



LOS ANGELES COUNTY  
**CONSUMER &  
BUSINESS AFFAIRS**

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- Procurement Assistance
- Assistance to New Businesses & Startups
- Business Certifications
- Networking & Matchmaking Events
- Workshops on Government Contracting
- L.A. County Small Business Advocate
- Counseling & Resources

Serving Los Angeles County consumers and  
businesses since 1976.



**OUR MISSION**

To promote a fair and vibrant marketplace, we serve consumers, businesses, and communities through education, advocacy, and complaint resolution.



LOS ANGELES COUNTY  
**CONSUMER &  
BUSINESS AFFAIRS**

# Local Small Business Enterprise

LOS ANGELES COUNTY'S  
**CONTRACTING CONNECTIONS**



**CERTIFY. CONNECT. GROW.**

## LSBE PREFERENCE PROGRAM

### What is the Local Small Business Enterprise (LSBE) Preference Program?

The Local Small Business Enterprise (LSBE) Preference Program boosts contracting opportunities for small businesses in L.A. County. Certified LSBEs receive a price preference which helps level the playing field for certified small businesses bidding on L.A. County solicitations.

### Who is eligible to participate?

Los Angeles County uses the same criteria to define local small businesses as the State of California's Department of General Services (DGS). Your business must:

1. Be independently owned and operated
2. Not be dominant in its field of operation
3. Have its main office in Los Angeles County for at least the last 12 months
4. Have owners (officers in the case of a corporation) who live in California and
5. With its affiliates, be either:
  - A business with 100 or fewer employees and an average annual gross receipts of \$15 million or less over the last three years.
  - A manufacturer with 100 or fewer employees

## WHAT ARE THE BENEFITS?

### Bid Preference:

LSBEs are eligible to receive a 15% bid price reduction or 'preference'\* when bidding on certain goods and services solicitations from Los Angeles County.

### LSBE Prompt Payment Program:

LSBEs receive payment within 15 days of receipt of an undisputed invoice for goods or services.

### Exclusive listing on the County's Online Directory of certified LSBEs and be featured through DCBA's online networks

LSBEs will be placed on the vendor database of certified LSBE vendors and may be featured on DCBA's social media accounts.

### Direct Access to Opportunity:

Attend networking events with County buyers and procurement staff, receive individualized counseling on how to find contracting opportunities and more

*\*The actual preference is calculated on the cost or price component of the lowest most responsible and responsive bid amount. The bid price reduction cannot exceed \$150,000. The 15% preference is used only to determine the lowest bidder or proposal and does not change the amount of contract award.*

Note: The criteria to qualify for this preference program may change. For the most up-to-date information on program eligibility, please refer to the DCBA website.

## HOW DO I APPLY?

**Step 1:** Register as a bidder and get small business certified by the DGS at <https://caleprocure.ca.gov/pages/> or get certified as a small business enterprise with the Los Angeles County Metropolitan Transportation Authority (Metro) at: <https://metro.gob2g.com/>

**Step 2:** Register as a Vendor with Los Angeles County at: <http://camisvr.co.la.ca.us/webven/>

**Step 3:** Call a Los Angeles County Department of Consumer and Business Affairs Small Business Counselor at (855) 230-6430 or (323) 881-3964 to get certified.

### Purchases not eligible for LSBE Preference:

- National contracts
- Revolving fund (petty cash) purchases
- Purchase card (credit card) purchases
- Purchases less than \$5,000
- Contracts funded by Federal grants where there are conflict requirements for minority-owned or female-owned business participation