

July 11, 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 organization 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,



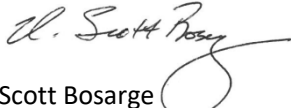
Mary Leslie  
President  
Los Angeles Business Council



Nadine Watt  
Chair  
Los Angeles Business Council



Brad Cox  
Chair  
LABC Institute



Scott Bosarge  
SVP, Business Services  
AEG



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



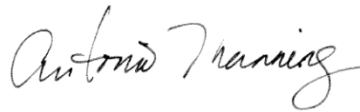
Gene Hale  
Chairman  
GLAAACC



Dennis J. Huang  
Executive Director & CEO  
Asian Business Association



Jessica Lall  
President & CEO  
Central City Association of Los Angeles



Antonio Manning  
President & CEO  
Affordable Living for the Aging

**Mark Morales**

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

**Theodora Oyie**

Theodora Oyie  
Senior Manager, Community Engagement  
Hathaway Dinwiddie

**Mark J. Robertson, Sr.**

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

**Shoneji Robison**

Shoneji Robison  
Owner  
Southern Girl Desserts



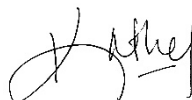
Armen Ross  
President  
Crenshaw Chamber of Commerce



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



Robert Sausedo  
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Community Build, Inc.



Kathryn Schloessman  
President  
Los Angeles Sports & Entertainment Commission



Tunua Thrash-Nutuk  
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LA LISC



Lori Tierney  
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Nancy Hoffman Vanyek  
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Jon Vein  
President  
Los Angeles Convention & Tourism Development  
Department Commission

Nancy

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