1** Why Los Angeles
- 2** Life Sciences in Los Angeles
- 3** Life Sciences Ecosystem
- 4** Establishing Your Business
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- 6** White Glove Service

SECTION ONE

# Why Los Angeles

The world's fifteenth-largest economy and a global hub in life sciences innovation, talent, and private capital investment.

**15th**

Largest Economy  
In The World (LA Region)

**\$1.8T**

GDP of LA Region  
in 2025

**40%**

Proportion of All US  
Imports Via Ports in LA

**10M+**

LA County Population And  
Most Diverse US County



## REGIONAL MOMENTUM & OPPORTUNITY

- Active VC funding landscape **supports \$7.7B in venture funding raised by 589 Greater LA life sciences** companies between 2022 and Q3 2025.
- Greater LA directly indirectly **supports 195,373 jobs across its life sciences ecosystems**, more than any region in the state.
- LA is the **#1 US gateway city for Asian life sciences** companies entering the North American market.



## UNMATCHED SCALE

- LA County is biggest driver of California's **\$4.25T GDP** (5th largest in the world).
- Ports in region support state's **\$676B two-way trade volume** (2<sup>nd</sup> largest in the US).
- California companies raised **32% of all US VC deals** in 2025.



## LIFE SCIENCES MANDATE

- **Life Sciences** prioritized sector in California's Jobs First economic blueprint.
- **\$268M** invested in strategic projects statewide under Jobs First.
- State provides **dedicated life sciences business development and support** team.

## PRESENT IN LOS ANGELES COUNTY:

abbvie



GILEAD



GRIFOLS



SECTION TWO

# Life Sciences in Los Angeles

Research, innovation, and industry at scale in a focused, diverse, and invested in region that offers a unique breadth of patient diversity for product validation and deep public health impact.

**3,900+**

Life Sciences  
Companies

*Mature ecosystem of  
partners and  
collaborators already  
operating at scale*

**96K+**

Direct Life Sciences  
Employees Countywide

*An experienced, sector-  
trained workforce  
ready to hire and  
deploy from day one*

**\$1.9B**

NIH & NSF Funding  
#1 CA region in 2025

*World-class research  
institutions as potential  
R&D partners and  
clinical collaborators*

**3,000+**

Life Sciences Graduates  
Produced Annually

*Continuously  
replenishing talent  
pipeline with industry-  
specific training*

## MAJOR REGIONAL SUBSECTORS



Medtech &  
Medical Devices



Biopharmaceuticals  
& Medical Therapies



Biomanufacturing  
& CDMOs



Diagnostics &  
Precision Medicine



Digital Health  
& Biotech



Agriculture &  
Environmental



### CLINICAL SCOPE & CLIENT DIVERSITY

- 5 NCI-designated cancer centers (UCLA Jonsson, City of Hope, Cedars-Sinai, USC Norris, CHLA).
- 10M+ diverse patients across 20+ hospital systems and 150+ federally qualified health centers.
- Significant concentrations of cultural diasporas, allowing for development of products that benefit all populations.



### SPACE AND TALENT ABUNDANCE

- Region has **11.3M square feet of life sciences and R&D lab space ready.**
- Los Angeles Regional Consortium (**19 community colleges**) engaged in supporting employers, educators, and workforce partners
- Regional alignment is in place **between academic bioscience programs and employer needs in high-demand roles.**



SECTION THREE

# LA Life Sciences Ecosystem

Research, innovation, and industry at scale in a focused, diverse, and invested in region that offers a unique breadth of patient diversity for product validation and deep public health impact.

## STATE INVESTMENT COMMITMENT

**\$24M** The California Governor’s Office of Business and Economic Development (GO-Biz) invested \$24M to turbocharge the Los Angeles Life Sciences Ecosystem over two years.



**Catalyzing inclusive economic growth by attracting life sciences companies to Los Angeles and facilitating significant job creation**



**Developing low-interest revolving loan fund to support construction of graduated lab space for life sciences startups in LA County**



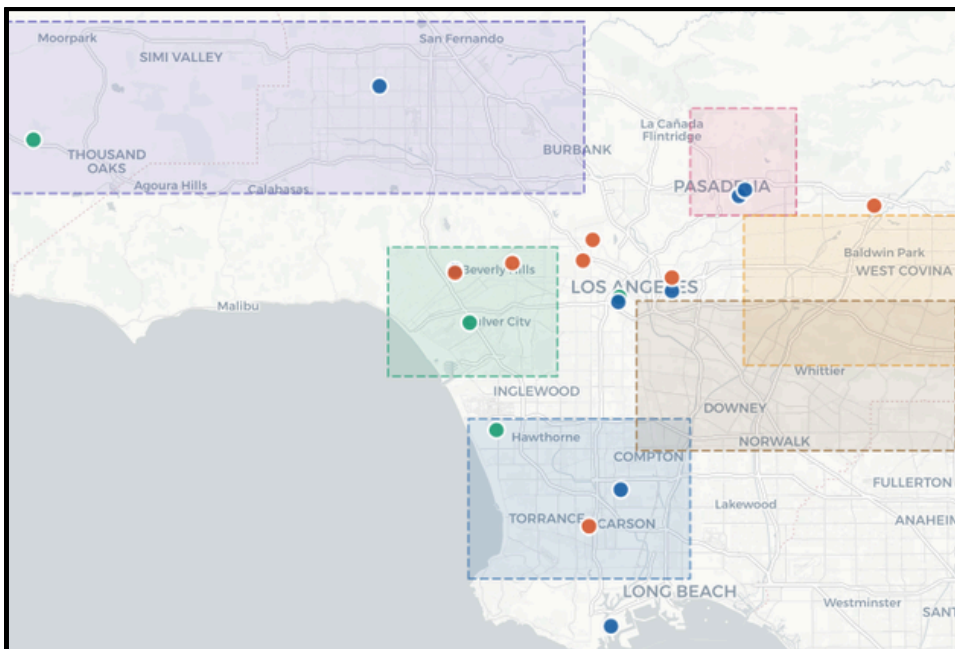
**Expanding life sciences business accelerator providing technical assistance, strategic guidance, and capital to LA County startups**



**Developing ecosystem with shared data, infrastructure, and workforce insight across the LA region in support of regional partners**

## HUBS OF TALENT AND ACCESS

Los Angeles County is home to multiple life sciences hubs, each with dedicated facilities, workforce pipelines, anchor companies, and subanchors that empower companies across the industry.



- San Gabriel Valley**  
MedTech mfg corridor; cleanroom & CDMO facilities; PCC & Citrus College
- Pasadena**  
Caltech ecosystem; bioengineering concentration; City of Hope
- South Bay**  
LAX Biomedical Research District; Harbor-UCLA; logistics infrastructure
- West Los Angeles**  
R&D-to-commercialization corridor; UCLA, Cedars-Sinai, VA Greater LA
- San Fernando & Conejo Valley**  
Amgen HQ; pharma mfg workforce experience; CSUN corridor and pipeline
- Industrial Heartland**  
Big 4 Cities: Vernon, Commerce, City of Industry, Santa Fe Springs

● University / College      ● Hospital / Health System      ● Major Life Sciences Firm

## SECTION FOUR

# Establishing Your Business

The standard market entry pathway for any life sciences company looking to enter the United States. Expansive support systems exist in Los Angeles to guide any company through this entire journey.



### Designate Agent for Service of Process

Hire / identify a California-resident individual to receive and process necessary legal documents. This will be **required** before any registration processes.



### Register with California Secretary of State

File as foreign corporation (existing presence outside CA) or domestic entity via **bizfile Online**. International companies will also need to acquire a **Certificate of Good Standing**.



### Obtain Federal Employer Identification Number

Apply through the **IRS (irs.gov)**. This will be required for all tax purposes, banking, and hiring when conducting business in the United States and Los Angeles.



### CFIUS Review (if applicable)

For some foreign investments in sensitive research or dual-use technology, this will be a required step for operation. Consulting legal counsel is recommended.



### Site Selection

Identify, evaluate, and secure a suitable site or location to establish your operations and production efforts in Los Angeles County.



### Incentive Identification & Navigation

Identify all relevant state and federal incentives available to your company and manage the application process to secure them during the relevant application periods.



### Permitting & Licensing

Obtain all permits, licenses, and regulatory approvals required to legally commence operations. Conduct all necessary inspections and reviews required by relevant agencies.

*Every company's market entry journey is different. Some steps may not apply to your situation, and others may have nuances specific to your industry or country of origin. LAEDC's white-glove service is here to help you navigate exactly what's relevant from your first question through to operational launch.*

# Financial Incentives

California state and federal programs identified and navigated by LAEDC and industry partners at no cost to the company. Life sciences is a state-level (GO-Biz) pilot sector with dedicated incentive support.

## INCOME, PROPERTY, & TAX SUPPORTS

### California Competes Tax Credit

Tax Credit

Up to \$36M per award; 5-year term, 6-year carryforward. \$180M available statewide FY2026. Next window: 07/21/26 - 08/01/26.

### California R&D Tax Credit

Tax Credit

15% credit on qualified in-house R&D; 24% on contract research. No annual cap. Stacks with the federal credit each year.

### Partial Sales Tax Exemption

Tax Credit

3.9375% exemption on manufacturing and R&D equipment purchases

### CAEATFA Sales Tax Exclusion

Tax Credit

Full state + local tax exclusion for advanced manufacturing. Cap \$10M general, \$20M for larger projects.

### Property Tax Abatement (CIIP)

Property

Property tax rebate for qualifying manufacturing facilities valued above \$25M. Administered locally through county and/or city.

## FINANCING, ENERGY, & WORKFORCE

### Industrial Development Bonds

Financing

Up to \$10M low-interest, tax-free financing for facility construction, acquisition, and equipment through IBank.

### Small Business Loan Guarantee

Financing

IBank guarantees up to \$5M (max loan \$20M) for qualifying businesses. VC arm also deploys capital to support investments.

### ED Utility Rate

Financing

Southern California Edison offers 12% utility discount for 5 years for qualifying businesses in SCE territory.

### Employment Training Panel

Workforce

Up to \$850,000 per award for customized employee training (e.g., GMP, biotech technician, QA/QC, regulatory affairs).

### New Employment Tax Credit

Workforce

35% of qualified wages per new hire from designated target groups (veterans, long-term unemployed) in qualifying areas.



**\$1.2B**

California Competes Tax Credits since 2013



**\$2B**

ETP Training Funds Awarded since 1982



**\$200M**

Available Annual Partial Sales Tax Exemption

# White Glove Service

Every engagement is confidential, customized, and at no cost to your company. Contact us for your tailored Los Angeles County opportunity and market entry brief.

- Site selection & supporting introductions
- Incentive navigation & advice
- Workforce and hiring connections
- Industry integration & service provider connections (tax, immigration, finance, etc.)
- U.S. business process & culture advice
- Ongoing strategic support through relocation and incorporation

**Contact LAEDC today**

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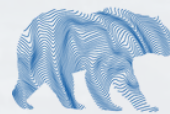


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This guide was produced by Los Angeles County Economic Development Corporation (LAEDC) / World Trade Center Los Angeles in collaboration with the Los Angeles Life Sciences Cluster Partners, with support from the California Governor's Office of Business and Economic Development (GO-Biz) and through funding from California Jobs First Regional Investment Initiative.



**CALIFORNIA**  
BUSINESS AND ECONOMIC DEVELOPMENT

## Los Angeles Life Sciences Cluster Partners



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ECONOMIC DEVELOPMENT CORPORATION  
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department  
of **economic**  
**opportunity**  
COUNTY OF LOS ANGELES



**BioscienceLA**