

Communication from Public

Name: Los Angeles Business Council Institute

Date Submitted: 10/21/2019 04:38 PM

Council File No: 19-0078

Comments for Public Posting: Dear Councilmember Krekorian, The undersigned organizations and companies would like to express their strong support for Los Angeles City Council Motion 19-0078 – analyzing the feasibility of creating a regional procurement portal focused on small, minority, and disadvantaged businesses across Los Angeles. The greater Los Angeles area is experiencing a historic amount of investment in public infrastructure projects, such as Measure M (>\$140 billion), Measure HHH (\$1.2 billion), and the LAX Modernization Program (~4\$ billion). It is also amidst a boom in the number of major sporting and entertainment events in the pipeline, including the 2022 Super Bowl, 2023 US Open Golf Championship, 2026 World Cup, and more. Our local communities have expressed their support for these projects and events through their votes, their voices, and their wallets. It is now incumbent upon our public and private leaders to ensure that the benefits of these major investments are felt throughout every community in Los Angeles, and one of the most impactful ways we can do this is to open up procurement opportunities for LA's small, minority, and disadvantaged businesses. Developing a regional procurement platform will create business-to-business opportunities, spur economic development, and create equity in the benefits reaped from major investments and events. It will do so by: • Taking advantage of high-profile events to create a clearinghouse of procurement opportunities and small businesses databases for buyers and suppliers alike to take advantage of; • Simplifying and streamlining the process for small businesses to find procurement opportunities; • And, strengthening accountability measures for prime contractors through detailed tracking of spend and subcontractors. This is a successful and proven model that has worked elsewhere, including in the United Kingdom for the 2012 London Olympics where their regional procurement platform, CompeteFor, experienced over 200,000 businesses registering, with more than 75% of the contracts having been awarded to small and medium businesses. Los Angeles should now replicate this model to take advantage of the momentum and unprecedented investment in our region. We thank you for considering our input and welcome discussing with your team. Best, Mary Leslie President Los Angeles Business Council Nadine Watt President Watt Companies Brad Cox Senior

Managing Director Trammell Crow Co. Scott Bosarge SVP,
Business Services AEG Maria Camacho Director, Government
Affairs Los Angeles Rams Priscilla Chavez Vice President
National Association of Women in Construction – LA Sharon
Coleman President National Association of Minority Contractors
Southern California David Flaks President & COO LAEDC Alan
Greenlee Executive Director Southern California Association of
Nonprofit Housing Ronald Griffith President & CEO Century
Housing Corporation Ruben Guerra Chairman Latin Business
Association Gene Hale Chairman GLAAACC Dennis J. Huang
Executive Director & CEO Asian Business Association Rob
Jernigan SW Regional Co-Managing Principal Gensler Jan Karl
Vice President Morley Builders, Inc. Sky Kelley Founder & CEO
Avisare Jessica Lall President & CEO Central City Association of
Los Angeles Michael Mahdesian Chairman Servicon Systems,
Inc. Antonio Manning President & CEO Affordable Living for the
Aging Claudette Moody Director - Policy, Strategy &
Government Relations-SW District WSP USA Mark Morales
President Emeritus Los Angeles Gay and Lesbian Chamber of
Commerce Theodora Oyie Senior Manager, Community
Engagement Hathaway Dinwiddie Mark J. Robertson, Sr.
President & CEO Pacific Coast Regional Small Business
Development Corporation Shoneji Robison Owner Southern Girl
Desserts Michael Rosenfeld CEO Woodridge Capital Partners,
LLC Armen Ross President Crenshaw Chamber of Commerce
Alan Rothenberg Chairman Los Angeles Tourism Board Schenae
Rourk Immediate Past President National Association of Women
Business Owners, Los Angeles Chapter Robert Sausedo President
and CEO Community Build, Inc. Kathryn Schloessman President
Los Angeles Sports & Entertainment Commission Michael
Swords VP, Government Affairs & International Relations Los
Angeles Cleantech Incubator Tunua Thrash-Nutuk Executive
Director LA LISC Lori Tierney President Tierney Management
Nancy Hoffman Vanyek CEO Greater San Fernando Valley
Chamber of Commerce Jon Vein President Los Angeles
Convention & Tourism Jacqueline Waggoner VP & Southern
California Market Leader Enterprise Community Partners, Inc.
Nancy Wood President & CEO Century City Chamber of
Commerce Will Wright Director, Government & Public Affairs
AIA | LA

October 21, 2019

The Honorable Paul Krekorian
Chair, Ad Hoc on Comprehensive Job Creation Plan Cmte.
City of Los Angeles
200 N. Spring St., Room 435
Los Angeles, CA 90012

RE: Los Angeles City Council Motion 19-0078 - Support

Dear Councilmember Krekorian,

The undersigned organizations and companies would like to express their strong support for Los Angeles City Council motion 19-0078 – analyzing the feasibility of creating a regional procurement portal focused on small, minority, and disadvantaged businesses across Los Angeles.

The greater Los Angeles area is experiencing a historic amount of investment in public infrastructure projects, such as Measure M (>\$140 billion), Measure HHH (\$1.2 billion), and the LAX Modernization Program (~4\$ billion). It is also amidst a boom in the number of major sporting and entertainment events in the pipeline, including the 2022 Super Bowl, 2023 US Open Golf Championship, 2026 World Cup, and more.

Our local communities have expressed their support for these projects and events through their votes, their voices, and their wallets. It is now incumbent upon our public and private leaders to ensure that the benefits of these major investments are felt throughout every community in Los Angeles, and one of the most impactful ways we can do this is to open up procurement opportunities for LA's small, minority, and disadvantaged businesses.

Developing a regional procurement platform will create business-to-business opportunities, spur economic development, and create equity in the benefits reaped from major investments and events. It will do so by:

- Taking advantage of high-profile events to create a clearinghouse of procurement opportunities and small businesses databases for buyers and suppliers alike to take advantage of;
- Simplifying and streamlining the process for small businesses to find procurement opportunities;
- And, strengthening accountability measures for prime contractors through detailed tracking of spend and subcontractors.

This is a successful and proven model that has worked elsewhere, including in the United Kingdom for the 2012 London Olympics where their regional procurement platform, CompeteFor, experienced over 200,000 businesses registering, with more than 75% of the contracts having been awarded to small and medium businesses. Los Angeles should now replicate this model to take advantage of the momentum and unprecedented investment in our region. We thank you for considering our input and welcome discussing with your team.

Best,



Mary Leslie
President
Los Angeles Business Council



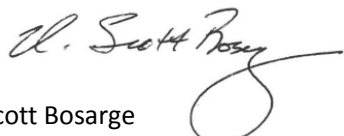
Nadine Watt
Chair, LABCi
President, Watt Companies



Brad Cox
Chair, LABCi & Senior Managing
Director, Trammell Crow Co.



John Adams
SW Regional Co-Managing Principal
Gensler



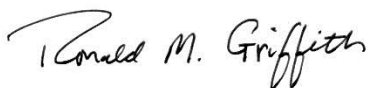
Scott Bosarge
SVP, Business Services
AEG



Priscilla Chavez
Vice President
National Association of Women in Construction – LA



David Flaks
President & COO
LAEDC



Ronald Griffith
President & CEO
Century Housing Corporation



Gene Hale
Chairman
GLAAACC



Rob Jernigan
SW Regional Co-Managing Principal
Gensler



Sky Kelley
Founder & CEO
Avisare



Jennifer Berthelot-Jelovic
President & CEO
A Sustainable Production, LLC



Maria Camacho
Director, Government Affairs
Los Angeles Rams



Sharon Coleman
President, National Association of Minority
Contractors Southern California



Alan Greenlee
Executive Director
Southern California Association of Nonprofit
Housing



Ruben Guerra
Chairman
Latin Business Association



Dennis J. Huang
Executive Director & CEO
Asian Business Association



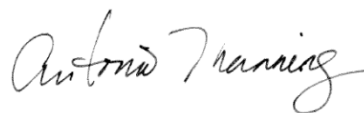
Jan Karl
Vice President
Morley Builders, Inc.



Jessica Lall
President & CEO
Central City Association of Los Angeles



Michael Mahdesian
Chairman
Servicon Systems, Inc.



Antonio Manning
President & CEO
Affordable Living for the Aging



Claudette Moody
Director - Policy, Strategy & Government Relations-
SW District
WSP USA



Mark Morales
President Emeritus
Los Angeles Gay and Lesbian Chamber of
Commerce



Theodora Oye
Senior Manager, Community Engagement
Hathaway Dinwiddie



Mark Robertson, Sr.
President & CEO
Pacific Coast Regional Small Business
Development Corporation



Shoneji Robison
Owner
Southern Girl Desserts



Michael Rosenfeld
Chief Executive Office
Woodridge Capital Partners, LLC



Armen Ross
President
Crenshaw Chamber of Commerce



Alan Rothenberg
Chairman
Los Angeles Tourism Board



Schenae Rourk
Immediate Past President
National Association of Women Business Owners,
Los Angeles Chapter (NAWBO-LA)



Robert Sausedo
President and CEO
Community Build, Inc.



Kathryn Schloessman
President
Los Angeles Sports & Entertainment Commission



Michael Swords
VP, Government Affairs & International
Relations
Los Angeles Cleantech Incubator



Tunua Thrash-Nutuk
Executive Director
LA LISC



Lori Tierney
President
Tierney Management



Nancy Hoffman Vanyek
Chief Executive Officer
Greater San Fernando Valley Chamber of Commerce



John Vein
President
Los Angeles Convention & Tourism
Development Department Commission



Jacqueline Waggoner
VP and Southern California Market Leader
Enterprise Community Partners, Inc.



Nancy Wood
President & CEO
Century City Chamber of Commerce



Will Wright
Director, Government & Public Affairs
AIA | LA

CC: The Honorable Eric Garcetti, Mayor, City of Los Angeles
The Honorable Herb J. Wesson, Jr., Council President, City of Los Angeles
The Honorable Nury Martinez, Council President Pro Tempore, City of Los Angeles
The Honorable Bob Blumenfield, Councilmember, City of Los Angeles
The Honorable Marqueece Harris-Dawson, Councilmember, City of Los Angeles
Miguel Sangalang, Deputy Mayor for Budget & Innovation, Office of Mayor Eric Garcetti
Shannon Hoppes, Chief Procurement Officer, City of Los Angeles