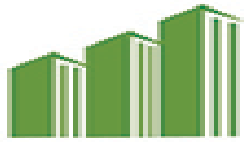


Business | **source**  
City Of Los Angeles

The Economic and Workforce Development Department (EWDD) goal is to **steer economic development in a manner that yields thriving businesses, and creates job training and career opportunities** for the City of Los Angeles. We work every day to deliver a strong and committed workforce, sustainable neighborhoods and profitable communities throughout Los Angeles.





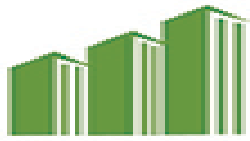
Business | **source**  
City Of Los Angeles

The Los Angeles BusinessSource Centers provide **startup ventures and current small business owners** various cost effective tools to help their businesses grow and remain competitive within the City of Los Angeles. Most services are provided at NO COST to business owners and resident entrepreneurs within the City of Los Angeles.



**WE ARE HERE TO SERVE YOU**





**Business | source**  
City Of Los Angeles

## **Business Service Provided**

Permits/Licenses  
Business Plan/Executive  
Summary  
Certification  
Market Assessment  
Site-Finding Assistance  
Lease Negotiation Assistance  
Cash Flow Management  
Tax Consulting  
Procurement  
Legal Considerations

## **Access to Capital Services Provided**

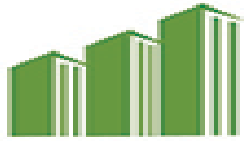
One-on-one consultation on how to  
access capital:

Financial Analysis  
Personal Credit Report Review  
Personal Credit Building/Correction  
Business Credit Report Review  
Business Credit Building/Correction  
Projections Preparation/Modification  
Marketing Plan Development/Analysis  
Lease Evaluation/Negotiation



**WHAT WE DO IS IN OUR NAME!**



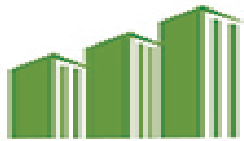


Business | **source**  
City Of Los Angeles

## Our Success Story (PY 16-17)

|                                         |           |
|-----------------------------------------|-----------|
| <i>Clients enrolled per day</i>         | 6.96      |
| <i>Loans funded by partners per day</i> | 1.06      |
| <i>Capital deployed per day</i>         | \$131,087 |
| <i>New jobs created per day</i>         | 3.33      |
| <i>Jobs retained per day</i>            | 1.27      |
| <i>Added to LA City Economy per day</i> | \$398,659 |

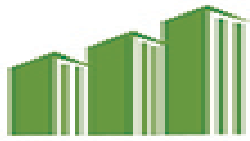
**“It’s A Great Day In LA”**



Business | **source**  
City Of Los Angeles



**Economic Impact at its BEST!**



**Business | source**  
City Of Los Angeles

**“I won’t stop until my name is on the top  
of the building...what’s your motivation?”**

**RICHARD PALLAY JR**

**BUSINESSSOURCE DIRECTOR**

**(213) 744-9357**

**Richard.Pallay@lacity.org**

