

## **Introduction & Background**

Founded in 2004 as a partnership with the U.S. Small Business Administration, PACE WBC is a springboard where the women entrepreneurs of Los Angeles go to gain the skills, resources and connections necessary to reach their goals.

Mission Statement: *“PACE WBC advances the economic wealth of women through delivering quality programs that build successful businesses and promote asset accumulation.”*

Vision Statement: *“To take each woman that we serve to the next level of success and beyond.”*

PACE's Women's Business Center offers a comprehensive program that is designed to give motivated entrepreneurs and business owners access to the necessary resources and support that will help them rise to the next level of success. Our services are divided into three main categories:

- **Technical Assistance:** workshops and consultations that will continue to address issues common to all small businesses such as: marketing, financing, tax planning, business planning, and getting access to capital.
- **Mentoring Resources:** round table sessions, panel discussions and specialized consulting sessions where clients have the opportunity to discuss their business issues with professionals and experts.
- **Networking Events:** monthly events with a specific topic and a short presentation to start-off the event. Research by National Women's Business Council shows that networking and mentoring are especially important for women business owners.

### **“Celebrating Women in Business”**

PACE Women's Business Center hosts an annual event to recognize women entrepreneurs, bring them together to share and learn from each other's experiences, and create opportunities for networking.

## **PACE WBC Programs**

- **Entrepreneur Training Program**

PACE WBC offers a 25 hour course to entrepreneurs that want to start a new business but don't know where to begin. This course is an indispensable part of any entrepreneurial endeavor as it allows one to "make mistakes on paper" rather than in the real world.

- **Micro-enterprise "Business Essentials" Program**

PACE WBC offers three separate 12 hour "boot camp style" tracks that are geared toward addressing the most pressing needs of the existing business owners that we serve: marketing, financial management and business planning

- **Access to Capital**

PACE WBC provides micro-loans and loan packaging assistance to start up and existing business owners. Our counselors will meet with loan candidates to assess and discuss the financing options that are right for them.

- PACE Mini Micro Loan Program (\$100 - \$1,000)
- SBA Micro Loan (\$5,000 - \$50,000)
- SBA 7(a) Loan: Working Capital (\$50,000 – \$5 Million)
- SBA 504 Loan: Real Estate (\$250,000 - \$5 Million)

- **Other Business Workshop Series**

PACE WBC also offers an array of other workshop series that are of interest to the entrepreneurs and small business owners that we serve. Examples of these workshop series include:

- Small Business Tax Workshops
- Website Basics Workshops
- Advanced Internet Marketing Skills
- Quickbooks Training
- Government Contracting and Procurement
- Access to Capital Workshops
- Basic, Advance and Business Credit Workshops
- Import and Export Basics (future course)

- **Networking Events and Mentoring**

- "Byte Size" Breakfasts
- Entrepreneur Graduations
- PACE Business and Career Expo
- "Celebrating Women in Business"
- Small Business Legal Clinic
- Small Business Loan Days
- Volunteer consulting programs
- PACE WBC Client Directory