

FEBRUARY 2018

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.
- **Beginning Quickbooks:** Easily track sales and expenses, accept payments, scan receipts, and be ready for tax time. The series teaches QuickBooks fundamentals for beginner users or those in need of a refresher course. Your instructor will guide you through all the main screens and transactions and give you real-time practice in how to make entries. \$60 for all 5 sessions.

We have more workshops listed on our web calendar. For more information and registration about our workshops, please visit <http://pacelabdc.org/calendar>.



























EVENTS

- **Metro Connect** (2/13/18 from 8:30-12:30pm, 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.
- **Hensel Phelps** (2/15/18 from 9-11am, Proud Bird Events Center, 11022 Aviation Blvd, Los Angeles, CA 90045): Learn about subcontracting opportunities for the Southwest Airlines Terminal 1.5 Development Program. Hensel Phelps representatives will be available to discuss and answer questions. **REGISTER at: www.hp-outreach.org**
- **Build With the City** (2/27/18 from 9:2:30pm, The Reef, 1933 S Broadway, Los Angeles, CA 90007): At this event, businesses will 1) Have a first look at new City of Los Angeles and Public Agency contracting opportunities; 2) Meet with Prime Contractors and Public Agencies; 3) Learn how to use the Los Angeles Business Assistance Virtual Network (BAVN); 4) Meet with Business Resource providers. **REGISTER at: buildwith.lacityb2b.org**

PACE Business Development Center will help finance contracts and review business plans.

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
- **The Big House (TBH)** - 180 East 35th Street, Los Angeles, CA 90011

Mon	Tue	Wed	Thu	Fri
29	30  ETP (9:30-12pm)	31  Business Loan (10-12pm)	1  ETP (9:30-12pm)	2
5	6  ETP (9:30-12pm) LAST DAY TO ENROLL & ATTEND ETP	7	8  Tax -(9-3pm)  ETP (9:30-12pm)	9
12  Quickbooks (9:30-12:30pm)	13  Startup (10-12pm)  ETP (9:30-12pm)  Credit - MidCity (10-12pm)	14  Quickbooks (9:30-12:30pm)	15  Tax (9-3pm)  ETP (9:30-12pm)  Subcontract Outreach (9-11am)	16 CLOSED
19 CLOSED	20  Startup-MidCity (10--12pm)  ETP (9:30-12pm)	21  Quickbooks (9:30-12:30pm) Loan Review Meeting	22  ETP (9:30-12pm)  Startup (3-5pm)	23
26  Quickbooks (9:30-12:30pm)	27  ETP (9:30-12pm)  Business Plan - MidCity (10-12pm)  Build with City- (9-2:30pm)	28  Quickbooks (9:30-12:30pm)  Business Plan-TBH (5:30-7:30pm)	1  ETP (9:30-12pm)	2 CLOSED



Workshop



Series



Networking Event



Financing Related

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



2016 Nonprofit of the Year by Asian Business League

2013 National Women's Business Center of Excellence Award



@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: GLOW GIRL!



The Los Angeles BusinessSource Center - Mid City Region, operated by PACE, assisted Enjunaya Canton in securing a small \$500 microloan to increase her inventory of natural skin care products. Since 1993, PACE has provided technical assistance and access to capital to over 37,000 Los Angeles entrepreneurs and small businesses.

EnJunaya has been skilled at making natural skin care products since 2008 and started sharing her products in 2013. In 2015, she branded her products as GLOW GIRL! With her experience as a wellness coach, she has inspired

and been dedicated to creating clean and natural personal hygiene products for herself and her clients. GLOW GIRL! represents all that. The natural skin care products of GLOW GIRL! are free of harmful toxins and are made from cold pressed, organic, non-GMO and ethically traded ingredients. All products are fragrance free, unisex and safe for all skin types, including children and people with very sensitive skin. So far, GLOW GIRL! has a rating of 4.9 stars out of 5 on Facebook!

For the purpose of expansion, EnJunaya was looking for business coaching and financial assistance. In October 2017, she met with Cathleen Hy, a business counselor at the Los Angeles BusinessSource Center – Mid City Region. Cathleen helped her figured out some new ideas about her business and coming up with a business strategy. Cathleen later introduced Enjunaya to Phuong Le, a loan counselor at the Los Angeles BusinessSource Center – Central West Region. Phuong Le helped EnJunaya analyze her cash flow and review financial statements. In December 2017, he helped her secure a \$500 business loan to increase her inventory. Let's stay tuned for the new products from GLOW GIRL!







\$500 MATCHED SAVINGS PROGRAM

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

Business Plan - MidCity (10-12pm)

Mini Microloan Program - up to \$2000

 **Simple Terms**
 **Easy Application**
 **Low Documentation**

Find out details - <https://goo.gl/8E5JV6>