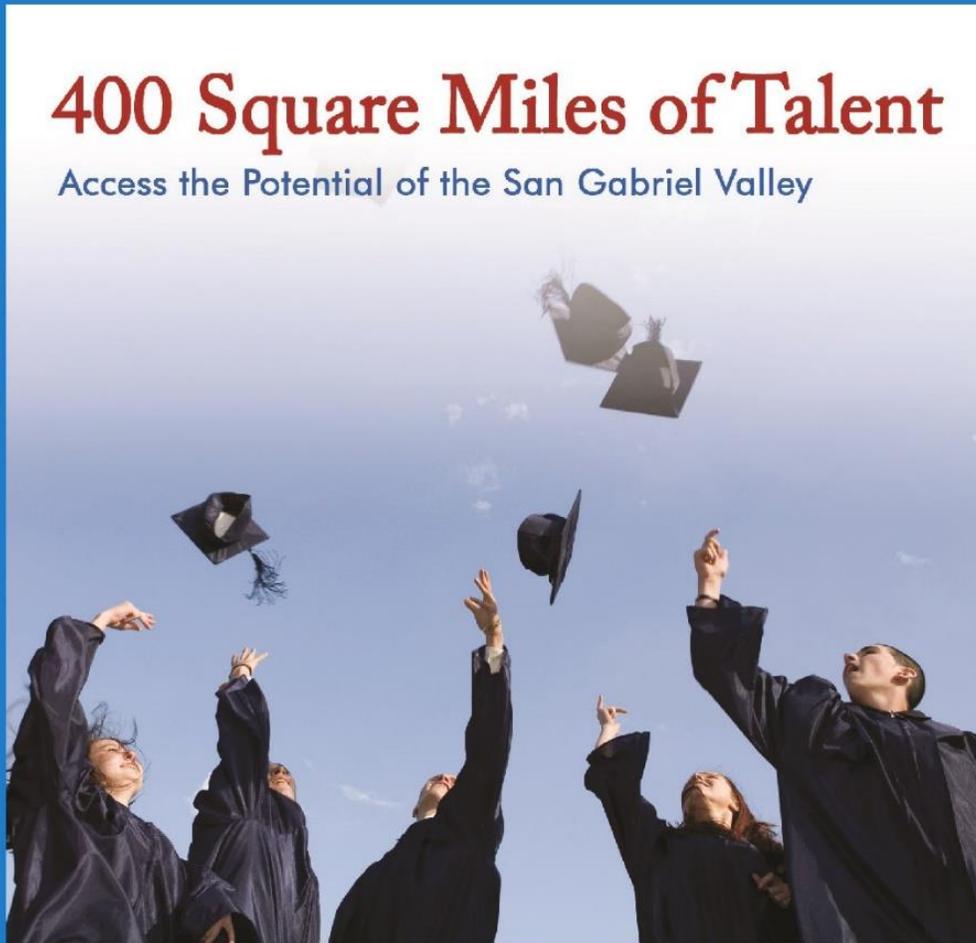


San Gabriel Valley Business Resources Guide

A Summary of Programs, Services,
Incentives and Resources Available for
Businesses in the San Gabriel Valley

400 Square Miles of Talent

Access the Potential of the San Gabriel Valley



LOS ANGELES COUNTY
ECONOMIC DEVELOPMENT CORPORATION

Business Resources Guide

This guide has been prepared by the San Gabriel Valley Economic Partnership and the Los Angeles Economic Development Corporation, both organizations dedicated to promoting the economic vitality of the San Gabriel Valley, to inform businesses of available programs and incentives available for business in the San Gabriel Valley. A brief summary is provided with a link to access more information. For additional assistance call the San Gabriel Valley Economic Partnership at 626-856-3400 and ask to be connected with an Economic Development Manager.

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The San Gabriel Valley

Welcome to the San Gabriel Valley (SGV). Located in Los Angeles County, the SGV is a 385 square mile region that encompasses 31 cities, 1.8 million residents, 605,000 employees, and 70,000 businesses. It offers everything a company needs for doing business. A diverse, skilled workforce supports a variety of business types, from small entrepreneurs to major corporate companies. Prestigious academic institutions provide stellar candidates and educational opportunities to help businesses reach their goals. Lower commercial lease rates offer businesses room to expand. A central location, well-served mass transportation system and seven major freeways put businesses just minutes away from two major international airports, the nation's two busiest container ports, and workers in all parts of Southern California.

In just the last few years eight San Gabriel Valley cities – Alhambra, Azusa, Duarte, Glendora, Monrovia, Pasadena, San Gabriel and West Covina – have been recognized by the Los Angeles County Economic Development Corporation as “Business Friendly Cities.”

Steeped in history, the SGV is a safe, high-quality environment in which to live, work and raise a family.

I. State of California Tax Credit Programs

Manufacturing Sales and Use Tax Exemption

A statewide sales tax exemption on manufacturing equipment or research and development equipment purchases by companies engaged in manufacturing or biotechnology research and development including food processing equipment, food processing R&D equipment, manufacturing R&D equipment, biotech manufacturing and R&D equipment and necessary tenant improvements (ex: clean rooms for biotech, manufacturing, etc.). A business will be allowed to exclude the first \$200 million equipment purchases from the state share of sales tax (4.19%) beginning on July 1, 2014. http://www.boe.ca.gov/sutax/manufacturing_exemptions.htm

Hiring Credit

This program is available for businesses located in census tracts with the 25% highest share of both unemployment and poverty in the state. The hiring credit is available for hiring long-term unemployed workers, veterans within 12 months of separation from service, people receiving the Federal earned income tax credit, ex-offenders and recipients of CalWorks or general assistance. The hiring credit will only be allowed to taxpayers who have a net increase in jobs. The credit is on 35% of wages above \$12 an hour & up to \$28 an hour (or above \$10 an hour base in limited pilot areas) for a period of five years. The hiring credit is available for employees hired between January 1, 2014 and January 1, 2021.

<http://www.business.ca.gov/Portals/0/AdditionalResources/Reports/GEDIV2.2013.pdf>

California Competes Credit

Businesses will have the opportunity to compete for available tax credits. 25% of these credits will be designated for small businesses. Criteria for competition includes the number of jobs to be created or retained, the extent of poverty in a business development area, a minimum compensation limitation and a set job retention period. The Governor's business office anticipates it will begin accepting applications during the first quarter of 2014.

<http://www.business.ca.gov/Portals/0/AdditionalResources/Reports/CA%20Economic%20Development%20Initiative.July%202013.pdf>

Research & Development Tax Credit

A tax credit may be available for the incremental increase in Research and Development spending a business has within a year. The credit is 15% on state income for work performed in-house or 24% for work performed by an outside firm. To qualify, research must be conducted within California and must not include research for the purpose of improving a commercial product for style, taste, cosmetic or seasonal design factors. The credit is applied to the incremental increase in Research and Development spending for the year.

www.ftb.ca.gov/forms/misc/1082.pdf

New Jobs Tax Credit

The State provides a \$3,000 tax credit for each new full-time employee hired by a business that employed 20 or less people on the last day of the preceding taxable year. The credit is prorated on an annual full-time equivalent basis for employees employed less than a full year.

https://www.ftb.ca.gov/businesses/New_Jobs_Credit.shtml

California Film & Television Tax Credit

This tax credit incentive program is available to qualified motion pictures. \$100 million has been allocated annually beginning in fiscal year 2009-2010 through 2016-2017 on a first-come first-served basis. The program allows a 20% tax credit for qualified production related expenses against State income taxes. The program offers a special 5% additional tax credit bonus for those TV series that return from out of state and to "independent films."

<http://www.film.ca.gov/Incentives.htm>

California Alternative Energy and Advanced Transportation Sales and Use Tax Exclusion Program

The California Alternative Energy and Advanced Transportation Financing Authority provides a sales and use tax exclusion for advanced manufacturers and manufacturers of alternative source and advanced transportation products, components or systems. The tax exclusion applies to the purchase of manufacturing equipment used in the design, manufacture, production or assembly of advanced transportation technologies, energy efficiency or alternative source technologies, and a range of other high-tech products.

<http://www.treasurer.ca.gov/caeatfa/ste/index.asp>

II. State of California and Local Financing Programs

Industrial Development Bonds (IDBs)

IDB financing is a financing option available for the acquisition of manufacturing facilities and equipment. IDBs provide a method for middle market manufacturers to access the private capital markets at tax-exempt rates. The IDB interest rate is lower than bank financing because the interest paid to the investor is exempt from state and federal income tax. A government entity will issue bonds and loan proceeds to the company. The company's obligation to repay the loan is secured by a direct-pay Letter of Credit from a bank rated 'A' or better. IDBs can be issued by the California Infrastructure and Economic Development Bank (I-Bank), cities, counties, and joint powers authorities.

- \$20 million maximum loan
- Interest rate 20-30% below conventional financing rates
- Primary business activity: manufacturing, processing, fabrication
- Primary use: acquisition, construction, rehab, equipment

www.ibank.ca.gov/

California Capital Access Program (CalCAP)

This program encourages participating banks and lending institutions to provide loans to small businesses that fall outside of conventional underwriting standards. Small business owners that have difficulty in obtaining conventional financing may qualify for a CalCAP loan through any CalCAP lender. CalCAP insures loans made by Participating Lenders to small businesses in order to assist their growth efforts with eligible use of fund proceeds to acquire land, construct or renovate buildings, purchase equipment, working capital, energy efficiency improvement projects as well as bridge financing needed prior to obtaining permanent financing (including SBA 504 bridge loans).

<http://www.treasurer.ca.gov/cpcf/calcap.as>

CalCAP Collateral Support (CalCAP CS)

CS pledges cash to cover the collateral shortfall of a loan made by eligible lenders in order to enable financing that otherwise might not be available to a small business. The Collateral Support Program provides up to 40% of the loan value, in the form of a cash deposit, with the possibility of an additional 10% for businesses located in a Severely Affected Community.

<http://www.treasurer.ca.gov/cpcf/calcap/tools/communities.pdf>

California Small Business Loan Guarantee Program (SBLGP)

This program assists businesses with the creation and retention of jobs while encouraging investment in low- to moderate-income communities. The SBLGP enables small businesses to obtain a loan and establish a favorable credit history with a lender so the business may obtain loans in the future without the assistance of the program.

<http://www.bth.ca.gov/sblgp.htm>

The Los Angeles County Community Development Commission

Offers several lending programs ranging from a Micro Loan to a Float Loan Program. Loans vary in size up to \$10 million.

(323) 890-7044, www.lacdc.org/cdcwebsite/er/businessloans.aspx

Valley Economic Development Corporation (VEDC)

VEDC administers Federal, State, County-funded loan programs.

(626) 398-9971, www.vedc.org and www.wheresthemoneyinla.com

State Loan Guarantee Program through Pacific Coast Regional (PCR)

PCR provides financial, educational and consulting services. PCR's financial programs include: loan guarantees, disaster bridge loans, and direct (environmental) loans. Other services include Small Business Seminars, Small Business Consultants Program and Small Business Start-Up Guide.

(213) 739-2999, www.pcrcorp.org

Community Financial Resource Center (CFRC)

CFRC provides financial assistance to businesses located in low-to-moderate census tracts of Los Angeles County. Financing for Micro loans range from \$500-\$30,000 and Expansion Loans range from \$30,000 to \$250,000. CFRC hosts workshops designed to assist new and existing firms develop computer and business management skills.

(323) 233-1900, www.cfrc.net

III. State of California Energy & Environment Programs

Go Solar California

Go Solar California is a state energy campaign that builds on over 10 years of solar rebates offered to customers that fall within California's three investor-owned utility territories: Pacific Gas & Electric; Southern California Edison and San Diego Gas & Electric. For more detail see the Utility Incentive section of this report.

<http://www.gosolarcalifornia.ca.gov/>

Self-Generation Incentive Program (SGIP)

SGIP is a peak-load reduction program that incentivizes the development and commercialization of new, existing and emerging distributed energy resources by providing rebates for qualified distributed energy systems installed on the customer's side of the utility meter.

<http://www.cpuc.ca.gov/PUC/energy/DistGen/sgip>

Energy Innovations Small Grant Program

The Energy Innovations Small Grant (EISG) Program provides up to \$95,000 for hardware projects and \$50,000 for modeling projects to small businesses, non-profits, individuals and academic institutions to conduct research that establishes the feasibility of new, innovative energy concepts.

<http://www.energy.ca.gov/research/innovations/>

Electric Program Investment Charge (EPIC)

EPIC is the state's premier energy research, development and deployment program for the advancement of science and technology in the fields of energy efficiency, renewable energy, advanced electricity technologies, energy related environmental protection, transmission and distribution as well as transportation technologies.

<http://www.energy.ca.gov/research/epic/>

Alternative & Renewable Fuel and Vehicle Technology Program

This program provides financial incentives (as much as \$100 million annually through competitive grants, loans, loan guarantees, revolving loans, and other appropriate measures or means) for businesses, vehicle and technology manufacturers, workforce training partners, fleet owners, consumers and academic institutions to develop and deploy alternative and renewable fuels as well as advanced transportation technologies that help the state meet its policy objectives on climate change.

<http://www.energy.ca.gov/drive/index.html>

Hybrid & Zero Emission Truck and Bus Voucher Incentive Project (HVIP)

The Incentive Project is designed to accelerate California's deployment of new hybrid and zero-emission trucks and buses. Air Resources Board (ARB) has teamed with CALSTART to implement this first-come, first-serve program. The HVIP Implementation Manual defines the roles and responsibilities of ARB, CALSTART, vehicle dealers and vehicle purchasers in project implementation. ARB must approve hybrid truck and bus models for them to become eligible for the program. This program is a component of the AB118 program.

<http://www.californiahvip.org/>

The Air Quality Improvement Program / Clean Rebate Projects

Clean Rebate Project is intended to encourage and accelerate zero emission vehicle deployment and technology innovation. Rebates range from \$900 for zero-emission motorcycles and neighborhood electric vehicles to \$1,500 for plug-in hybrid electric vehicles and \$2,500 for full function zero emission vehicles.

<http://www.arb.ca.gov/msprog/aqip/aqip.htm>

The Carl Moyer Memorial Air Quality Standards Attainment Program

This program provides grant funding for cleaner-than-required engines and equipment. Grants are administered by local air quality management districts. The program focuses on cleaning the air by replacing older heavy-duty diesels with electric, alternative-fuel, or cleaner diesel technologies.

<http://www.arb.ca.gov/msprog/moyer/moyer.htm>

Loan Assistance for California Equipment Program

The California Air Resources Board has developed innovative financing programs to provide fleet owners, particularly small business owners, easier access to loan opportunities. The ARB's loan programs offer several options to increase financing accessibility including loans, loan guarantees and other mechanisms to assist industries affected by ARB regulations.

<http://www.arb.ca.gov/ba/loan/loan.htm>

California Pollution Control financing Authority (CPCFA)

CPCFA provides tax-exempt bond financing for pollution control projects. The Tax-Exempt Bond Financing Program provides California businesses assistance with acquisition or construction of qualified pollution control, waste disposal, waste recovery facilities and the acquisition and installation of new equipment.

<http://www.treasurer.ca.gov/cpcf/>

Recycling Market Development Zones Revolving Loan Program

The Department of Resources Recycling and Recovery (CalRecycle) administers a Recycling Market Development Zone (RMDZ) Loan Program to encourage recycling businesses located within California to locate new manufacturing facilities as well as expand existing operations. The program provides low-interest rate loans for the purchase of equipment and qualifying business expenses.

<http://calrecycle.ca.gov/RMDZ/Loans/>

Beverage Container Recycling Grants (CalRecycle)

CalRecycle provides grant funding to projects that implement new or enhance existing programs that provide convenient beverage container recycling opportunities in various locations statewide. Eligible projects include: bars and restaurants, colleges, universities, schools, community events, entertainment and hospitality venues, fitness centers, multifamily dwellings, office buildings, parks and recreational areas as well as sporting complexes and facilities. The program provides up to \$100,000 for preliminary endangerment assessments and up to \$2.5 million for clean up or removal of hazardous waste for redevelopment.

<http://www.calrecycle.ca.gov/BevContainer/Grants/>

Cleanup Loans and Environmental Assistance to Neighborhoods (CLEAN) Loan Program

The Cleanup Loans and Environmental Assistance to Neighborhoods Loan Program provides low-interest rate loans to finance environmental assessments and hazardous waste cleanup activities of designated Brownfields and underutilized urban properties.

<http://www.calepa.ca.gov/brownfields/>

Brownfields Revolving Loan Fund Program

This program provides low-interest rate loans between \$200,000 and \$900,000 for financing cleanup activities of sites by eligible public or private property owners including government agencies, private property owners as well as non-profit organizations.

<http://www.calepa.ca.gov/brownfields/>

Tire Equipment Loan Program

This loan program provides low-interest rate loans to help tire recycling manufacturers in California increase their processing capability and create additional markets for pre-derived recycled-content products.

<http://calrecycle.ca.gov/Tires/Loans/Equipment>

IV. Federal Programs

New Markets Tax Credit

This program permits taxpayers to receive a credit against federal income taxes for qualified equity investments in designated Community Development Entities (CDEs). Substantially all of the qualified equity investment must in turn be used by the CDE to provide investments in low-income communities. The credit provided to the investor totals 39% of the cost of the investment and is claimed over a seven-year 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 purchase.

<http://www.cdfifund.gov/index.asp>

Small Business Administration (SBA) – 504 Loans

504 loans are marketed, processed, closed and serviced by Certified Development Corporations (CDC). Through the SBA 504 program, CDCs provide up to 90% of fixed asset financing costs. The second mortgage, long-term, fixed-rate financing nature of the program allows banks to participate in business expansion by reducing risk exposure. The benefit to the borrower is a lower down payment requirement (10%) and a longer-term, fixed-rate loan translating into reduced monthly payments. The maximum SBA debenture is \$1,500,000 when meeting the job creation criteria or a community development goal. Generally, a business must create or retain one job for every \$50,000 provided by the SBA except for "Small Manufacturers" which have a \$100,000 job creation or retention goal.

<http://www.sba.gov/content/cdc504-loanprogram>

Department of Treasury Renewable Energy Investment Tax Credit

This program provides tax credits on the installation of alternative energy systems. Eligibility: bioenergy, commercial heating and cooling, manufacturing, alternative fuel vehicles, hydrogen and fuel cells, water, wind, solar, weatherization, heating and cooling, water heating.

<http://energy.gov/savings/business-energy-investment-tax-credit-itc>

Internal Revenue Service: Returning Heroes Tax Credit

A new hiring tax credit provides an incentive for firms to hire unemployed veterans. Short-term unemployed: A tax credit of 40 percent of the first \$6,000 of wages (up to \$2,400) for employers who hire veterans who have been unemployed at least 4 weeks. Long-term unemployed: A tax credit of 40 percent of the first \$12,000 of wages (up to \$4,800) for employers who hire veterans who have been unemployed longer than 6 months.

http://www.edd.ca.gov/Jobs_and_Training/WOTC_Target_Groups.htm

The Wounded Warrior Tax Credit

This program doubles the existing tax credit for long-term unemployed veterans with service-connected disabilities. Maintain the existing Work Opportunity Tax Credit for veterans with service-connected disabilities (currently the maximum is \$4,800). A tax credit of 40 percent of the first \$24,000 of wages (up to \$9,600) for firms that hire veterans with service-connected disabilities who have been unemployed longer than 6 months.

http://www.edd.ca.gov/Jobs_and_Training/WOTC_Target_Groups.htm

California's Foreign Trade Zones (FTZ)

FTZs are secured areas legally outside of U.S. customs territory usually located in or near customs points of entry. FTZs allow entry of foreign or domestic merchandise without formal customs entry or government excise taxes. Merchandise entering a zone may be stored, tested, sampled, relabeled, repackaged, displayed, repaired, manipulated, mixed, cleaned, assembled, manufactured, salvaged, destroyed or processed. Products imported into FTZs are excluded from customs duty and excise taxes until the time of transfer from the FTZ.

<http://www.ia.ita.doc.gov/ftzpage>

Citizenship and Immigration Services: EB-5 Immigrant Investor Visa Program

Under federal law, 10,000 immigrant visas per year are available to qualified individuals seeking permanent resident status on the basis of their engagement in a new commercial enterprise. This visa program is popularly called the EB-5 visa program. Permanent resident status based on EB-5 eligibility might be available to investors who have invested – or are actively in the process of investing – at least \$1,000,000 into a new commercial enterprise they have established. An applicant seeking status as an immigrant investor must demonstrate his/her investment will benefit the United States economy and create full-time employment for no fewer than ten qualified individuals or maintain the number of existing employees in a “troubled business.”

<http://business.ca.gov/Programs/EB5Program.aspx>

USDA Rural Development Business & Industry Loans

The U.S. Department of Agriculture (USDA) sponsors “Business & Industry” guaranteed loans in rural communities. USDA guarantees up to 80% on loans from \$750,000 to \$5 million and up to 70% on loans up to \$10 million. Rates are fixed or variable and negotiated between lender and business. Terms are typically seven years for working capital, 15 years on equipment and 30 years on real estate.

<http://www.rurdev.usda.gov/ca/index.htm>

USDA Rural Development Biorefinery Assistance Program

Offers opportunities to producers to develop such fuels through the Biorefinery Assistance Program. The program provides loan guarantees for the development, construction and retrofitting of commercial-scale biorefineries.

http://www.rurdev.usda.gov/BCP_Biorefinery.html

USDA Rural Development Rural Energy for America Program (REAP) Guaranteed Loan Program

REAP encourages the commercial financing of renewable energy (bioenergy, geothermal, hydrogen, solar, wind and hydro power) and energy efficiency projects. Under the program, project developers will work with local lenders who in turn can apply to USDA Rural Development for a loan guarantee up to 85 percent of the loan amount.

http://www.rurdev.usda.gov/BCP_ReapLoans.html

V. Utility Programs

Southern California Edison

Offers a number of programs to help qualifying customers reduce energy usage and lower electricity costs.

- Energy-efficiency and demand-response programs
- Demand response programs provide financial incentives for voluntary energy reduction
- Business Energy Efficiency programs; lighting, refrigeration, food service, AC, equipment rebates
- California solar Initiative (CSI) program offers cash incentives for going solar
- Savings by design program for new expansion facility rebates

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

Southern California Gas Company

Offers efficiency programs for business including:

- Small business equipment rebates, www.socalgas.com/business/rebates/
- Incentives by industry, www.socalgas.com/business/rebates/industry/index.html
- Foodservice Equipment Rebates, www.socalgas.com/business/rebates/parr.html
- Savings by design, www.socalgas.com/business/sbd/
- Rebates for Suppliers and Installers

<http://www.socalgas.com/for-your-business/>

Azusa Light and Water

Offers solar power incentive and energy rebate program for commercial customers.

www.azusalw.com

Pasadena Water and Power

Offers several rebate programs for businesses including:

- Water efficiency rebates
- Solar power rebates
- Energy efficiency partnering programs

www.cityofpasadena.net/waterandpower

VI. Recruitment, Training & Customized Employment Programs

California Employment Development Dept (EDD)

EDD serves the State's 850,000 employers and about 1 million job seekers that register for services each year. CalJob's computer based system, electronically cross-references qualified job applicants with employer's job openings.

www.caljobs.ca.gov

Central San Gabriel Valley-WorkSource/ EI Monte

A One-Stop Worksource Center providing job placement and training services to individuals as well as providing business services to local businesses in the community. They also provide free access to computers, internet, phones, copiers and printers to clients seeking employment services. Some of their programs to employers include TSE (transitional subsidized employment) funding and reimbursement for hiring new employees as well as rapid response services.

(626) 258-0365, www.goodwillsocal.org

Employment Training Panel (ETP)

This program offers cash reimbursements averaging \$1,000 - \$1,500 for each employee trained a minimum of 40 hours and retained on a job for ninety (90) days. ETP has paid over \$762 million in training funds since its inception. Over 600,000 California workers have been trained and 65,000 California small businesses have been served.

www.etp.ca.gov

Foothill Workforce Investment Board (WIB)

The Foothill WIB is a comprehensive One-Stop Career serving the San Gabriel Valley foothill cities of Arcadia, Duarte, Monrovia, Pasadena, Sierra Madre, and South Pasadena, and the community of Altadena. The center offers resources and services to both employers and job seekers. Resources include: computer lab connection to CalJobs job match system, job seekers resource lab with computers, computer training lab, and workshop-conference rooms. On the Job Training (OJT) programs provide up to \$5,000 per qualified employee.

(626) 584-8387, www.foothilletec.org

FVO Solutions, Inc / Pasadena

FVO is a social enterprise that creates jobs for people with barriers to employment. The benefits to employers includes the following: matching qualified employment seekers to fulfill your business needs, pre-screening candidates, support in training your new employee, assistance with creating job accommodations, helping Federal Contractors comply with the annual hiring benchmarks of employing Veterans and individuals with disabilities under the Section 503 Rule (currently 7% utilization goal) and the VEVRAA rule (currently 8% utilization goal).

(626) 449-0218, www.fvosolutions.com

LA Works Worksource/ Irwindale

A One-Stop Workforce Development Center that provides a wide range of professional services to businesses, including recruitment and staffing services, training and development, resource information, outplacement services and business retention. Skilled LA Works professionals can provide access to comprehensive career and labor market information, job placement and economic development information, performance and program information on service providers and more. Programs for employers include OJT (on-the-job training) funding for hiring new employees with reimbursement up to 50% of wages back to employer during first 6 months. Also available are Employment Training Panel (ETP) programs covering training costs for an existing employee or a new hire who was recently unemployed.

(626) 960-3964, www.laworks.org

Northeast San Gabriel Valley Worksource Center: Managed Career Solutions/ Alhambra

Provides professional, high quality workforce development, workforce intermediary, economic development, social services, consulting, educational, and vocational assessment services to a multitude of customers that are focused on promoting the economic vitality of the communities they serve in the San Gabriel Valley.

(626) 284-9715, www.mcscareergroup.com

Urban League Pomona Worksource/ Pomona

A One-Stop Center that provides career counseling, assessment, vocational training, retaining, employment opportunities and placement. They also assist employers in their search for skilled candidates while providing a variety of employer related services such as job fairs to help fill employment vacancies. In addition the center will provide pre-screening and coordinate the initial communication between employers and the pool of qualified workers.

(909) 623-9741, www.laul.org

Veterans Opportunity to Work (VOW)

This federal program is intended to increase the skills and lower the unemployment rate for veterans and expand services to improve their return to work in good civilian jobs. Potential credits of up to \$9,000 to employers depending on employee target group.

(626) 639-1134, <http://www.doleta.gov/business/incentives/opptax/>

Women At Work / Pasadena

Women At Work is a career and job resource center with a mission to help clients reach their full employment and earnings potential in a supportive environment. They provide employment services such as career guidance, job search support groups and house thousands of jobs in their unique database. Servicing both men and women of Greater Los Angeles and the San Gabriel Valley.

2555 E. Colorado Suite 204, (626) 796-6870, www.womenatwork.org

VII. Small Business Development Centers & Business Consulting Centers

Pasadena City College (PCC) Small Business Development Center

The Small Business Development Center (SBDC), hosted by Pasadena City College, offers small business owners low-cost training and no-cost one-on-one advising from experienced entrepreneurs and industry experts. The SBDC assists area business owners in increasing sales, obtaining loans,

streamlining operations, utilizing new technologies, expanding into new markets and positioning for long-term growth.

3035 E. Foothill Blvd. Room-122, Pasadena, CA 91107, (626) 585-3106, www.pcc.sbdc.org

California Manufacturing Technology Center (CMTC)

CMTC offers a wide range of high quality, professional consulting services in the following areas:

- Information Technology
- Strategic Business Planning
- Lean Enterprise
- Quality Management and Manufacturing
- Lean Hospital / Lean Physician Office Space
- Lean Logistics and Warehousing

(800) 300-2682, www.cmtc.com

Los Angeles Procurement Technical Assistance Center (PTAC)

PTAC provides workshops and training for businesses on selling goods and services to the County, the State and the federal government. It also provides information on certifying your business and other technical assistance. Its website provides links to information on license and permits required when starting a business, upcoming events, and how to register to be a County, State, and Federal vendor.

<http://osb/lacounty.gov/home.htm>

Pacific Asian Consortium in Employment (PACE) Business Development Center

PACE is a non-profit community development lender that provides micro and small businesses throughout Los Angeles County. Loans provided can range from \$1,000 to \$250,000, have terms between 1 to 5 years, and have low fixed-interest rate. PACE also offers technical assistance, including one-on-one business counseling, business plan development, licensing and permitting, sale and marketing training, debt consolidation and credit building. PACE has staff that can speak Mandarin, Cantonese, Korean, Khmer, Spanish and Vietnamese, among others.

11100 Valley Boulevard, Suite 208, El Monte, CA 91731. (626)442-8668, www.pacelabdc.org

VIII. International Trade Programs

The LA-Long Beach World Trade Center Association (WTCA)

Provides foreign direct investment (FDI) assistance to attract international businesses to the County of Los Angeles. WTCA helps businesses with trade leads, business contacts, market assessments, and information on economic conditions by country, information on government regulations by country and trade mission assistance. (213) 680-1888

http://laedc.org/wp-content/uploads/2012/04/WTCA_Brochure_E.pdf

The Port of Los Angeles Foreign Trade Zone 202

A Foreign Trade Zone is an area where foreign and domestic merchandise is considered outside U.S. Customs territory. Merchandise may be admitted into a zone without formal Customs entry, thereby deferring payment of duty or excise taxes until the product leaves the zone for sale/consumption into the U.S. or eliminating duty if the product is re-exported.

www.portoflosangeles.org/facilities/ftz_202.asp

The Port of Long Beach Foreign Trade Zone (FTZ) 50

The Port of Long Beach assists businesses that wish to activate as an FTZ operator.

<http://www.polb.com.economics/ftz/default.asp>

IX. Technical Assistance

The San Gabriel Valley Economic Partnership (SGVEP)

The SGVEP provides specialized assistance in the following areas:

- Regional community profiles and demographic data
- Site selection services for business expansion and relocation
- Ombudsman services for permitting and licensing assistance
- Connections to area universities and colleges for collaborative product development
- Workshops and training on a variety of topics including international trade, workforce development and media relations.
- Historical data and forecast projections on economic sectors in the San Gabriel Valley
- Problem-solving assistance between business and government agencies
- Public policy advocacy

4900 Rivergrade Road, Suite B130, Irwindale, CA 91706, (626)856-3400, www.valleyconnect.com.

Close to What Counts

The San Gabriel Valley is the Place for Business

