







JANUARY 2018

Mon	Tue	Wed	Thu	Fri
1 CLOSED	2 CLOSED	3	4	5
8	9  Startup (10-12pm)	10	11	12
15 CLOSED	16	17 Loan Committee (1-3pm)	18  Credit - JVS (10-12pm)	19
22	23  Payroll Tax (9-3pm)  Business Plan - Mid City (10-12pm)	24  Credit (10-12pm)	25  Unclaimed Prop. (10-12pm)  Capital - JVS (10-12pm)  Startup (3-5pm)	26
29	30  ETP (9:30-12pm)  Capital (9:30-12pm)	31		

WORKSHOPS

- **Capital Workshop:** Learn about all the different financing programs available for your small business.
- **Credit Workshop:** Cover the basics of personal credit, the reporting agencies, credit reports and scores. A new program we have with HSBC will also be introduced – Match Savings Grant and Secured Credit Card to help small businesses build their business credit!
- **ETP: Entrepreneur Training Program:** A 25-hour business start-up course for entrepreneurs that want to dive deeper into their business. Some classes are taught by guest speakers. Cost: \$150 for 10 sessions.
- **Federal/State Payroll Tax Workshop:** A representative from the EDD or IRS will be teaching this workshop.
- **Start-up Workshop:** An informative workshop covering the nuts and bolts of starting a small business.
- **Unclaimed Property Workshop:** A representative will speak about the process of identifying and reclaiming unclaimed personal and business property.

EVENTS

- **Metro Connect** (1/9/18 from 9-12pm, Metro Headquarters. One Gateway Plaza, 3rd Floor Board Room, Los Angeles, CA 90012): Learn how to do business with Metro. For questions regarding this event, please contact Jan Davis at: davisj4@metro.net or (213) 922-2235. PACE Business Development Center will help finance contracts and review business plans.
- **Securing your Business with Commercial Real Estate Financing Program** (1/25/18 from 1:30-3pm, Monterey Park Chamber of Commerce. 700 El Mercado Avenue Monterey Park, CA 91754): Learn the pros and cons of buying commercial real estate instead of renting. This workshop will walk you through the process of our commercial real estate financing program.

SATELLITE LOCATIONS

- **Mid City** - 2900 S. Crenshaw Blvd. Ste 123, Los Angeles, CA 90016 | P: (323) 293-6284
- **JVS** - 5450 Sepulveda Blvd. Culver City, CA 90230 | P: (310) 309-6000



Workshop



Series



Networking Event



Financing Related

For more information and to register for our workshops, please visit <http://pacelabdc.org/calendar>.

PACE Business Development Center (BDC) is a local, non-profit organization that aims to advance the wealth of our communities. We provides no-cost advising services and low cost educational programs to entrepreneurs looking to start or grow their small business. PACE BDC business counselors work with entrepreneurs in 1-on-1 sessions in the areas of management, sales, marketing, finance, accounting and other disciplines required for small business growth, expansion and innovation.

PACE Women's Business Center (WBC) advances the economic wealth of women by delivering quality programs that build successful businesses and promote asset accumulation. PACE WBC serves women and men who live throughout Los Angeles County. The success rate of this program is high, as businesses that receive assistance from WBCs have significantly a better survival rates than those that don't receive similar support.

Contact: **Swann Do**, Director of PACE Women's Business Center. P: (213) 989-3275/ E: sdo@pacela.org

@PACEFinance



@PACEWomen

Programs:

- Business Counseling
- Business Loans
- Secured Credit Card Program
- Matched Saving Grant
- Mentoring
- Procurement Opportunities
- VITA Free Tax Assistance
- Women's Business Center
- Training Workshops



Client Success: Genesey Management and Development, LLC



Pacific Asian Consortium in Employment (PACE) assisted Mrs. Genny Alberts in obtaining loans to save and expand her business on affordable housing management services. The business owned by Mrs. Albert is Genesey Management and Development LLC, which has been dedicated to managerial services of residential buildings for homelessness, very low-income individuals and families.

Due to the loss of her beloved son who managed the business mostly before, she had a difficult time digesting the sadness and operating the business by herself last year.

The high interest rate of the loan she borrowed brought much more burden to her and her company. Phuong Le, a loan counselor at the Business Source Center - Central West Region operated by PACE, helped her to refinance her debt and get her an initial \$50,000 loan with much lower interest.

Afterwards, Mrs. Alberts was approved of \$650,000 loan for expansion by First General Bank with the help of Phuong and bank partners of PACE. Now, Mrs. Alberts just turned into her 70 and she is still working hard to support her beloved low-income tenants. And she is not satisfied with the current organizational size, 23 full-time and 40 part-time employees. She is looking to hire more soon! *Contact our office at (213) 353-9400 to see how we can help. You just might be our next client success story.*



\$500 MATCHED SAVINGS PROGRAM

For more information and how to qualify, please visit - <https://goo.gl/5GNQ3C>



2016 Nonprofit of the Year by Asian Business League

2013 National Women's Business Center of Excellence Award

