

LA MBOC
200 North Spring
Street, M180
Los Angeles, CA
90012



The LA MBOC: Where We Can
Help You Grow with the 4 "I"s:

Information, Introductions,
Increased Capacity and
Inspiration

In this Issue

Director's Message	2
Staff Directory	2
Subcontracting Opportunities	3
MED Week 2005 Conferences	3
Far East Travel	4
Subcommittee Update	5
Upcoming Events	5
Bud Ovrom	6
Business Judgment Rule	6
Public & Private Partners	7

The LA MBOC Newsletter

funded by

U.S. Department of Commerce, Minority Business Development Agency &
City of Los Angeles, Mayor's Office of Economic Development

BANK OF THE WEST COMMITS \$100,000

TO ONEUNITED BANK FOR COMMUNITY LENDING EFFORTS

Los Angeles – Bank of the West, has made a commitment to small business prosperity in South Los Angeles. They have partnered with OneUnited Bank and deposited \$100,000 to enhance OneUnited Bank's ability to provide financing for real estate transactions and new business ventures.

The increased financing will allow OneUnited Bank to further their mission to become "the premier banking institution for urban communities across America." Mark Brown, Business Manager and Assistant to the CEO stated, "We will be able to leverage this \$100,000 with other real estate transactions to better the communities we serve."

As part of its community development efforts, OneUnited Bank has provided hundred of millions of dollars in community development lending to support affordable housing, small business, childcare, church development, community and social service

organizations. In addition to its financial commitment, OneUnited has developed a number of programs that address financial literacy.

OneUnited Bank is the primary organizer of an annual financial conference for women called Money Means: A Financial Conference for Black Women. Through this conference, women gain knowledge of various topics from basic savings to estate planning.

OneUnited Bank is the first and the largest Black-owned interstate bank in the United States growing in assets from \$56 million in 1997 to \$500 million in 2003. OneUnited Bank is a member of the Federal Deposit Insurance Company (FDIC) and has offices in California, Florida and Massachusetts.

In 2003, OneUnited Bank was awarded the No. 1 Black Financial Institution of the Year Award from *Black Enterprise* magazine.

Are You Sitting on a Gold Mine?

In response to the Civil Unrest of 1992, the Federal Government and the State of California designated certain census tracts within the City of Los Angeles as incentive zones. This was done to spur economic development and address issues of high unemployment and poverty.

Those areas with the highest levels of poverty and unemployment: the Central City, South LA, East LA and Pacoima were designated as a part of the Federal Empowerment Zone (EZ).

Businesses located in these areas are eligible for a myriad of tax credits to assist in their expansion. Among these self-reporting tax incentives is the Employer Wage Credit.

An EZ business that hires a qualified EZ resident is eligible to take a wage credit equivalent to up to 20% of the first \$15,000 in salary (up to \$3,000/eligible employee). This tax credit remains in effect until 2009.

EZ businesses that have not taken advantage of the Employer Wage Credit may be able to amend their tax returns in previous years to receive a credit or refund with proper documentation. Please consult your tax professional for more information.

To find out if your business is in the EZ, please go to the HUD website at: www.hud.gov, or call Clarence Espinosa at (213)978-1528.

Director's Message
Karen Blackwell



The historic election of Mayor Antonio Villaraigosa on May 17 has ushered in a new era in Los Angeles's political and civic arena. Our new Mayor has called for many changes that reflect the will of the voters who overwhelmingly supported his vision when they went to the polls. The LA MBOC looks forward to an exciting time in which small and minority businesses will have an opportunity to participate in helping the new administration execute a plan for economic development. Our New Communications Manager Clarence Espinosa has joined the team at a great time when we will need his skills to create innovative ways to bring more information and opportunities to MBEs and their supporters in the upcoming months. As new Commissioners and Division Heads are identified to help with the task of creating the template for LA in the 21st century, I recommend that every small, woman and minority business owner consider serving in some capacity. You are encouraged to visit the web site http://ga4.org/antonio2005/application_intro.html to express your interest in becoming a Commissioner or Board member to determine how business is to be done here at City Hall and throughout the rest of the City as new contracting and procurement needs are identified and filled.

All new beginnings also represent a time for ending and so this period marks my transition from Assistant Deputy Mayor and the Director of the LA MBOC to a position in the private sector. I want to take this opportunity to thank each and every one of you I had the opportunity to meet and for allowing me to assist you in your efforts to grow your businesses. You shared your passion for what you do, your commitment to excellence, your creativity and the ability to greet each day as a present filled with expectation. With your tremendous support we had our MED Week awards ceremony at the Kodak Theatre, created a health insurance initiative, solicited deposits for minority banks, traveled to China, launched the TV show, "LA Business Confidential and created our 4 "I" concept. Our focus on providing Information, Introductions, Increased capacity by creating access to markets and capital, and Inspiration enabled us to helped MBE firms get more than \$100 million in contracts.

As a child I learned that all good things must end, and so I say goodbye. Everyone I met taught me something about business and I am better for it. It has been an honor to work for you, the minority business community and your supporters. I wish you nothing but continued growth and success and I look forward to hearing great things about your progress. I ask that you look for ways to facilitate one another's growth and that you continue to work closely with the LA MBOC team and their new leadership as they strive to help you prosper. If you'd like to stay in touch, please email me at: ktnj4@sbcglobe.net.



STAFF DIRECTORY
Los Angeles Minority Business Opportunity Committee (LA MBOC)
Tel: (213) 978-0671
Fax: (213) 978-0690
www.lamboc.org

Numbers May Change— Check website!

Director
Karen Blackwell (213) 978-0687
Assistant Deputy Mayor

Deputy Director
Amy Richardson (213) 978-0837

Business Development Coordinator
Kathi Aldridge (213) 978-0679

Marketing Assistant & Systems Analyst
Tina Ton (213) 978-0677

Communications Manager
Clarence Espinosa
(213) 978-1528

Minority Business Development Centers

Los Angeles Metro MBDC
3550 Wilshire Blvd., Suite 905
Los Angeles, CA 90010
Telephone 213 368-1450
Fax 213/368-1454
Email: Info@lambdc.org

Native American BDC
1138 Valley Mall, Suite 200
El Monte, CA 91731
Telephone (626) 442-3701
Fax (626) 442-7115
Email: schambers@ncaied.org

Inland Empire MBDC
1533 Spruce Street, Suite 215
Riverside Ca 92507
Telephone (951) 320-7020
Fax (951) 320-7023
Email: lisa@inlandempire-mbdc.com

The South Group Offers Luma Subcontracting Opportunities

As part of their ongoing effort to provide subcontracting opportunities to local minority and women-owned construction subcontractors and suppliers, The South Group has introduced an MBE/WBE Outreach Program for Luma, a new condominium project based in the heart of downtown Los Angeles.

Located at 11th Street and Hope Street, Luma is the second phase of *South*, the downtown area's first new urban high-rise condominium complex in 20 years that launched construction last September. The construction project, which includes three phases, will ultimately span a total of 1.5 million square feet of residential, commercial and parking development.

The South Group is seeking minority and women-owned construction firms to bid on subcontracts requesting a wide spectrum of construction supplies and trade speciali-

zations. The South Group requires that all Luma subcontractors are union, certified, meet insurance requirements, and complete a pre-qualification application. Luma is releasing subcontracting bids this summer.

The South Group is the joint venture partnership of Portland, Oregon-based developers Williams & Dame and Gerding/Edlen and is renowned for its innovative, smart growth, environmentally friendly, high-density neighborhood developments. Howard S. Wright Construction, a Seattle-based construction management company, serves as Luma's general construction contractor.

To learn more about Luma and the project's construction subcontracting bid opportunities, please contact P. Dowell & Associates at (562) 461-2133.



MED WEEK 2005

We invite and encourage the participation of our partners, members and supporters during the following 2005 Minority Economic Development (MED) Week programs. For more information go to: www.mbd.gov.

<u>Regional MED Week</u>	August
Location TBD	19
<u>National MED Week</u>	September
Omni Shoreham Hotel	12-14
<u>LA MBOC MED Week</u>	November
Location and Date TBD	

TOP 15 Opportunity Providers on Contracts Out for Bid

January 1 through June 22, 2005

<i>Contract Provider</i>	<i># of Opportunities</i>	<i># of Projects Bidding</i>
Mallcraft, Inc.	5330	626
Griffith Company	2584	562
Sully-Miller Contract Company	1839	714
Los Angeles Engineering, Inc.	1141	626
Excel Paving Company	1134	562
DJM Construction Co., Inc.	1099	562
TOBO Construction, Inc.	744	213
Metro Builders and Engineers Group Ltd.	495	949
Ford E.C., Inc.	480	310
Pinner Construction	480	714
Kiewit Pacific Co.	434	562
FTR International, Inc.	400	949
Steve P. Radios, Inc.	384	714
United Riggers & Erectors, Inc.	380	909
Clarke Contracting Corporation	366	310

Since 1983, the U.S. President has proclaimed a National MED Week observance to recognize the outstanding achievements of MBEs and to honor those corporations and financial institutions that support minority business development. Annual regional conferences and activities are organized by the U.S. Department of Commerce's Minority Business Development Agency (MBDA) in collaboration with the U.S. Small Business Administration's (SBA) Office of Government Contracting and Business Development. These events culminate at the National MED Week Conference in Washington, D.C, which provides a unique forum to address the major issues affecting MBEs.

LA MBOC International Trade Subcommittee Members Travel to Far East

International Trade Subcommittee Chair, Leon Hutchinson teamed up with LA MBOC MEDWeek Exporter of the Year 2004, Long Chang, to co-host a trade and cultural tour of China. A group of 38 minority business people from a diversified ethnic, profession and cultural backgrounds in Los Angeles Area visited Beijing, Suzhou, Hangzhou and Shanghai in China from May 10 to May 18. During the 9 day trip, the group had a network meeting with All-China Federation of Industry & Commerce, visited Suzhou Wuzhong Economic Development Zone, toured hand craft factories, and some of the members even had one-on-one meeting with the representatives from the local factories. While exploring new business opportunities in China, the group also had chances for sightseeing in four cities on east coast, including the famous Great Wall, Forbidden City, Boat Cruise on Grand Cannel, West Lake, etc. "It was a life changing experience that will forever be in all of our memories", as Nancy Vann recalled after being back from the trip. Some of the group members have already started communicating with the local suppliers they met during the trip and have got samples shipped from China. Dr. Maxine Thompson is a radio talk show host in Los Angeles. She told her audience "My original purpose for going to China was to meet publishers, expand my internet radio shows and learn about the culture. But on this journey, I found a deeper meaning, the human connection. I feel the trip will be the beginning of future relationships with people from China"

Since the group came back from China, the words have been spread in the minority business community. A lot of people showed interest and inquired about the next trade mission to China. For those who would like to join our next trip, please contact Long Chang of Z-Tech USA at Tel. (714)956-0669 or e-mail: longc@Z-TechUSA.com



Excerpts from a China Traveler

Well, like that old saying goes, "Until you walk in my shoes, you can't sing my blues." Now, as a grandmother of five, I just returned from a nine-day trip to Beijing, China. I went with a group of 40 business persons from different minorities. We also visited Shanghai, Suzhou and Hangzhou all modern, progressive cities in the south of China. For a modest price, the trip included round-trip air tickets, local tour bus transportation, accommodations at 5 star hotels, meals throughout the trip, business matching, factory touring and networking during governmental banquets. I even climbed the famous Great Wall of China. Although I only made it to the first Pagoda, I saw that as being symbolic of the steps I've had to take to go from being an employee to being a business owner to now being an International Trade

Business person. My original purpose for going to China was to meet publishers, expand my Internet radio shows and learn about the culture. In addition, I'd like to change the negative image of African Americans which is portrayed in videos and have the Chinese learn about different aspects of black culture through literature written by African Americans for African Americans. But on this journey, I found a deeper meaning. The human connection. I feel the trip will be the beginning of future relationships with people from China. What was particularly heartwarming was the fact that, in spite of the language barrier, the people were friendly and embraced my sister Nancy and I. They seemed to be magnetically drawn to our natural hair-styles. (Nancy wears sister locks and I wore my hair in an individual, braided shag style.) We are still reeling from how we were treated like celebrities. To contact Maxine Thompson for the full text go to: www.maxineshow.com.

LA MBOC Subcommittee's — What's the News?



Contract & Procurement — As the new Chair, Lynn Chen of Earl Security sets out to implement a new development strategy and launches the "Small Group Business Networking Lunch." These meetings are designed to bring primes and potential subcontractors in related industries together for informal networking and to foster business-to-business collaboration between minority-owned firms.



Finance Subcommittee — Co-Chairs, Kevin Wright and James Ocon of Wachovia Securities, have their plates full by working to support each subcommittee as financial resource brokers. This dynamic duo assists the LA MBOC staff direct capital access inquiries to appropriate vendors. The pair sets no limits in their efforts to coalesce with other committees and recently traveled to China with International Trade Subcommittee members to learn as well as provide answers on financial matters.



Resources for Entrepreneurs — The creators of last year's "Health Insurance Expo" will not let any grass grow under their feet. New Chair, Mohammed Nassardeen of Recycling Black Dollars is setting out an ambitious agenda of program offerings, including the Black Business Month Kick-off in April and the recent "Masters of Law" Luncheon.



International Trade — Well this group of travelers (see article on page 4) is not weary yet! Committee Chair, Leon Hutchinson of California International Trading Company, has already begun the follow-up work of matching needs and resources for business travelers seeking to export their products to China and other countries abroad. Also talk with Leon about his own manufacturing venture in the cosmetic industry — opportunities abound!

Upcoming Events

Supplier of the Year Awards Luncheon Omni Hotel, LA	July 7, 2005	Southern California Minority Business Development Council	ssmith@smbdc.org or call (213) 689-6940
African Marketplace & Cultural Faire	August 20-21, 27-28, September 3-5, 2005	City of Los Angeles, Cultural Affairs	www.culturela.org
USC Metro MBDC 9th Annual MED Week Awards Luncheon	September 1, 2005	USC LA Metro MBDC	(213) 368-1450
Small Business Conference & Vendor Fair	October 13, 2005	Orange County Transportation Authority	Bde,osoe@octa.net or call, (714) 560-5657
Latin Business Expo	October 14-15, 2005	Latin Business Association Institute	www.lbausa.com
Black Business Expo and Trade Show	October 28-30, 2005	Los Angeles Black Business Expo Trade Show	www.blackbusinessexpo.com

Bud Ovrom to lead Mayor's Office of Economic Development



Robert "Bud" Ovrom, Chief Administrator of the City's Community Redevelopment Agency, has been tapped to lead the Mayor's Office of Economic Development. Ovrom has enjoyed a long career in city management, beginning in 1970 as an administrative assistant for the then newly incorporated city of Simi Valley, where he held a number of posts including Personnel Officer, Budget Officer, and Assistant City Manager. Ovrom moved to the City of Monrovia in 1974 and became City Manager in 1977, heralding in a successful era of economic growth. In Monrovia, Ovrom oversaw the development of a 29-acre, 380,000 sq.ft. subregional shopping center, 650,000 sq. ft. of new industrial space, 156 units of rent subsidized senior citizen housing and 226 units of moderate income family housing, among many other projects.

In 1985, Ovrom accepted the position of City Manager and Executive Director of the Burbank Redevelopment Agency. Ovrom is credited with playing a key role in revitalizing the city after Lockheed Martin Corp., and other aerospace industries left and took 20,000 jobs with them. His efforts helped fill a void and boost city tax revenue by attracting studio-related businesses and retail hubs, that include Media City Center, Empire Center and Costco.

Ovrom shares his passion for city management with his wife Denise, who has held position in city management with the cities of Claremont, Brea, Temple City, and Beverly Hills. The couple has two grown daughters, Shelley and Heather.

BUSINESS JUDGEMENT RULE

The law recognizes that people can make honest mistakes even when giving careful consideration to a decision. Accordingly, a director who meets the standard of care by acting as would a prudent person cannot be held liable for making a poor decision, so long as the director believed the resulting action was in the best interest of the corporation. This is true even if the decision takes away from the public benefit or religious corporation's purpose. This protection is known as the "Business Judgment Rule." The purpose of this rule, for both profit and nonprofit corporations, is to relieve directors of the fear of being second-guessed by courts. Directors are required to give careful consideration to their decisions, but are not expected to make perfect decisions.

In order to effectively manage and control the corporation, it is essential that directors request and receive information. Directors must keep in mind that it is their responsibility, not their staff's, to decide what policies the public benefit or religious corporation will follow and what actions it will take. Directors should not simply approve the suggestions of staff without first coming to their own understanding of the relevant facts. Officers and staff of the corporation are responsible for giving directors the information they need to direct the corporation. Directors should not be shy about asking questions of the corporation's officers and staff because ultimately it is the board of directors, rather than the staff and officers which is responsible for the corporation's actions.

A director may generally rely on information furnished by officers and/or employees of the corporation, professionals and/or experts (such as attorneys or accountants) or even by a committee of the board to which the director does not belong, as long as the director takes care in such reliance. (Directors of religious corporations may also rely on religious leaders within their own organizations.) This means that a director's reliance on such persons must be in good faith and based upon a belief in the competence and reliability of the source of the information. The director cannot have knowledge of facts indicating that such reliance is unreasonable, and must ask reasonable questions when necessary (again, ask questions of staff and officers at board meetings.).

LA MBOC Public and Private Partners

The LA MBOC would like to thank its Public/Private Partners for their continued support and contributions.

ADT Security Services, Inc.	Graybar Electric	Raytheon
African-American Business Association of South Central Los Angeles	HANMI BANK	Roy F. Weston, Inc.
American Indian Chamber of Commerce of California	Harris & Associates	RR Donnelley & Sons Company
Asian Business Association	HNTB Corporation	Saehan Bank
Asian Business Association On-Line	Host Marriott Services Corporation	Sampra Energy
Associated Builder & Contractors, Inc.	Ho T Z International	Small Business Consulting Agency
Bank of America	HSBC Bank	Smith Barney/Whelan Group
Bechtel Infrastructure Corporation	J.R. Olsen Bonds & Insurance Brokers, Inc.	South Coast Air Quality Management District
Black Business Association	Jacobs	South Los Angeles Economic Alliance
Boeing Company	Jet Propulsion Laboratory	South Los Angeles Economic Development Partnership
Bovis Lend Lease LMB, Inc.	Job Starts	Southern California Edison
Business Resource Group	Kaiser Foundation Health Plan, Inc.	STA International
California Manufacturing Technology Center	KCET	STAPLES Center Affiliated Companies
Carter & Burgess, Inc.	Los Angeles County Economic Development Corporation (LAEDC)	State of California, CALTRANS
Cathay Bank	Los Angeles Regional Technology Alliance	STV, Inc.
CGI Management Consultants	Los Angeles Unified School District	Turner Construction
CH2Mhill	Los Angeles World Airports (LAWA)	U.S. Army Corps of Engineers, Los Angeles District
CITIBANK	Magic Johnson Theatres & Johnson Development	U.S. Postal Service
City of Inglewood	Mallcraft, Inc.	U.S. Small Business Administration
City of Long Beach	Marta/Metroplex Corporation	United Parcel Service
City of Los Angeles, Community Development Department	MBDC-East LA Region, BAC-East LA Region, Barrio Planners, Inc.	United Riggers & Erectors, Inc.
City of Los Angeles, Department of Water and Power	McDonald's Corporation	University of California, Los Angeles
City of Pasadena	Metropolitan Transportation Authority	University of Southern California, SBDO
Colich Construction	Metropolitan Water District	URS Corporation
Comerica Bank – California	Minorities in Business, Inc.	USC Business Expansion Network West LA County MBDC
County of Los Angeles, Fire Department	Mirae Bank	Valley Economic Development Corporation
County of Los Angeles, Office of Affirmative Action	Miron Electric Construction Corp	Vanir Construction Management, Inc.
Creative Answers Incorporated	MWH Americas, Inc.	Wachovia Securities, LLC (formerly Prudential Financial)
Curtom Building & Development Corporation	NARA BANK	Walt Disney Company
DreamWorks SKG	National Association of Minority Contractors	Wesco Infrastructure Technologies
Employers' First Choice	Northrop Grumman Space Technology	West Los Angeles College, Center for Economic Development and Continuing Education
FAME Renaissance	One United Bank	White Memorial Medical Center
Federal Reserve Bank of San Francisco	OWEN Group, Inc.	Wilshire State Bank
Garfield Medical Center	Parsons, Brinkerhoff, Quada & Douglas, Inc.	Women in Technology International
Genesis LA Economic Growth Corporation	Playa Vista	Xerox Corporation
	Preferred Bonding & Insurance Services	
	Pueblo Contracting Services	

Mayor's Office of Economic Development
LA MBOC
200 North Spring Street, M180-CH
Los Angeles, CA 90012

Phone: 213-978-0671
Fax: 213-978-0690

PRESORTED
STANDARD
U.S. POSTAGE PAID

The LA MBOC: Where We Can Help You Grow
with the 4 "I"s:
Information, Introductions, Increased Capacity and
Inspiration

We Are On the WEB!
www:LAMBOC.org or for
City Contracts Visit Us
At www:LABAVN.org

LA MBOC SERVICE REQUEST FORM

Mr. Ms. Last Name: _____ First Name: _____ Date: _____

Company Name: _____

Address: _____ City: _____
State: _____ Zip: _____

Email: _____ Telephone: () _____ Fax: () _____

Ethnicity of Business Owner(s): _____ Legal Form (e.g. Sole-Proprietorship, Partnership, Corporation, etc.): _

Date Business Established: _____ Number of Employees: _____

List Services, Products, and/or Special Capabilities (e.g. Supplies, Plumbing, Consulting, etc.): _____

Ownership (check all that apply): Minority business enterprise Women business enterprise Disadvantaged business enterprise

Small business enterprise Other business enterprise

Certified as (please check):

MBE WBE DBE SBE OBE

BUSINESS ASSISTANCE INFORMATION:

Bonding & Insurance Capital Access MBDA Phoenix/Opportunity National Database Certification

Entrepreneurial Training Los Angeles Minority Business Opportunity Committee (LA MBOC) International Trade

Management & Business Assistance Federal Empowerment Zone/Renewal Community

Resources for Entrepreneurs State Enterprise Zone

Please fax or mail to: LA MBOC, 200 N. Spring St., M-180, Los Angeles, CA 90012 (213) 978-0671-Tel (213) 978-0690-Fax