

## Communication from Public

**Name:** Los Angeles Business Council

**Date Submitted:** 12/06/2022 02:43 PM

**Council File No:** 22-0863

**Comments for Public Posting:** Esteemed Members of the LA City Council, The Los Angeles Business Council (LABC), a business advocacy and research organization representing over 500 members across greater Los Angeles, would like to express its strong support for Council File 22-0863 establishing a bid preference for businesses located within the City of Los Angeles. We would like to thank Councilmembers Koretz, Blumenfield, and Harris-Dawson for championing this much needed reform that will have a lasting benefit for Los Angeles businesses. For the past 5 years, the LABC has led on increasing access to contracting opportunities for local, small, and diverse businesses. Under our Compete4LA Initiative, the LABC helped design recommendations that were ultimately adopted by the City of LA leading to the development of the new Regional Alliance Marketplace for Procurement (RAMP), which has been designed to centralize both public and large private procurement opportunities and to bolster equitable access to contracting opportunities. This year, the LABC also launched its Compete4LA Small Business Database, developed by the LABC Institute in partnership with USC's Center for Economic Development and USC's Equity Research Institute, a database of up to 31,000 small businesses in LA County created to serve as an engagement and outreach tool for small business intermediaries, prime contractors, and government entities to identify small business that can complete contracts and be moved onto the RAMP system. With these new tools in place, Los Angeles has taken monumental steps forward to increasing contracting access for local businesses, but these alone will not garner the level of economic development needed to grow local businesses and expand their number of employees. That is why the proposed bid preference between 10% to 12% for local and local, small business is critical. By providing a higher bid preference for businesses located in the City of Los Angeles, the city is committing to growing, retaining, and supporting businesses that are the backbone of LA's economy. Combined with ongoing efforts to create community-level contracting, increase supply chain transparency, and expand outreach efforts to the business community, this new preference will help ensure that public investments benefit the local economy. As such, we strongly urge your yes vote on this motion and look forward to

partnering with you to advance these efforts in any way possible.  
Best, Mary Leslie President Los Angeles Business Council



Esteemed Members of the LA City Council,

The Los Angeles Business Council (LABC), a business advocacy and research organization representing over 500 members across greater Los Angeles, would like to express its strong support for Council File 22-0863 establishing a bid preference for businesses located within the City of Los Angeles. We would like to thank Councilmembers Koretz, Blumenfield, and Harris-Dawson for championing this much needed reform that will have a lasting benefit for Los Angeles businesses.

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As such, we strongly urge your yes vote on this motion and look forward to partnering with you to advance these efforts in any way possible.

Best,

A handwritten signature in black ink that reads "Mary Leslie". The signature is written in a cursive, flowing style.

Mary Leslie  
President  
Los Angeles Business Council

