

## MOTION

BusinessSource Centers around the City provide a variety of free services targeting the needs of eligible City-based small businesses and entrepreneurs, including centralized financial and legal services. Among the services offered are access to capital, business planning, one-on-one business coaching, marketing support, establishing business structures; and resolving other business concerns. The BusinessSource Center program is managed by the Economic and Workforce Development Department (EWDD).

On June 27, 2025, Council authorized the extension of a contract with the Vermont Slauson Local Development Corporation (VSLDC) for BusinessSource Center operations for the South Los Angeles BusinessSource Center, located at 1130 West Slauson Avenue in Council District 9, and the Watts BusinessSource Center, located at 10200 Success Avenue in Council District 15, through June 30, 2026. VSLDC was chosen as the result of a competitive bid process held in 2021 that identified eight additional providers for services at a total of 10 citywide locations and two centralized service locations (C.F. 21-0270). The bid process also identified Replacement Operators that could step in should operators be unable to fulfill their responsibilities; this list was valid through January 1, 2024 and was comprised of existing operators of BusinessSource Centers.

Due to an emergency situation, VSLDC is no longer able to perform operations and provide services for the current Program Year (PY) 51. As a result, both BusinessSource Centers operated by VSLDC have closed. In order to continue this vital function without long-term interruption, new operators need to be immediately selected that can provide services for the remaining contractual period.

In an effort to identify suitable replacement operators, EWDD conducted an informal Request for Information (RFI) with providers that currently operate other centers. Based on the RFI, EWDD recommends the sole source selection of Managed Career Solutions, SPC (MCS) as the replacement operator for the Watts BusinessSource Center based on their demonstrated strong performance as the operator of the Harbor BusinessSource Center, their operational capacity to immediately assume operation of the Watts BusinessSource Center, and their prior experience operating in the Watts community.

In addition, EWDD recommends the selection of Coalition for Responsible Community Development (CRCD) as a Subrecipient, to be the replacement operator for the South Los Angeles BusinessSource Center based on their knowledge of the community and its needs, strong relationships with the local business community, and relevant programmatic experience to efficiently and immediately assume the operation of the South Los Angeles BusinessSource Center.

I THEREFORE MOVE that:

  
SEP 30 2025

## ECONOMIC DEVELOPMENT & JOBS

1. The City Council approve the selection of Managed Career Solutions, SPC as the replacement operator for the Watts BusinessSource Center and Coalition for Responsible Community Development as the replacement operator for the South Los Angeles BusinessSource Center, and authorize the Economic and Workforce Development Department to negotiate and execute contracts for the delivery of services for the remainder of PY51, subject to approval of the City Attorney as to form.
2. The City Council instruct the Community Investment for Families Department (CIFD) to effectuate necessary administrative processes and procedures to ensure the replacement operators are reimbursed for services rendered during the approved contract period.

PRESENTED BY:



CURREN D. PRICE, JR.  
Councilmember, 9th District

ORIGINAL

SECONDED BY:

