

FREDERICK L. JACKSON
INTERIM GENERAL MANAGER

CITY OF LOS ANGELES
CALIFORNIA

**ECONOMIC AND WORKFORCE
DEVELOPMENT DEPARTMENT**

444 S. FLOWER STREET 14TH FLOOR
LOS ANGELES, CA 90071



KAREN BASS
MAYOR

May 13, 2026

Council File Number: [21-0270](#)
Council Districts: All
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The Honorable Karen Bass
Mayor, City of Los Angeles
Room 303, City Hall
Attention: Legislative Coordinator

Honorable Members of the City Council
City of Los Angeles
Room 395, City Hall
Attention: City Clerk

Attention: Economic Development and Jobs Committee

TRANSMITTAL: REQUEST TO APPROVE THE RECOMMENDED LIST OF BUSINESSSOURCE CENTER (BSC) OPERATORS PURSUANT TO THE RESULTS OF THE 2026 LOS ANGELES BUSINESSSOURCE CENTER REQUEST FOR PROPOSALS (LABSC RFP), AUTHORIZE EXECUTION OF CONTRACTS WITH BSC OPERATORS AND CENTRALIZED SERVICE PROVIDERS, AND APPROVE THE LABSC REPLACEMENT OPERATOR LIST.

RECOMMENDATIONS

The Interim General Manager of the Economic and Workforce Development Department (EWDD), or designee, respectfully requests that the City Council, subject to the approval of the Mayor, as required:

1. AUTHORIZE the Interim General Manager of EWDD, or a designee, to negotiate and execute contracts with the recommended entities as outlined in Table 1, for the operation of ten (10) Los Angeles BusinessSource Center System (LABSC System) for the period of July 1, 2026 through June 30, 2027, with an option for the City of Los Angeles (City) to renew for up to three (3) additional one-year terms, subject to funding availability and the approval by the City Attorney as to form;

2. AUTHORIZE the Interim General Manager of EWDD, or a designee, to negotiate and execute contracts with the recommended entities as outlined in Table 2, to provide centralized services to the LABSC System, with an option for the City of Los Angeles (City) to renew for up to three (3) additional one-year terms, subject to funding availability and the approval by the City Attorney as to form;
3. AUTHORIZE the Interim General Manager of EWDD, or a designee, to procure and execute a contract with a Loan and Financial Services centralized service provider for the LABSC System, with an option for the City of Los Angeles (City) to renew for up to three (3) additional one-year terms, subject to funding availability and the approval by the City Attorney as to form;
4. AUTHORIZE the Interim General Manager of EWDD to establish a Replacement Operator List for the LABSC System, consisting of all proposers achieving a score of 70 or higher, during the 2026 LABSC RFP process;
5. AUTHORIZE the Interim General Manager, or designee, to prepare Controller instructions and any necessary technical adjustments consistent with the Mayor and Council action, subject to approval of the City Administrative Officer, and AUTHORIZE the Controller to implement the instructions.

SUMMARY

Through this transmittal, EWDD provides the results of the LABSC System procurement process, makes recommendations for the selection of operators, seeks authority to execute contracts with the recommended operators and centralized service providers, requests authority to procure and contract with a Loan and Financial Services centralized service provider, and requests approval to establish the LABSC Replacement Operator List.

BACKGROUND

The LABSC System services are offered citywide, with emphasis on ten (10) specific service areas: East Los Angeles, Harbor, Hollywood, North Valley, Pico-Union/Westlake, Southeast Los Angeles, South Los Angeles, South Valley, Watts, and West Valley. See Attachment A for service area information and maps.

The LABSC system provides an extensive menu of services for businesses, including business planning and operations management; financial literacy and access to capital; legal and regulatory support; marketing, branding, and networking; technology support; and contracting and procurement services. A central objective and measurable result of the program is the creation and retention of jobs for low-to moderate-income individuals.

Since July 1, 2023, LABSCs have achieved the following results:

- Enrolled 3,552 Clients into the program
- Provided 26,630 trainings

- Enrolled 219 businesses into the Regional Alliance Marketplace for Procurement (RAMP)
- Facilitated access to capital of \$136M
- Launched 708 businesses
- Created and/or retained 1,313 jobs

The re-procurement of LABSC System Operators presents a valuable opportunity for the City to build on the LABSC System's continued evolution, including better coordinated referrals to WorkSource Centers, a focus on engaging with medium-sized businesses with an annual gross sale not exceeding \$7,500,000, procurement-specific deliverables, while integrating local economic development priorities into the program's design.

Over the next couple of years, the LABSC System will strengthen services and resources to help businesses withstand, recover from, and adapt to economic challenges and changes. Operators will incorporate training and resources to address natural disasters through the adoption of digital technology, risk management, and business continuity planning. Building awareness and preparing businesses for major global events—such as the upcoming Olympics—will be a key priority, ensuring they are equipped to capture economic opportunities and maximize the benefits of increased tourism, spending, and global visibility.

DISCUSSION

Upon City Council and Mayor approval of the release of the LABSC RFP (CF 21-0270), EWDD issued the RFP on January 21, 2026. Applicants were allowed to submit a maximum of two (2) proposals to any of the ten (10) LABSC System service regions: East Los Angeles, Harbor, Hollywood, Pico-Union/Westlake, South Los Angeles, Southeast Los Angeles, South Valley, North Valley, Watts, and West Valley. The proposal package consisted of a series of exhibits with narratives, flowcharts, tables, and attachments, which provided the applicant with an opportunity to articulate its unique approach.

Fifteen (15) eligible proposals were submitted by ten (10) operators by the final deadline of 5:00 P.M. on March 11, 2026.

Proposal Review Process

EWDD invited reviewers to participate in evaluating the LABSC RFP proposals. Nine (9) raters focused on key elements of the RFP, including program narratives and flowcharts.

Proposals were scored on a 100-point basis, comprised of the following evaluation categories:

Evaluation Criteria	Points
Demonstrated Ability	30
Program Design	35
Facility Location and Suitability	10
Cost Reasonableness and Financial Viability	25

To be considered for funding, proposals must obtain a minimum score of 70 points. However, a score of 70 points or greater does not guarantee that a proposal will be recommended for funding.

Notification of Proposal Review Results

The 2026 LABSC RFP Notification Letters were released on April 15, 2026. Proposers were notified of their score and whether they would be recommended for funding. The notification included information regarding the appeals process as described in the RFP.

Table 1 summarizes the agencies recommended for funding by service region, RFP score, and proposed funding amount.

Table 1 – Final Scores and Operator Recommendations

LABSC Service Region	Proposer Name	Score	Proposed Funding Amount
East Los Angeles	New Economics for Women (NEW)	85	\$712,500
Harbor	Managed Career Solutions (MCS)	78	\$712,500
Hollywood	Pacific Asian Consortium in Employment (PACE)	91	\$725,000
North Valley	Initiating Change in Our Neighborhoods (ICON)	89	\$712,500
Pico-Union/Westlake	Pacific Asian Consortium in Employment (PACE)	90	\$775,000
South Los Angeles	TMC Community Capital	89	\$725,000
Southeast Los Angeles	Coalition for Responsible Community Development (CRCD)	83	\$725,000
South Valley	Initiating Change in Our Neighborhoods (ICON)	72	\$712,500
Watts	Macedonia Community Development Corp.	72	\$725,000
West Valley	Managed Career Solutions (MCS)	87	\$775,000
TOTAL			\$7,300,000

LABSC System Funding

The LABSC System is funded by the U.S. Department of Housing and Urban Development (HUD) Community Development Block Grant (CDBG) program. CDBG provides annual grants to states, cities, and counties to develop viable urban communities by expanding economic opportunities, principally for low- and moderate-income persons. EWDD’s recommendation is to fund ten (10) centers using a total budget of up to \$7,300,000, and fund up to \$700,000 for centralized services. The total funding request for the LABSC System in Program Year (PY) 52 (2026-2027) is \$8 million, as reflected in the Mayor’s Proposed CDBG Consolidated Plan budget, which is pending Council approval.

Centralized Services

Centralized service providers, an established and formally approved component of the LABSC System for several years, play a critical role in strengthening both the internal capacity of the LABSC System and the breadth of services available to its clients. By consolidating specialized expertise, particularly in areas where subject matter knowledge is scarce or costly to maintain at individual centers, these providers enable a more efficient and strategic use of resources. Internally, they support program staff through training, technical assistance, and helping ensure consistent quality and performance. Externally, they expand the program’s ability to meet diverse client needs by accepting referrals and delivering services that may be beyond the scope of individual centers. This centralized approach not only reduces duplication and costs but also ensures that clients receive more comprehensive, high-quality support across the entire system.

Table 2 displays the recommended list of centralized service providers and corresponding proposed allocations of up to \$700,000, subject to funding availability and approval. The centralized Loan and Financial Services service provider has yet to be determined, pending the outcome of future procurement.

TABLE 2 - Recommendations for Centralized Services

Service	Service Summary	Service Provider	Budget
Legal Services	Consultations, compliance guidance, and training for lease reviews, insurance basics, and Americans with Disabilities compliance, among other legal topics.	Bet Tzedek Legal Services	\$250,000
Digital Inclusion Services (formerly LA Optimized)	Website and social media services to strengthen online presence, increase engagement, improve outreach, and keep businesses competitive online.	Los Angeles Economic Equity Accelerator & Fellowship (LEEAF)	\$250,000
Loan and Financial Services	Services to support client financial stability and growth through one-on-one coaching and direct systemwide financial capacity building.	TBD	\$200,000

List of Qualified LABSC Replacement Operators

To support operational flexibility, proposals with a score of 70 or greater that are not recommended for funding will be placed on a List of Qualified LABSC Replacement Operators. In the event that an operator is unable to continue in the capacity of a LABSC operator, the City may select from this list to assume management of the LABSC. Qualified LABSC Replacement Operators may also be asked to locate in and serve a service area they had not originally proposed to serve, but for which no qualified replacement operator exists.

Table 3 – List of Qualified LABSC Replacement Operators

REGION	PROPOSER NAME	SCORE
East LA	Barrio Planners Inc.	71
Harbor	Long Beach Community College District (LBCCD)	75
South LA	Restore LA	83
South LA	Coalition for Responsible Community Development	84
West Valley	Long Beach Community College District (LBCCD)	80

Proposed Term of Contracts

The term of the contracts resulting from the LABSC RFP is from July 1, 2026, to June 30, 2027, a period of twelve (12) months, with an option to renew for up to three (3) additional one-year program terms.

Appeals Process

Two (2) appeals were received by the appeals submission deadline of April 21, 2026, as set forth in the funding notification letters. Appeals were submitted from the following proposers:

- Barrio Planners Incorporated (BPI, Inc.) for the East Los Angeles BusinessSource Center submission.
- Coalition for Responsible Community Development (CRCD) for the South Los Angeles BusinessSource Center submission.

The LABSC RFP Appeals Panel reviewed the appeals and submitted their recommendations to the Interim General Manager for final consideration. The Interim General Manager concurred with the recommendation to deny both appeals. BPI, Inc. and CRCD were notified that their appeals were denied on May 5, 2026.

FISCAL IMPACT STATEMENT

The LABSC System is funded through the U.S. Department of Housing and Urban Development (HUD) Community Development Block Grant (CDBG) program. Funding


has been requested through the Consolidated Plan Application system managed by the Community Investment for Families Department (CIFD). No impact to the General Fund is expected for this program.

NEXT STEPS

Upon Council approval of the recommended operators and replacement operator list, EWDD staff will initiate the notification and transition process. Proposers will be notified of approvals, and a detailed transition plan will be developed to support new operators. Staff will begin contract preparation and coordinate the necessary infrastructure to ensure readiness for the next program year, commencing July 1, 2027.

Final contract amounts and specific financial awards will be contingent upon approval of the 52nd Program Year Housing and Community Development Consolidated Plan (2026 – 2027).

If approved, the procurement process for the centralized service provider for the Loan and Financial Services will be initiated in the summer of 2026.


Frederick L. Jackson (May 13, 2026 15:27:12 PDT)
FREDERICK L. JACKSON
Interim General Manager

FJ:DH:yp

ATTACHMENT

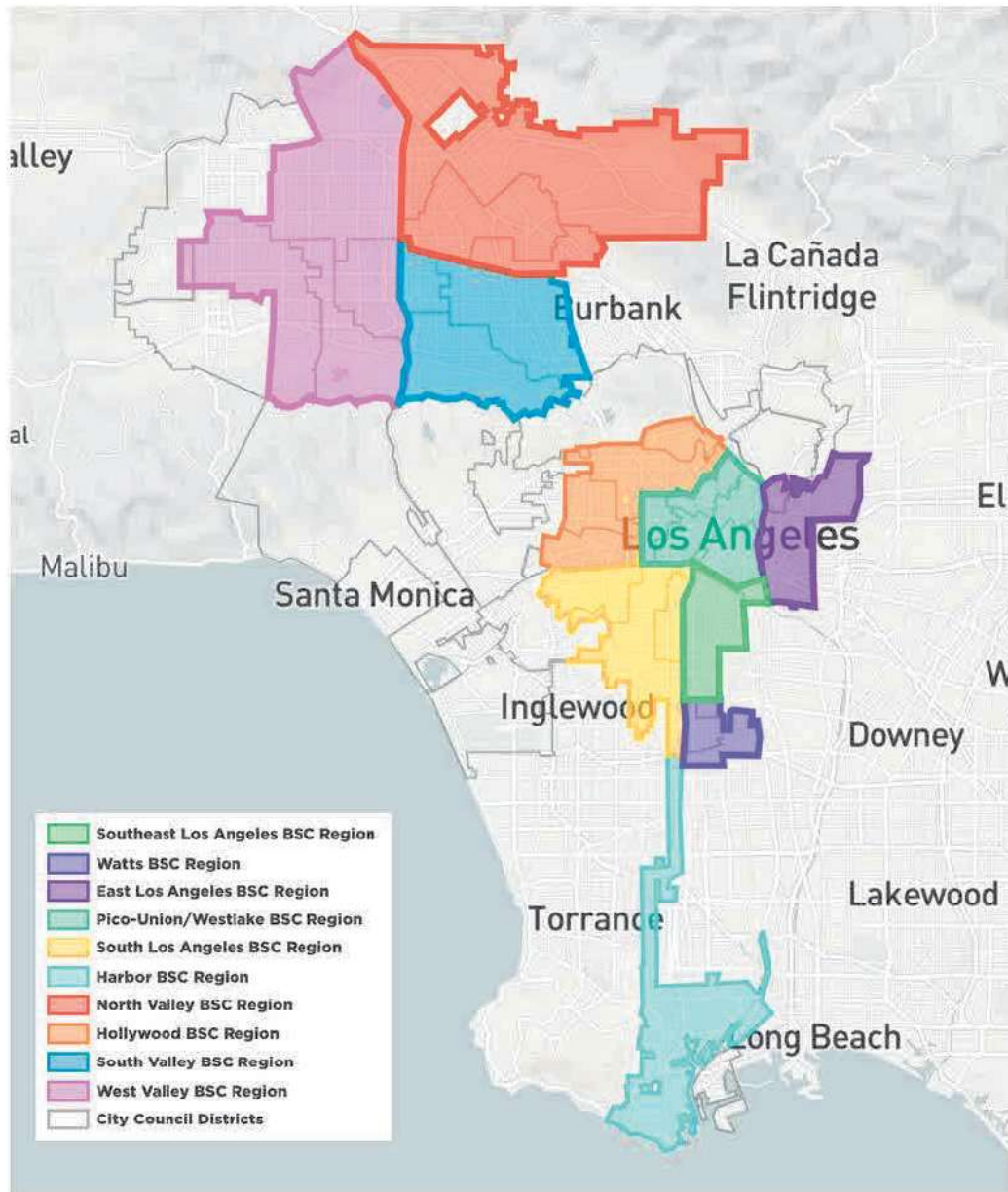
Attachment A: LABSC Service Area Information and Maps



Business source
City of Los Angeles



2026 LOS ANGELES BUSINESSSOURCE CENTER OPERATORS REQUEST FOR PROPOSALS (RFP)





12,708

Number of Businesses



179,797

Total Population

47,281

People

People Below Poverty Level

\$55,193

USD

Median Household Income

158,273

People

Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

1,487

Businesses

Businesses with 1 to 4 Employees

448

Businesses

Businesses with 5 to 9 Employees

300

Businesses

Businesses with 10 to 19 Employees

243

Businesses

Businesses with 20 to 49 Employees

112

Businesses

Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 3,386 commercial properties and 2,200 industrial properties.

3,386

Properties

Properties by Type - Commercial

2,200

Properties

Properties by Type - Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Wholesale Trade, Manufacturing, and Retail Trade.

559

Businesses

Number of Businesses - Wholesale Trade

366

Businesses

Number of Businesses - Manufacturing

350

Businesses

Number of Businesses - Retail Trade

257

Businesses

Number of Businesses - Accommodation & Food Services

174

Businesses

Number of Businesses - Health Care & Social Assistance

122

Businesses

Number of Businesses - Construction

115

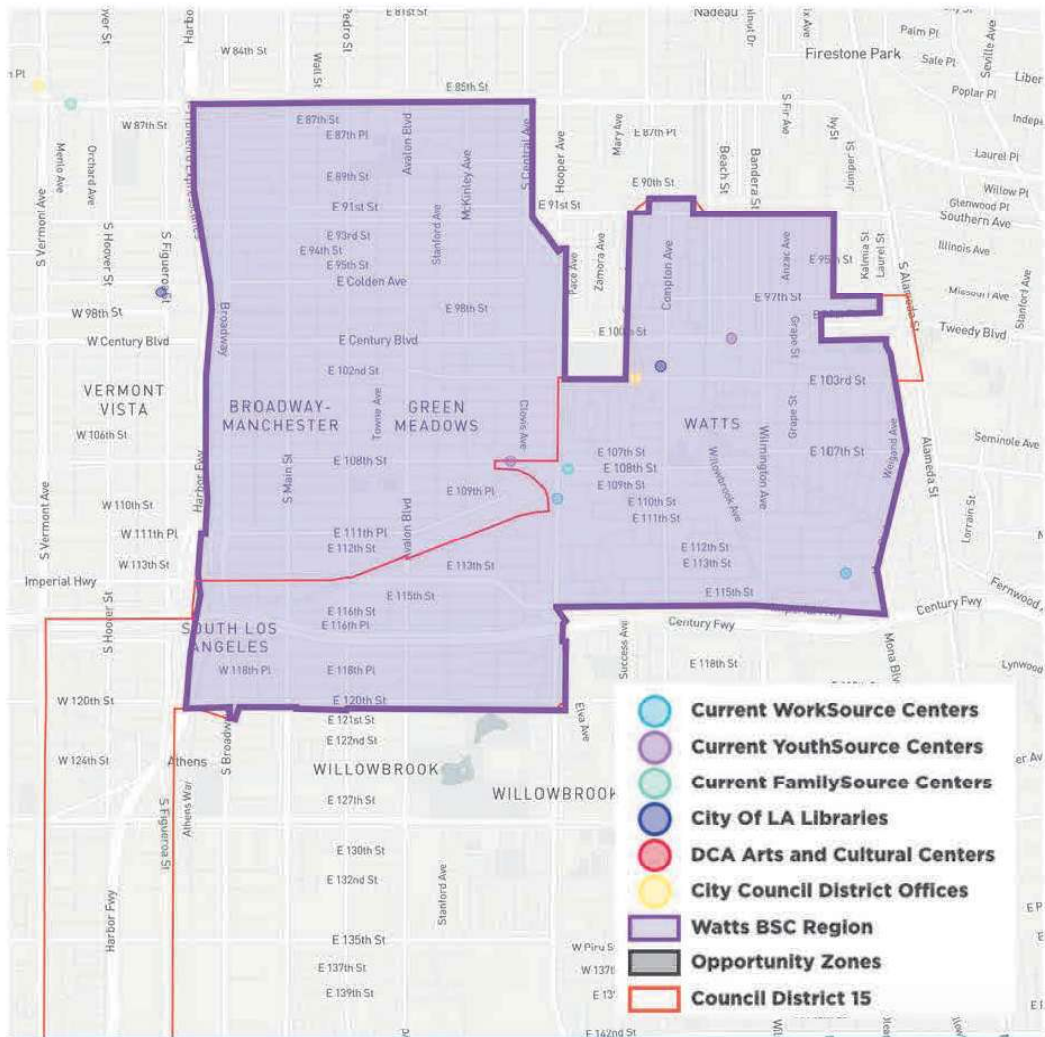
Businesses

Number of Businesses - Transportation & Warehousing

Sources: CBP 2023

2. Watts Region

The Watts Los Angeles service area will cover the neighborhoods of Watts, Green Meadows, and Broadway-Manchester, and Council Districts Eight, Nine, and Fifteen. The total population of the service area is 102,337, and 21,187, or 26.56%, are living in poverty. Approximately 88,445, or 86.42%, of the residents are in low- and moderate-income households. The median household income is \$57,297. The population is predominantly 76.99% (78,789) Hispanic or Latino, followed by 19.38% (19,832) Black, .98% (998) Asian, .68% (701) White communities. There are 1,864 active businesses within the service area. There are currently 8 Opportunity Zones established in the service area. The Watts area, in particular, has been showing a lot of progress over the past few years with projects like the Transformative Climate Communities (TCC) Grant and is in much need of the services the BSC program can offer to their residents.



 **1,864**
Number of Businesses

 **102,337**
People
Total Population

 **27,187**
People
People Below Poverty Level

 **\$57,297**
USD
Median Household Income

 **88,445**
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

351
Businesses
Businesses with 1 to 4 Employees

110
Businesses
Businesses with 5 to 9 Employees

83
Businesses
Businesses with 10 to 19 Employees

59
Businesses
Businesses with 20 to 49 Employees

21
Businesses
Businesses with 50-249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 1,187 commercial properties and 181 industrial properties.

 **1,187**
Properties
Properties by Type -
Commercial

 **181**
Properties
Properties by Type -
Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Retail Trade, Transportation & Warehousing, and Healthcare Care & Social Assistance.

92
Businesses
Number of Businesses - Retail
Trade

78
Businesses
Number of Businesses -
Transportation & Warehousing

72
Businesses
Number of Businesses - Health
Care & Social Assistance

69
Businesses
Number of Businesses -
Accommodation & Food
Services

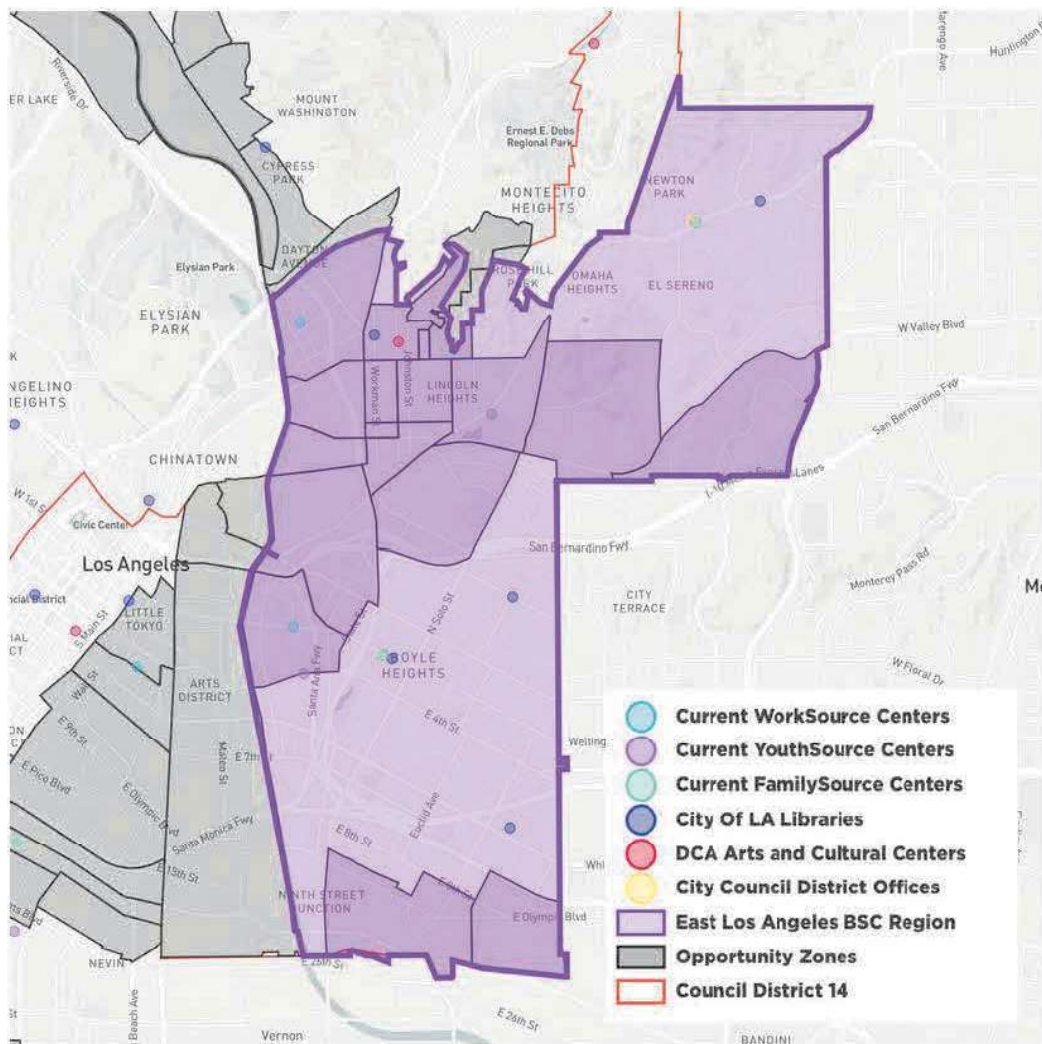
53
Businesses
Number of Businesses -
Wholesale Trade

51
Businesses
Number of Businesses -
Construction

50
Businesses
Number of Businesses -
Manufacturing

3. East Los Angeles Region

The East Los Angeles service area will cover the neighborhoods of Lincoln Heights, Boyle Heights, El Sereno, and Council Districts One and Fourteen. The total population of the service area is 154,684, and 32,298, or 20.87%, are living in poverty. Approximately 125,106, or 80.87%, of the residents are in low- and moderate income households. The median household income is \$65,075. The population is predominantly 82.50% (127,622) Hispanic or Latino, followed by 9.38% (14,506) Asian, 5.29% (8,184) White, and 1.48% (2,291) Black, communities. There are 9,340 active businesses within the service area. There are currently 14 Opportunity Zones established in the service area which is about 30.43% of the total census tracts. A Promise Zone is not currently established in the service area.



 **9,340**
Number of Businesses

154,684
People
Total Population

 **32,298**
People
People Below Poverty Level

 **\$65,075**
USD
Median Household Income

 **125,106**
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

1,378
Businesses
Businesses with 1 to 4 Employees

391
Businesses
Businesses with 5 to 9 Employees

323
Businesses
Businesses with 10 to 19 Employees

236
Businesses
Businesses with 20 to 49 Employees

95
Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 3,100 commercial properties and 1,270 industrial properties.

 **3,100**
Properties
Properties by Type -
Commercial

 **1,270**
Properties
Properties by Type -
Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Retail Trade, Health Care, and Wholesale Trade.

334
Businesses
Number of Businesses - Retail
Trade

282
Businesses
Number of Businesses - Health
Care & Social Assistance

247
Businesses
Number of Businesses -
Wholesale Trade

239
Businesses
Number of Businesses -
Accommodation & Food
Services

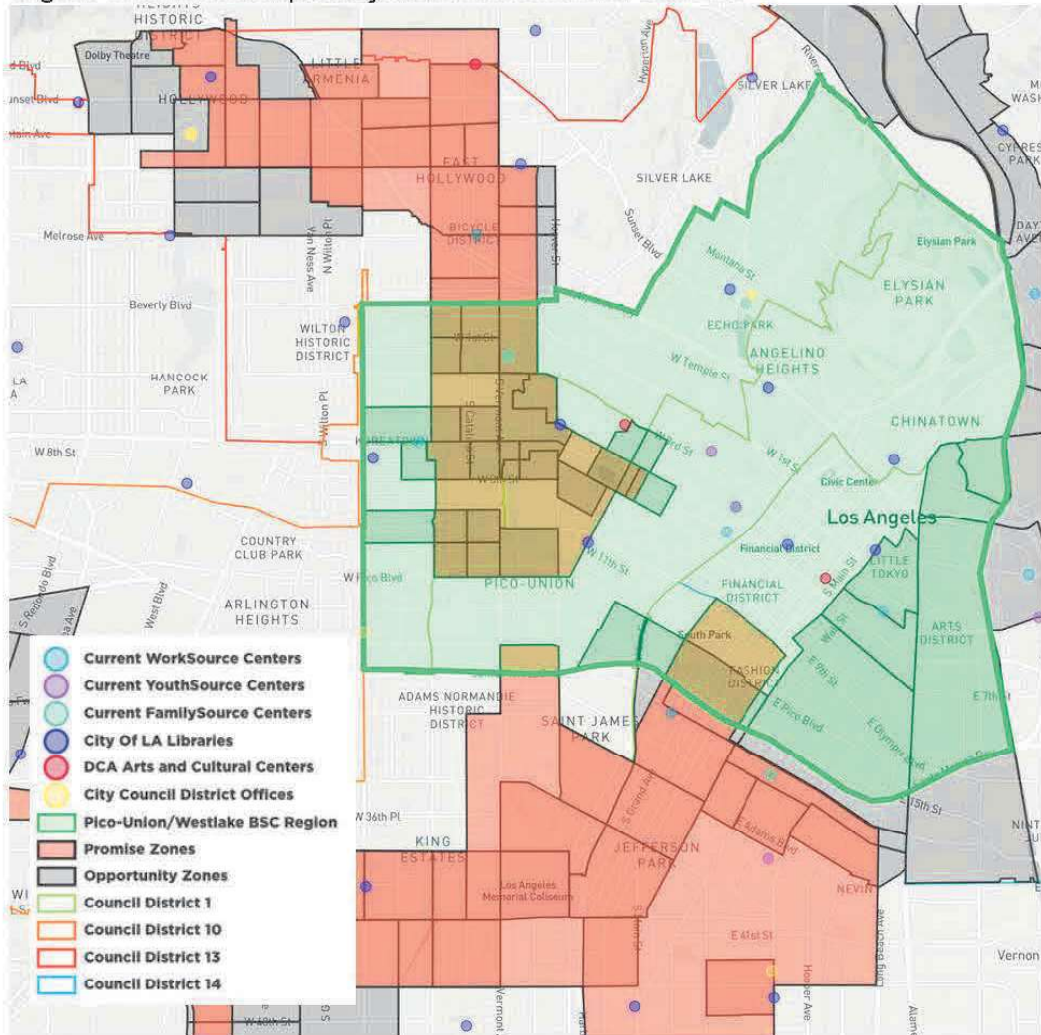
227
Businesses
Number of Businesses -
Manufacturing

195
Businesses
Number of Businesses -
Professional, Scientific, &
Technical

145
Businesses
Number of Businesses -
Construction

4. Pico Union/Westlake Region

The Pico Union/Westlake service area will cover the neighborhoods of Pico Union, Westlake, Downtown, Chinatown, Echo Park, Rampart Village, Koreatown, Harvard Heights, and Council Districts One, Four, Thirteen, and Fourteen. The total population of the service area is 354,149, and 88,356, or 24.94%, are living in poverty. Approximately 269,041, or 75.96%, of the residents are in low and moderate-income households. The median household income is \$60,086. The population is predominantly 50.99% (180,568) Hispanic or Latino, followed by 23.96% (84,841) Asian, 13.29% (47,060.4) White, and 7.87% (27,856.9) Black communities. There are 60,561 businesses in this area. There are currently 29 Opportunity Zones established in the service area, which are about 24% of the total census tracts. The Los Angeles Promise Zone is partially located within this service area.



 **60,561**
Number of Businesses

 **354,149**
People
Total Population

 **88,356**
People
People Below Poverty Level

 **\$60,086**
USD
Median Household Income

 **269,041**
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

12,192
Businesses
Businesses with 1 to 4 Employees

2,796
Businesses
Businesses with 5 to 9 Employees

1,885
Businesses
Businesses with 10 to 19 Employees

1,372
Businesses
Businesses with 20 to 49 Employees

769
Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 12,253 commercial properties and 2,116 industrial properties.



12,253

Properties

Properties by Type -
Commercial



2,116

Properties

Properties by Type -
Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Wholesale Trade, Professional, Scientific & Technical, and Retail Trade.

3,229

Businesses

Number of Businesses -
Wholesale Trade

3,215

Businesses

Number of Businesses -
Professional, Scientific, &
Technical

1,989

Businesses

Number of Businesses - Retail
Trade

1,785

Businesses

Number of Businesses -
Accommodation & Food
Services

1,603

Businesses

Number of Businesses - Health
Care & Social Assistance

1,124

Businesses

Number of Businesses - Real
Estate & Rental & Leasing

905

Businesses

Number of Businesses - Finance
& Insurance

859

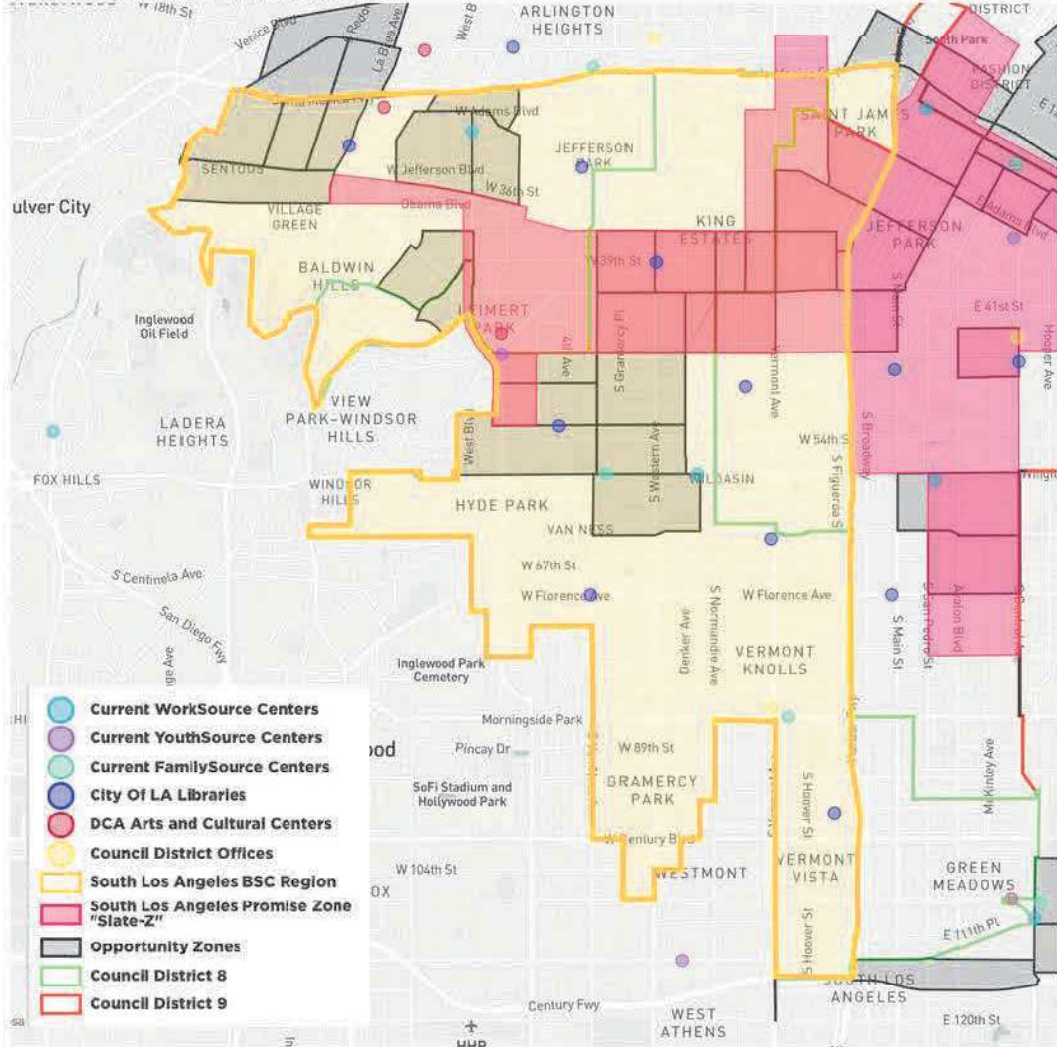
Businesses

Number of Businesses - Arts,
Entertainment, & Recreation

Sources: CRP 2023

5. South Los Angeles Region

The South Los Angeles service area will cover the neighborhoods of West Adams, Jefferson Park, Adams-Normandie, University Park, Baldwin Hills/Crenshaw, Leimert Park, Exposition Park, Vermont Square, Hyde Park, Chesterfield Square, Harvard Park, Vermont-Slauson, Manchester Square, Vermont Knolls, Gramercy Park, Vermont Vista, and Council Districts Eight, Nine, and Ten. The total population of the service area is 370,577, and 80,176, or 21.63%, are living in poverty. Approximately 266,132, or 71.81%, of the residents are in low and moderate-income households. The median household income is \$63,373. The population is predominantly 54.77% (202,957.1) Hispanic or Latino, followed by 31% (114,888.4) Black, 6.20% (22,969.9) White, and 4.08% (15,125.4) Asian communities. There are 26,545 active businesses within the service area. There are currently 22 Opportunity Zones established in the service area, which is about 25% of the total census tracts. The South Los Angeles Promise Zone, otherwise known as the South Los Angeles Transit Empowerment Zone or Slate-Z, is partially located within this service area.



 **26,545**
Number of Businesses

370,577
People
Total Population

 **80,176**
People
People Below Poverty Level

 **\$63,373**
USD
Median Household Income

 **266,132**
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

5,472
Businesses
Businesses with 1 to 4 Employees

1,408
Businesses
Businesses with 5 to 9 Employees

948
Businesses
Businesses with 10 to 19 Employees

699
Businesses
Businesses with 20 to 49 Employees

118
Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 14,488 commercial properties and 2,864 industrial properties.

14,488

Properties

**Properties by Type -
Commercial**



2,864

Properties

**Properties by Type -
Industrial**

Businesses in the service area span a wide range of industries, with particularly strong representation in Retail Trade, Health Care & Social Assistance, and Accommodation & Food Services.

1,156

Businesses

**Number of Businesses - Retail
Trade**

994

Businesses

**Number of Businesses - Health
Care & Social Assistance**

878

Businesses

**Number of Businesses -
Accommodation & Food
Services**

839

Businesses

**Number of Businesses -
Wholesale Trade**

682

Businesses

**Number of Businesses -
Professional, Scientific, &
Technical**

623

Businesses

**Number of Businesses -
Manufacturing**

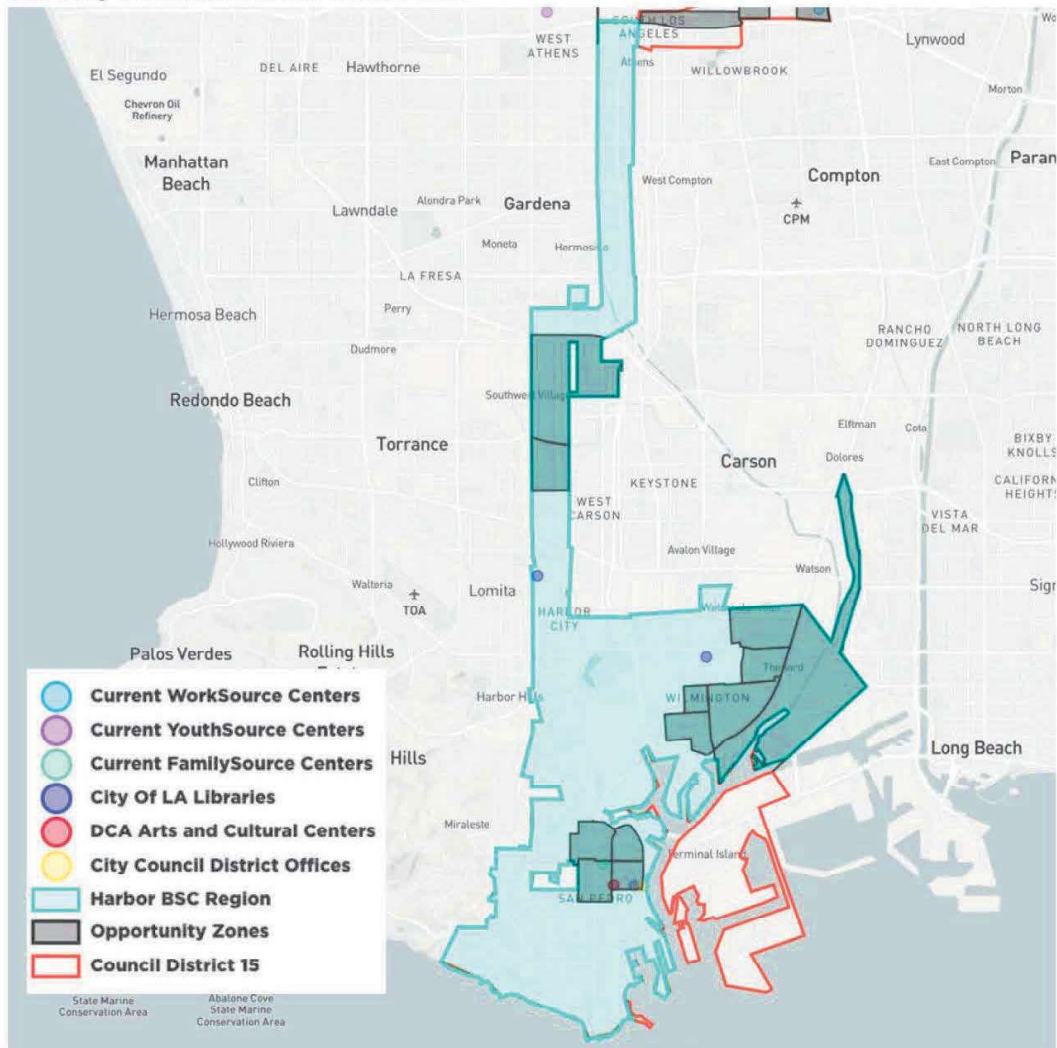
541

Businesses

**Number of Businesses -
Construction**

6. Harbor Region

The Harbor service area will cover the neighborhoods of Harbor Gateway, Harbor City, Wilmington, San Pedro, and Council District Fifteen. The total population of the service area is 200,557, and 30,671, or 15.29%, are living in poverty. Approximately 126,536, or 63.09%, of the residents are in low and moderate income households. The median household income is \$82,472. The population is predominantly 61.61% (123,566.8) Hispanic or Latino, followed by 17.94% (35,987.7) White, 9.57% (19,202.1) Asian, 7.07% (14,179.8) Black communities. There are 12,496 active businesses within the service area. There are currently 12 Opportunity Zones established in the service area, which is about 21.82% of the total census tracts. A Promise Zone is not currently established in the service area.





12,496
Number of Businesses

200,557
People
Total Population

30,671
People
People Below Poverty Level

\$82,472
USD
Median Household Income

126,536
People
Low and Moderate Income
Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

1,959
Businesses
Businesses with 1 to 4
Employees

627
Businesses
Businesses with 5 to 9
Employees

424
Businesses
Businesses with 10 to 19
Employees

296
Businesses
Businesses with 20 to 49
Employees

153
Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 3,629 commercial properties and 2,682 industrial properties.

3,629

Properties

Properties by Type - Commercial

2,682

Properties

Properties by Type - Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Health Care & Social Assistance, Retail Trade, and Accommodation & Food Services.

404

Businesses

Number of Businesses - Health Care & Social Assistance

368

Businesses

Number of Businesses - Retail Trade

359

Businesses

Number of Businesses - Accommodation & Food Services

350

Businesses

Number of Businesses - Professional, Scientific, & Technical

329.9

Businesses

Number of Businesses - Transportation & Warehousing

282.9

Businesses

Number of Businesses - Wholesale Trade

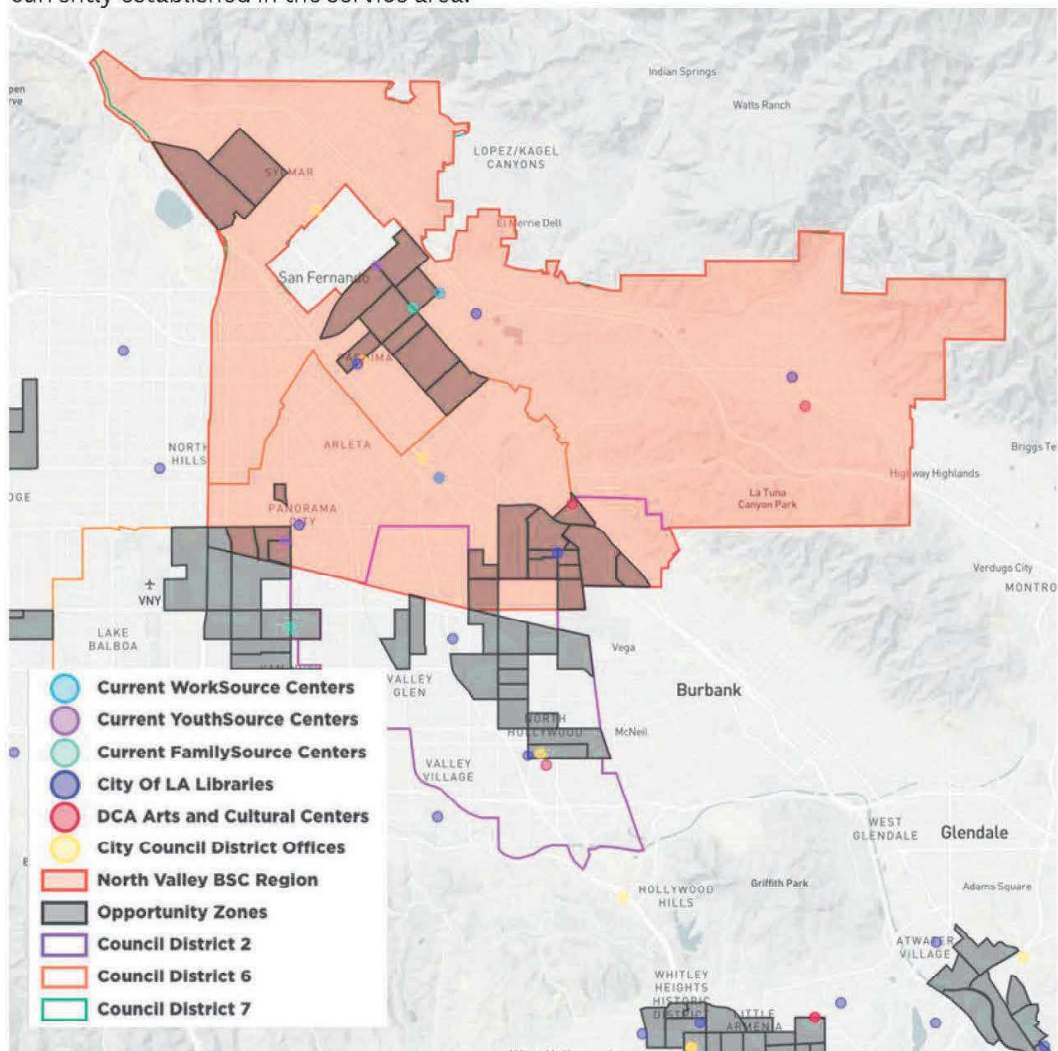
257

Businesses

Number of Businesses - Construction

7. North Valley Region

The North Valley service area will cover the neighborhoods of Sylmar, Mission Hills, North Hills, Panorama City, Arleta, Pacoima, Lake View Terrace, Hansen Dam, Sun Valley, Shadow Hills, Sunland, Tujunga, and Council Districts Six and Seven. The total population of the service area is 451,106, and 69,629, or 15.43%, are living in poverty. Approximately 289,595, or 64.19%, of the residents are in low- and moderate-income households. The median household income is \$83,002. The population is predominantly 69.11% (311,793) Hispanic or Latino, followed by 17.75% (80,068) White, 8.22% (37,096) Asian, 2.58% (11,636) Black communities. There are 37,351 active businesses within the service area. There are currently 23 Opportunity Zones established in the service area. A Promise Zone is not currently established in the service area.





37,351
Number of Businesses

451,106
People
Total Population



69,629
People
People Below Poverty Level



\$83,002
USD
Median Household Income



289,595
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

4,515

Businesses
Businesses with 1 to 4 Employees

1,229

Businesses
Businesses with 5 to 9 Employees

773

Businesses
Businesses with 10 to 19 Employees

608

Businesses
Businesses with 20 to 49 Employees

Sources: CBP 2023

118

Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 4,039 commercial properties and 2,111 industrial properties.

4,039

Properties

Properties by Type -
Commercial



2,111

Properties

Properties by Type -
Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Retail Trade, Health Care & Social Assistance, and Accommodation & Food Service.

1,156.5

Businesses

Number of Businesses - Retail
Trade

994

Businesses

Number of Businesses - Health
Care & Social Assistance

878

Businesses

Number of Businesses -
Accommodation & Food
Services

839

Businesses

Number of Businesses -
Wholesale Trade

682

Businesses

Number of Businesses -
Professional, Scientific, &
Technical

623

Businesses

Number of Businesses -
Manufacturing

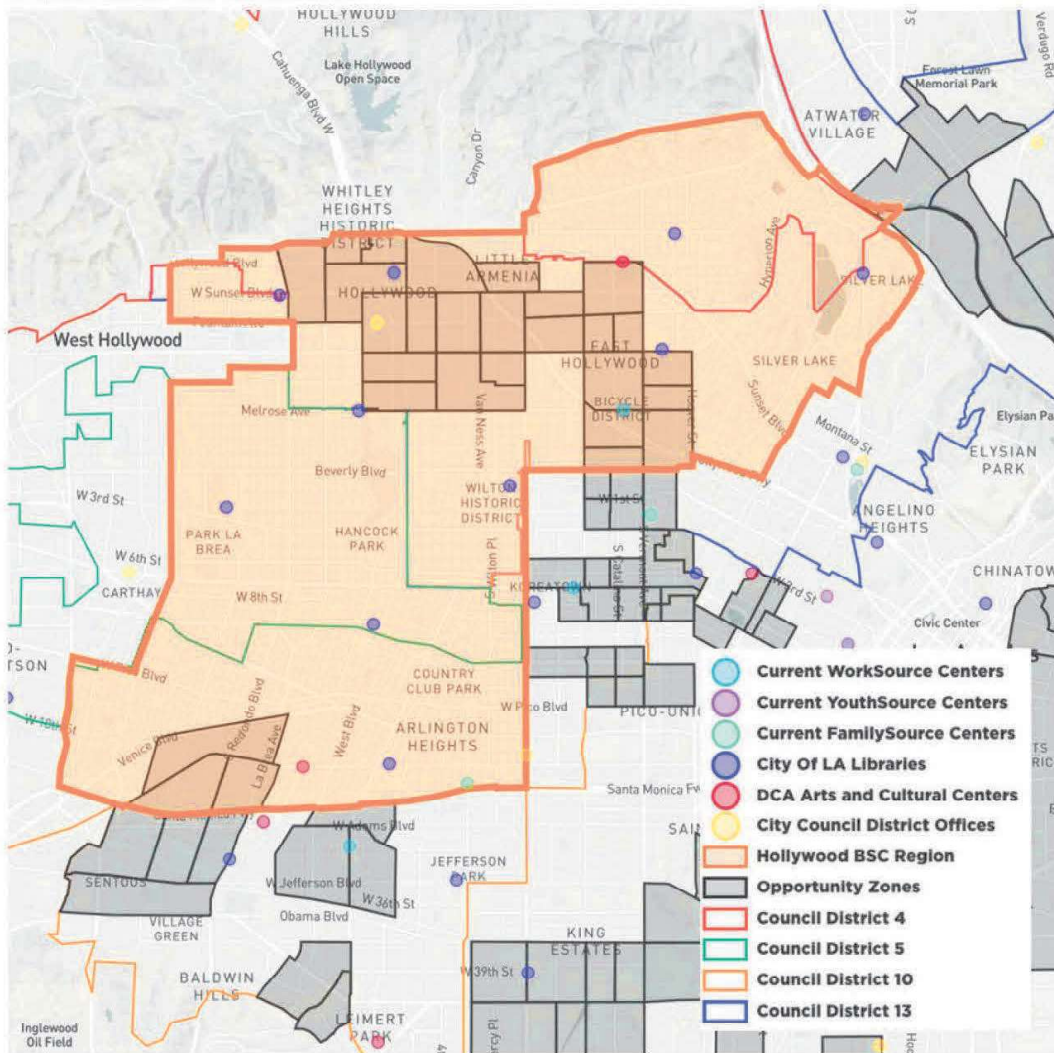
541

Businesses

Number of Businesses -
Construction

8. Hollywood Region

The Hollywood service area will cover the neighborhoods of Hollywood, East Hollywood, Los Feliz, Silver Lake, Fairfax, Hancock Park, Larchmont, Windsor Square, Mid-Wilshire, Koreatown, Harvard Heights, Arlington Heights, Mid-City, and Council Districts Four, Five, Ten, and Thirteen. The total population of the service area is 360,588, and 56,802, or 15.75%, are living in poverty. Approximately 220,332, or 61.10%, of the residents are in low- and moderate-income households. The median household income is \$83,859. The population is predominantly 36.23% (130,620) White, followed by 33.55% (120,973) Hispanic or Latino, 16.4% (59,137) Asian, and 8.44% (30,433) Black communities. There are 60,133 active businesses within the service area. The Los Angeles Promise Zone is partially located within this service area.





60,133

Sites

Number of Businesses



360,588

People

Total Population



56,801

People

People Below Poverty Level



\$83,859

USD

Median Household Income



220,332.4

People

Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

9,287

Businesses

Businesses with 1 to 4 Employees

1,735

Businesses

Businesses with 5 to 9 Employees

1,228

Businesses

Businesses with 10 to 19 Employees

844

Businesses

Businesses with 20 to 49 Employees

450

Businesses

Businesses with 50-249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 12,159 commercial properties and 365 industrial properties.

 **12,159**
Properties
Properties by Type - Commercial

 **365**
Properties
Properties by Type - Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Professional, Scientific & Technical, Arts, Entertainment, & Recreation, and Accommodation & Food Services.

2,109
Businesses
Number of Businesses - Professional, Scientific, & Technical

1,997
Businesses
Number of Businesses - Arts, Entertainment, & Recreation

1,427
Businesses
Number of Businesses - Accommodation & Food Services

1,393.1
Businesses
Number of Businesses - Health Care & Social Assistance

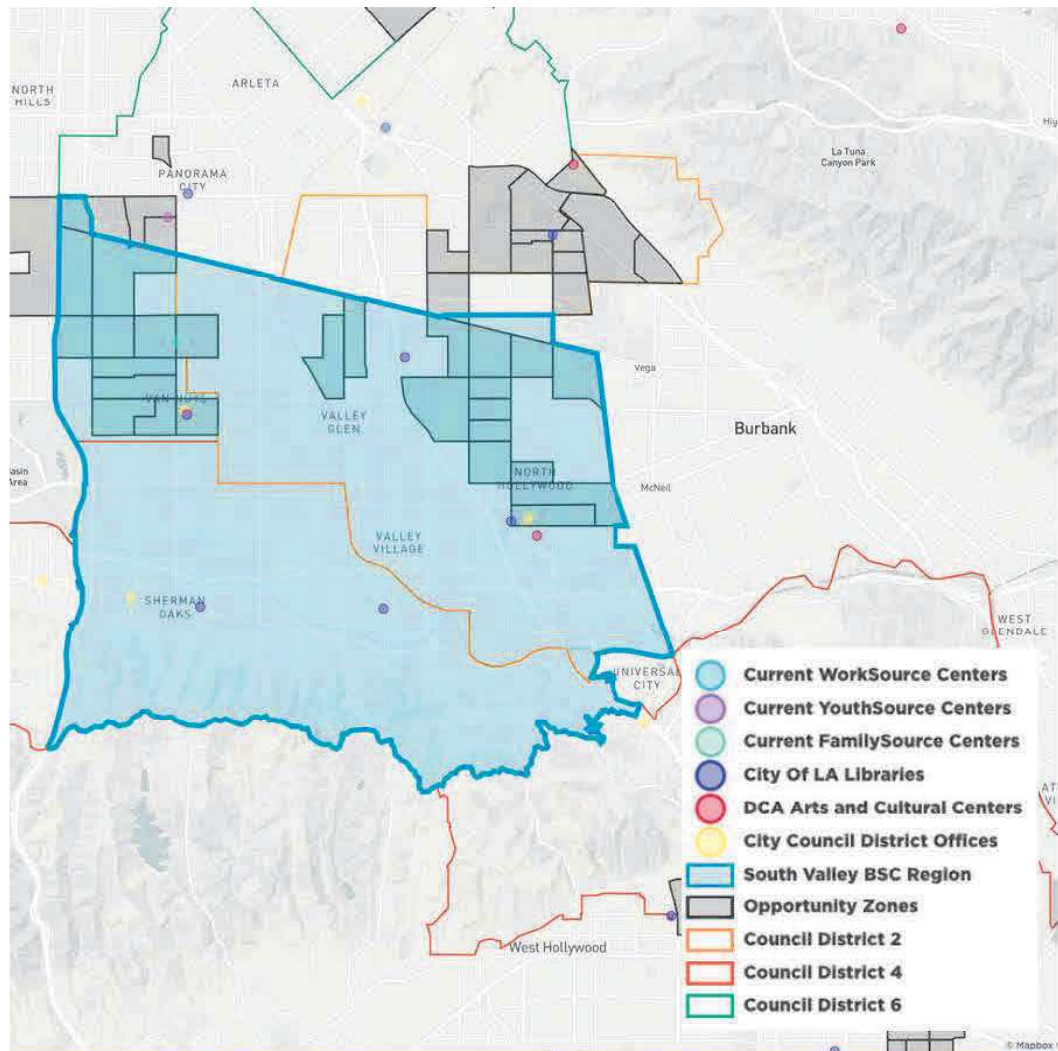
1,339
Businesses
Number of Businesses - Retail Trade

1,138.1
Businesses
Number of Businesses - Information

843
Businesses
Number of Businesses - Real Estate & Rental & Leasing

9. South Valley Region

The South Valley service area will cover the neighborhoods of Van Nuys, Valley Glen, North Hollywood, Sherman Oaks, Valley Village, Studio City, Toluca Lake, and Council Districts Two, Four, and Six. The total population of the service area is 368,212, and 53,043.9, or 14.4%, are living in poverty. Approximately 218,213.8, or 59.26%, of the residents are in low- and moderate-income households. The median household income is \$89,314. The population is predominantly 44.18% (162,680.6) White, followed by 37.54% (138,227) Hispanic or Latino, 7.23% (26,624.3) Asian, and 5.61% (20,653.7) Black communities. There are 60,997 active businesses within the service area. A Promise Zone is not currently established in the service area.



 **60,997**
Sites
Number of Businesses

 **368,212**
People
Total Population

 **53,043**
People
People Below Poverty Level

 **\$89,314**
USD
Median Household Income

 **218,213**
People
Low and Moderate Income Population

Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.

10,541
Businesses
Businesses with 1 to 4 Employees

1,863
Businesses
Businesses with 5 to 9 Employees

1,190
Businesses
Businesses with 10 to 19 Employees

781
Businesses
Businesses with 20 to 49 Employees

319
Businesses
Businesses with 50 to 249 Employees

Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

The business landscape is supported by a significant mix of commercial and industrial real estate with 9,227 commercial properties and 1,006 industrial properties.

 **9,227**
Properties
Properties by Type -
Commercial

 **1,006**
Properties
Properties by Type -
Industrial

Businesses in the service area span a wide range of industries, with particularly strong representation in Arts, Entertainment, & Recreation, Professional, Scientific, & Technical, and Health Care & Social Assistance.

2,431
Businesses
Number of Businesses - Arts,
Entertainment, & Recreation

2,081
Businesses
Number of Businesses -
Professional, Scientific, &
Technical

1,932
Businesses
Number of Businesses - Health
Care & Social Assistance

1,235
Businesses
Number of Businesses - Retail
Trade

1,094
Businesses
Number of Businesses -
Information

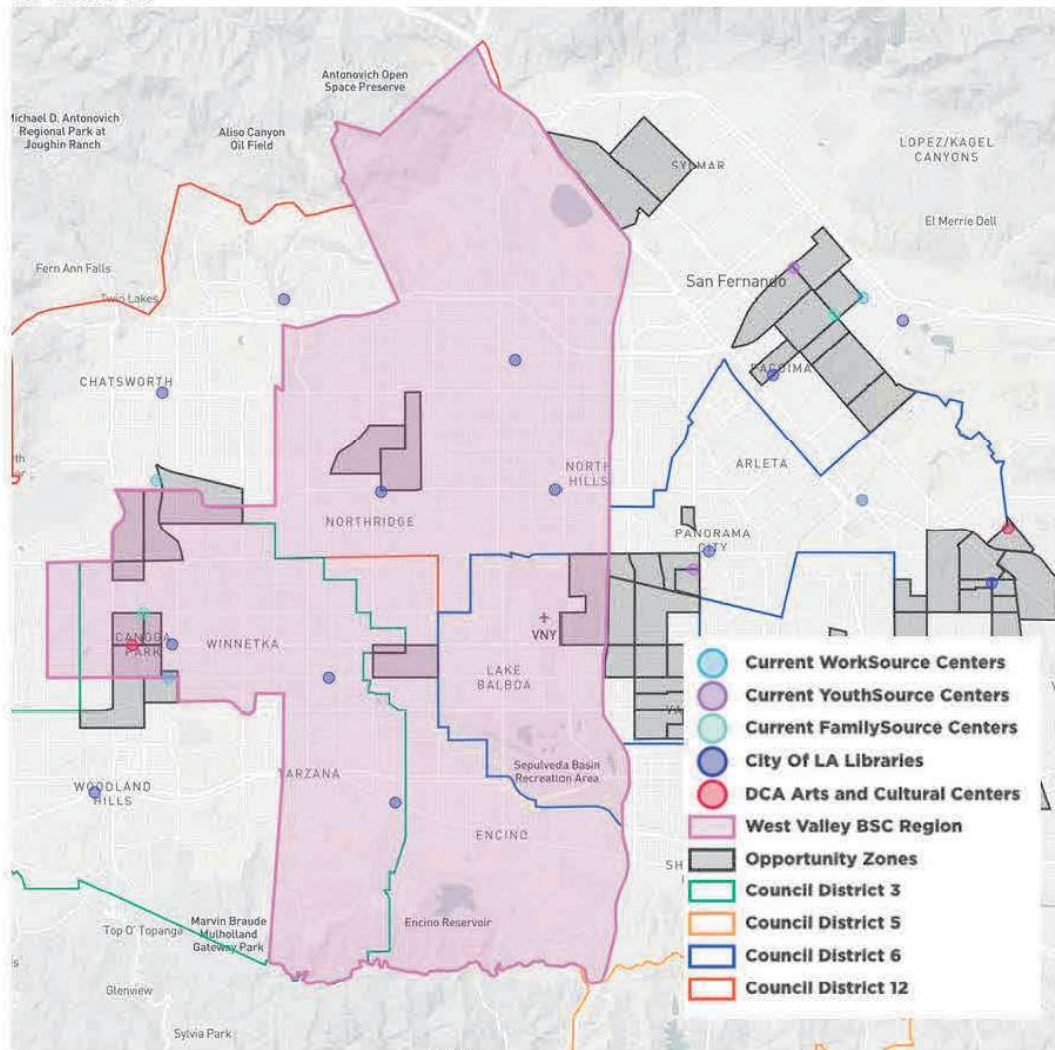
991
Businesses
Number of Businesses -
Construction

946
Businesses
Number of Businesses -
Accommodation & Food
Services

10. West Valley Region

The West Valley service area will cover the neighborhoods of Northridge, North Hills, Reseda, Lake Balboa, Tarzana, Encino, Sepulveda Basin, Canoga Park, Winnetka, Porter Ranch, Granada Hills, and Council Districts Three, Six, and Twelve. The total population of the service area is 462,948, and 57,701, or 12.46%, are living in poverty.

Approximately 154,429, or 33.35%, of the residents are in low- and moderate-income households. The median household income is \$102,870. The population is predominantly 39.95% (184,926) Hispanic or Latino, followed by 37.19% (172,164) White, 14.18% (65,634) Asian, and 3.81% (17,659) Black communities. There are 58,802 active businesses within the service area. A Promise Zone is not currently established in the service area.





Sources: HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

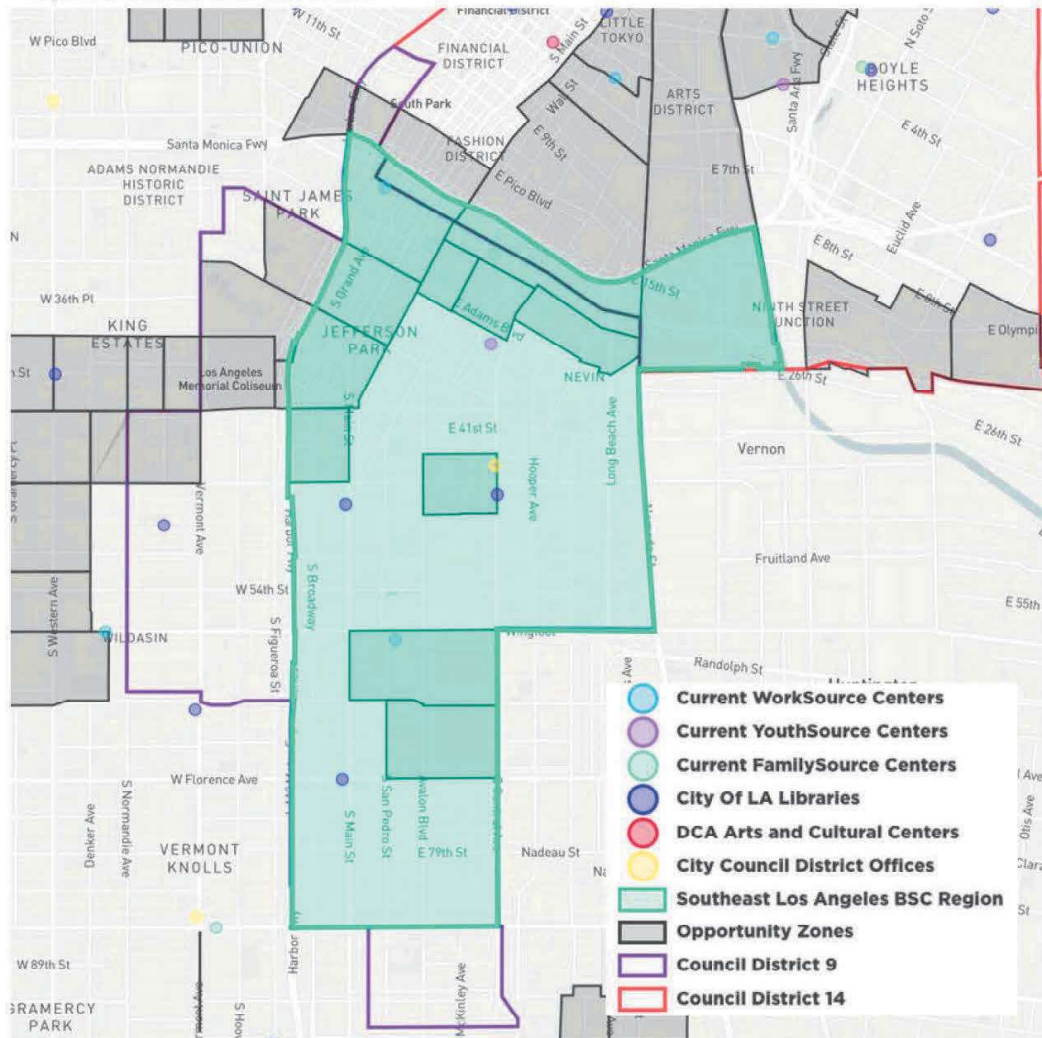
Available data indicate a strong small-business ecosystem, with the majority of firms operating with fewer than 4 employees.



Sources: CBP 2023; County Tax Assessors 2024; HUD Low-Mod (LMISD) 2016-2020; US Census Bureau ACS 5-year 2019-2023

1. Southeast Los Angeles Region

The Southeast Los Angeles service area includes the neighborhoods of Florence, South Park, Historic South-Central, Central-Alameda, and Council Districts Nine and Fourteen. The total population of the service area is 179,797, and 47,281, or 26.29%, are living in poverty. Approximately 158,273, or 88.02%, of the residents are in low- and moderate-income households. The median household income is \$55,193. The population is predominantly 87.78% (157,900.5) Hispanic or Latino, followed by 9.27% (16,663.3) Black, 1.15% (2,072.5) White, and .62% (1,112.7) Asian communities. There are 12,708 businesses in this area.



The business landscape is supported by a significant mix of commercial and industrial real estate with 4,520 commercial properties and 1,249 industrial properties.

 **4,520**
Properties
**Properties by Type -
Commercial**

 **1,249**
Properties
**Properties by Type -
Industrial**

Businesses in the service area span a wide range of industries, with particularly strong representation in Health Care & Social Assistance, Professional, Scientific & Technical, and Arts, Entertainment & Recreation.

2,745
Businesses
**Number of Businesses - Health
Care & Social Assistance**

2,435
Businesses
**Number of Businesses -
Professional, Scientific, &
Technical**

1,785
Businesses
**Number of Businesses - Arts,
Entertainment, & Recreation**

1,675
Businesses
**Number of Businesses -
Construction**

1,458
Businesses
**Number of Businesses - Retail
Trade**

972
Businesses
**Number of Businesses - Real
Estate & Rental & Leasing**

1,053
Businesses
**Number of Businesses -
Accommodation & Food
Services**