

January 2025 Newsletter



Operated by PACE (Pacific Asian Consortium in Employment)

ProcureLA Accelerator Program Started!

If you missed the first session of our training, please watch below:

[Click to Watch Module 1 \(Jan 21, 2025\)](#)

The flyer for the 'Accelerator for Small Business' program features a dark blue background with white and yellow text. At the top left is the PACE logo. The main title is 'ACCELERATOR FOR SMALL BUSINESS' in large white letters, with the subtitle 'Fast-Track Your Team to a Winning City Contact' in yellow. Below this is '2025 Webinar - 6 Modules'. A paragraph describes the program's goals. Six modules are listed in purple boxes, each with a number, title, date, time, and duration. A 'Register Here' button with a QR code and a 'SCAN ME' label is on the right. At the bottom, there is a 'Contact Us' section with a website and email address, and logos for PACE, Mayor Karen Bass, and Procure LA.

ACCELERATOR FOR SMALL BUSINESS
Fast-Track Your Team to a Winning City Contact

2025 Webinar - 6 Modules

Join our 6-module accelerator in 2025. This webinar will provide you with how to navigate LA's government procurement process, access certification benefits, market to city departments, craft winning proposals, and develop competitive budgets to secure contracting opportunities.

- 1** Navigating the City of Los Angeles Government Structure & Contracting Opportunities
JAN 21 1:00 pm 90 min
A clear understanding of how the LA city functions
- 2** Unlocking Procurement Opportunities with the City of LA's RAMPLA Portal
JAN 28 1:00 pm 90 min
How to leverage the City of Los Angeles' RAMPLA procurement portal
- 3** Introduction to City of LA Certifications for Small Businesses
FEB 4 1:00 pm 90 min
How the City of Los Angeles' certification programs can provide a competitive edge
- 4** Crafting Marketing Strategy to City of LA Dept & Prime Contractors
FEB 11 1:00 pm 90 min
Guide you through the key strategies for marketing your business
- 5** Mastering Bid Proposals: Key Strategies for RFP Submissions
FEB 18 1:00 pm 90 min
A step-by-step guide on the essential components of a successful bid
- 6** Navigating Post-Bid Success: Key Steps After Winning a Contract
FEB 25 1:00 pm 90 min
Explore the crucial next steps after securing a contract and how to ensure successful project execution

Register Here
tinyurl.com/bdtxundz
Registration is required only once for all six zoom sessions.

SCAN ME

Contact Us
www.ProcureLA.com
ProcureLA@pacela.org

ProcureLA, a new program launched by Mayor Bass and the City of Los Angeles Economic and Workforce Development Department (EWDD), provides free resources to help small businesses secure contracts and is operated by PACE (Pacific Asian Consortium in Employment).

Mayor Karen Bass

Procure LA

*Auxiliary Aids and Services are available upon request to individuals with disabilities.

Accelerator for Small Business

Join our 6-module accelerator training (Virtual). This webinar will provide you with how to navigate LA's government procurement process, access certification benefits, market to city departments, craft winning proposals, and develop competitive budgets to secure contracting opportunities. [Click to view the flyer.](#)

[Register for Series](#)

[About Module 2](#)

NEED HELP?

ProcureLA:

Connecting Small Businesses with L.A.'s Big Opportunities. Unlock Contracting Opportunities with Free Support Services.

Contact: procurela@pacela.org

Open Office Hours every Friday from 9:00 AM to 2:00 PM PT

Location: 1055 Wilshire Blvd #1520, Los Angeles, CA 90017

NEW OPPORTUNITIES

Click the bold title to access the details.

LA County Dept of Health Service Equipment

Maintenance and Repair (EMARS) - Fire Alarm, Detection and Security System (RFR)

LAUSD

Fire Life Safety Training and Video Creation Services

The Metropolitan Water District of S.CA LA & OC

County Facilities WiFi Upgrades

City of Rosemead

Professional Services for Community Gardens Program

City of Newport Beach

Printing Services Related to Newport Navigator Magazine

LA County ISD

Energy Support Services Master Agreement (ESSMA)

City of Beverly Hills

Event Production and Management Services

S.CA Regional Rail

Authority Marketing Advertising and Creative Services

City of Pasadena PW

Janitorial Supplies

City of Newport Beach

Certified Farmers' Market Operator & Summer Food Truck Program - McFadden Square

LA County Rec & Park Dept

Golf Course Operation Service

City of Glendale

Annual contract for emergency medical supplies as needed

CA Dept of Highway Patrol

Protective Clothing & Operational Supplies Rental Services

Cerritos College

Performing Arts Center Facade Public Art Project

City of Dana Point

Provide an Aerial Fireworks Show on 4th of July 2025

Sub-Contract Opportunities with Prime

We often get calls from PRIME contractors looking for subcontractors. We compiled this list to help showcase bidding opportunities. Learn more about our process and see the full list of opportunities by clicking the button below.

[Doing Business with Prime Contractors](#)

AECOM

Supplemental Engineering Services - Capital Improvement Projects in Los Angeles, CA. Argonaut Constructors STORM DAMAGE SLIDE REPAIR STEWART'S POINT SKAGGS SPRINGS ROAD PM 19.67 | County of Sonoma

R.A. Burch Construction Co.

Renovate B3291 | Naval Base San Diego, CA Coffman Specialties Renovate B3291 | Naval Base San Diego, CA

California Trenchless, Inc.

Brackney Landslide Area Pipeline Risk Reduction Project

Riverside Construction Company

Construction on State Highway In San Bernardino County In Upland From 0.3 Mile West To 0.1 Mile East Of Mountain Avenue Overcrossing

R.A. Burch Construction Co.
CLBMEU Complex | Camp
Pendleton, CA KCB Towers,
Inc. Rancho Cucamonga High
School Building U T.E.

Roberts, Inc.
RDO/JP Steiger Water Main
Replacement

**Clarke Contracting
Corporation**
San Fernando Road Widening
At Balboa Road (2nd Re-Bid)

Aldridge Electric, Inc.
07-350334 Install Changeable
Message Signs, and Traffic
Census Stations, Los Angeles
County, CA

Aldridge Electric, Inc.
07-350324 Replace Existing
CMS, TCS, and TMDS/VDS, &
Construct MGS, Los Angeles
County, CA

Aldridge Electric, Inc.
07-350314 Install Changeable
Message Signs, and Fiber Optic
Cables, Los Angeles & Ventura
Counties, CA

Inland Empire Utilities Agency
RFP-JV-24-009: Request for
Proposals to Provide Progressive
Design-Build Services for the
Advanced Water Purification
Facility at RP-4

RaPiD General Engineering
2025 Pioneer Trail Waterline
Replacement | South Lake
Tahoe, El Dorado County, CA

Granite Construction Company
Caltrans 07-353204, Route 405

Webinars & Events

2025 PROCUREMENT SERIES
CONTRACTING & PROCUREMENT BY THE STATE OF CALIFORNIA

- SB (Small Business)
- DVBE (Disabled Veteran Business Enterprise)
- Contracting & Procurement Training

The Topics covered: (4 X 60 mins)
This series is designed to equip small business owners with the knowledge, skills, and resources needed to succeed in government contracting and procurement opportunities with the State of California.

Session 1
Jan 22 (Wed), 2025
10:00-11:00 am (by Zoom)
How to do Business with the State of California
We'll dive into the details of contracting with the Golden State to get valuable information on how to get certified.

Session 2
Jan 29 (Wed), 2025
10:00 am - 12:00 pm (In-Person)
Becoming a Certified Small Business or DVBE
Small Business (SB) certification & Disabled Veteran Business Enterprise (DVBE) certification to open door to exclusive benefits.

Session 3
Feb 5 (Wed), 2025
10:00-11:00 am (by Zoom)
I'm Certified, Now What?
It's time to pursue contract opportunities with California State government. How to identify the agencies that need your products or services.

Session 4
May 7 (Wed), 2025
10:00-11:00 am (by Zoom)
Looking for Procurement Opportunities
How to Utilize Government and other Procurement Websites and Databases, Find supplier relationships and capital needs.

Register (In-Person)
Register at <https://tinyurl.com/nm6d721g>

Register (Zoom)
Register at <https://tinyurl.com/2u89narc>

CONTACT
Christina Espinoza, Procurement Manager
(442) 228-6873 | CEspino@paceta.org

501 Pacific Asian Consortium in Employment's The Minority Business Development Agency (MBDA) Business Center in Los Angeles, PAC is a part of the Office of the California State Treasurer, the state agent of the Federal Reserve Bank of San Francisco, and the U.S. Department of Commerce - Minority Business Development Agency. These workshops are brought to you through this program.

Session 2 Jan 29 (Wed), 2025
10:00 am - 12:00 pm (In-Person)
Becoming a Certified Small Business or DVBE | [Register Here](#)

Session 3 Feb 5 (Wed), 2025
10:00-11:00 am (by Zoom)
I'm Certified, Now What? | [Register Here](#)

Module - 2
JANUARY 28, 2025 (Tue) 1:00 pm (90 min, PST)
UNLOCKING PROCUREMENT OPPORTUNITIES WITH THE CITY OF LA'S RAMPLA PORTAL

This module will show you how to effectively navigate and leverage the City of Los Angeles' RAMPLA procurement portal to unlock government contracting opportunities and guide you through the essential steps to succeed in the city's procurement process.

Guest Speakers

- Jack Chu**
Deputy Chief Procurement Officer
Office of Procurement, City of LA
- Donald Chu**
Sr. Management Analyst &
Office of Procurement, City of LA
- Christina Espinoza**
Procurement Manager
PACETA

Host & Moderator

THE WEBINAR COVERS


- What is RAMPLA?
- How to Register on RAMPLA
- Finding the Right NAICS Code
- Discovering Opportunities

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*Auxiliary Aids and Services are available upon request to individuals with disabilities.

Session 2 Jan 28 (Tue), 2025
1 pm - 1:30 pm (by Zoom)
Unlocking Procurement Opportunities with the City of LA's RAMPLA Portal | [Register Here](#)

Session 3 Feb 4 (Tues), 2025
1 pm - 1:30 pm (by Zoom)
Introduction to City of LA Certifications for Small Businesses | [Register Here](#)



Districts 7, 8, & 12

PROCUREMENT AND RESOURCE FAIR

Join us for this beneficial event to connect with:

- Caltrans Purchasers
- Construction and A&E Primes
- Agency Partners
- District Small Business Liaisons

Wednesday
February 26, 2025

2:00 PM - 5:00 PM

Clifton Community Center
300 Centennial Way,
Tustin, CA 92780
(I-5 @ Route 55)

Sponsorship Opportunities Available

For more information email D12smallbusiness@caltrans.gov

Serving the Los Angeles, Ventura, Orange, Riverside, & San Bernardino Counties

February 26 (Wed), 2025
2 pm - 5 pm (In-Person) | [Register Here](#)
Caltrans Districts 7,8, & 12 Procurement & Resource Fair @ Clifton Community Center



HENSEL PHELPS

MIX & MINGLE

WHEN: MEET HENSEL PHELPS' AVIATION TEAM & SOME OF OUR LARGE TRADER PARTNERS WORKING AT THE AIRPORT

WHEN: Wednesday, February 19, 2025
3:00 - 6:00PM

WHERE: Three Weavers Brewery
1031 W. Manchester Blvd A-B
Inglewood, CA

*Drinks + appetizers provided

Click or Scan the QR code to register!





CONNECTIONS
GROW
INSIGHTS
LEARN
LISTENING
QUESTIONS
NETWORK

PEOPLE
INDUSTRY
OPPORTUNITIES

HENSEL PHELPS
FINE BUILD. GROUP

February 19 (Wed), 2025
3 pm - 6 pm (In-Person)
Hensel Phelps Mix & Mingle @ Three Weavers Brewery | [Register Here](#)



FY25 Doing Business With Port of Los Angeles

Free Virtual Event Hosted by SBA Los Angeles District Office (LADO)

Join us for an insightful session on how to successfully do business with the Port of Los Angeles. This event is designed to help small businesses navigate the procurement process and explore opportunities with one of the largest ports in the United States.

This session will feature information on:

- Understanding the procurement process at the Port of Los Angeles.
- Insights on upcoming contract opportunities, and FY25 goals.
- Tips for small businesses to enhance their competitiveness.
- Q&A session with the Director of Contracts and Purchasing.

Tuesday, January 28, 2025
10:00 - 11:00am PST

Virtual through TEAMS
Please Register

SPEAKER

Ms. Tricia Carey
Director of Contracts and Purchasing at Port of LA.

[Click to Learn How to Do Business With Port Of LA](#)

SBA programs and services are extended to the public on a nondiscriminatory basis. For reasonable accommodation requests please send an email to LADO@sba.gov at least 7 days in advance.

January 28 (Wed), 2025
10:00-11:00 am (Virtual)
PY25 Doing Business with Port of Los Angeles | [Register Here](#)



LIVE WEBINAR

Doing Business with Federal Agencies: NASA

MODERATOR

Tommy L. Marks
DIRECTOR
VIRGINIA MBDA BUSINESS CENTER

PRESENTER

Robert Medina
DEPUTY ASSISTANT ADMINISTRATOR
OFFICE OF SMALL BUSINESS PROGRAMS
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

The Virginia MBDA Business Center invites you to join this virtual discussion targeted towards our socially and economically disadvantaged community.

Our panelist will share important insights, tools, and training resources to arm our MBE community with what they need to know to gain access to government contracts at the National Aeronautics and Space Administration.

DATE
1.30
THURSDAY

HOUR
1PM - 2PM
EST

REGISTER NOW
THIS EVENT IS FREE
NORMALLY \$75



MBDA BUSINESS CENTER VIRGINIA
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION



January 30 (Thur), 2025
10 - 11 am (Virtual)
Doing Business with Federal Agencies: NASA | [Register Here](#)



January 29 (Wed), 2025
9 - 11 am (Virtual)
Supply Chain Sustainability
School - Launch [Register Here](#)

February 4 (TUE), 2025
11:00 AM to 12:00 PM (Virtual)
District 7 Road Tour to Caltrans Series:
Emergency Contract Registry | [Register Here](#)

March 26 (Wed), 2025
11:00 am - 12:00 pm (by Zoom)
Marketing, Advertising, and Public
Relations with Marketing Maven | [Register Here](#)

PACE E-Library

Did you miss a webinar?

No worries. You can click to watch our previous webinars!

[PACE E-Library](#)

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50
YEARS



Pacific Asian
Consortium
in Employment