

PACE Women's Business Center

March 1, 2017

Dear PACE WBC Supporter,

PACE Women's Business Center (WBC) is excited to announce the return of the popular "Celebrating Women in Business" event on June 1, 2017 at the beautiful City Club Los Angeles! Started in 2008, this event recognizes the significant accomplishments of women-owned small business in LA County and their incredible impact on our local economy. The cascading effect of new products, increased employment opportunities and higher earnings from our clients' entrepreneurial ventures has contributed to the development of new markets and creation of new wealth. To date, PACE WBC clients have started/expanded 2,987 businesses collectively earning over \$15,378,321 in their first year of operation!

I am writing to invite you to take part in this exciting event by joining us as a sponsor, exhibitor and/or product donor (swag bag or raffle). Celebrating Women in Business provides an exceptional opportunity for your organization to reach LA County's small business community while providing vital support to our local female entrepreneurs. Your contribution will directly impact PACE WBC, allowing us to expand the breadth and scope of our programming. Each year, PACE WBC assists thousands of low-income entrepreneurs providing many services at no/low cost. Our current offerings include: Training, Technical Assistance, Consulting, Mentoring, Credit Counseling, Access to Capital, and Networking Opportunities.

The enclosed packet includes information on PACE WBC and sponsorship opportunities. Your participation will be recognized on our event website, in our event program, and on our agency's Annual Report. This year, we anticipate that "Celebrating Women in Business" will be attended by more than 200 entrepreneurs, small business owners, community leaders and policy makers.

PACE WBC values our sponsor relationships and is grateful for your support! For additional information about this event, or to volunteer as a workshop presenter, guest speaker or mentor, please contact Andrea Giese at agiese@pacela.org or (213) 989-3145. Tax ID #: 51-0192025. For more information about our event, please visit: <http://pacelabdc.org/events/6th-annual-celebrating-women-business-event-060117/>

Sincerely,

Swann Do
Director, SBA Women's Business Center

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

“Celebrating Women in Business”



Gold Sponsor

\$10K Sponsorship:

- 2017 WBC Signature event
- Stage Recognition / Thank you
- Sponsor's Materials displayed in WBC lobby for 2017
- Signage at the Event
- Sponsor table
- Logo on program front cover
- Full page ad in program
- 3 Complimentary Event Tickets
- Branded corporate promotional items in goodie bags

Silver Sponsor

\$5K Sponsorship:

- 2017 WBC Signature event
- Stage Recognition / Thank you
- Signage at the Event
- Sponsor table
- Half page ad in program
- 2 Complimentary Event Tickets
- Branded corporate promotional items in goodie bags

Bronze Sponsor

\$2,500 Sponsorship:

- 2017 WBC Signature event
- Stage Recognition / Thank you
- Signage at the Event
- Sponsor table
- Quarter page ad in program
- 2 Complimentary Event Tickets
- Branded corporate promotional items in goodie bags

PACE Women's Business Center is a program offered by the Pacific Asian Consortium in Employment

1055 Wilshire Boulevard, Suite 900B, Los Angeles, CA 90017 | Tel 213.353.9400 | Fax 213.353.4665 | pacelabdc.org



Celebrating Women In Business Sponsorship Application

Thank you for your interest in becoming a sponsor of PACE Women's Business Center's 6th Annual Celebrating Women in Business event!

You may submit this form electronically to agiese@pacela.org or by mail to:

Andrea Giese, 1055 Wilshire Blvd., Suite 1475, Los Angeles, CA 90017.

PACE is a 501(c)(3) non-profit organization; EIN# 51-0192025.

Your donation is tax-deductible to the full extent allowed by law.

Sponsorship Levels: ___ Gold (\$ 10,000) ___ Silver (\$ 5,000) ___ Bronze (\$ 2,500)

Exhibitor: ___ 1/2 Table (\$150) ___ 1/2 Table (\$75 - Nonprofit Rate) Tax ID: _____

Donation: _____ Cash ___ Item Value: _____ Description: _____

Payment: Credit Card Please Invoice Check Payable to: PACE
please note "WBC Sponsor"

Billing Information:

Company Name: _____

Phone: _____ Email: _____

Contact Name: _____

Address: _____

City/State/Zip Code: _____

Credit Card Information:

Credit Card Type: ___ Visa ___ Mastercard ___ Amex ___ Discover

Credit Card Number: _____

Expiration Date: _____ Security Code: _____

Signature: _____ Date: _____

For more information, contact Andrea Giese at agiese@pacela.org or (213) 989-3145.

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