

## Communication from Public

**Name:** Los Angeles Business Council

**Date Submitted:** 10/02/2023 11:57 AM

**Council File No:** 22-0098

**Comments for Public Posting:** Dear Chair Park, 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 22-0098 recommending that the City Council instruct City departments to identify contracts appropriate for Community-Level Contracting (CLC) and directing the Office of Procurement to report on next steps for adopting a citywide CLC process, and the necessary resources. 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 Institute also launched its Compete4LA Small Business Database, developed in partnership with USC's Center for Economic Development and USC's Equity Research Institute, a database of up to 40,000 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 establishment of community-level contracting (CLC) is a crucial next step to create more opportunities for small and microbusinesses. By unbundling larger contracts, CLC will expand access to public contracting opportunities for LA's small business community and will ultimately open them up to winning larger contracts in the future. By increasing access the city is committing to growing, retaining, and supporting businesses that are the backbone of LA's economy. As the CAO's report notes, CLCs will also eventually increase market competition by building current small businesses' capacity that would otherwise not be able to compete for the City's procurement opportunities;

promote participation among small and diverse businesses; and develop a pipeline for the City's service providers. 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, Adam Lane Vice President, Government Affairs Los Angeles Business Council



Monday, October 2, 2023

The Honorable Traci Park  
Chair, LA City Council Trade, Travel, & Tourism Committee  
200 N. Spring St. #410  
Los Angeles, CA 90012

Dear Chair Park,

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 22-0098 recommending that the City Council instruct City departments to identify contracts appropriate for Community-Level Contracting (CLC) and directing the Office of Procurement to report on next steps for adopting a citywide CLC process, and the necessary resources.

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 Institute also launched its [Compete4LA Small Business Database](#), developed in partnership with USC's Center for Economic Development and USC's Equity Research Institute, a database of up to 40,000 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.

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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,

Adam Lane  
Vice President, Government Affairs  
Los Angeles Business Council