



**Mayor's Office of Economic Development**  
**Government Supports for A&D Exporting and Manufacturing**  
 May 16, 2017

**Mayor's Office of Economic Development structure**



- Business Development
- International Trade
- Small Business & Entrepreneurship
- Planning & Real Estate



Eric Garcetti  
#lamayor

## Policy and Strategy



- Mayor's Office Aerospace/Manufacturing Liaison: Adrienne Lindgren – [Adrienne.Lindgren@lacity.org](mailto:Adrienne.Lindgren@lacity.org) / 213-610-8277
- Advanced Manufacturing Partnership of Southern California (AMPSoCal)
- Federal Lobbying & Regional Support
- Mayor's Export Council
- Mayor's Export Program
- Business Assistance / Case Management

3

## Mayor's Export Council



- Established in December 2015
- 12 private sector executives
- Objective: Advise the Mayor and develop initiatives to increase employment opportunities and business growth through global export trade

4

## Connect L.A. to the World

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- Outreach to foreign investments through consulates
- Attract and educate companies to export
- Find global markets for L.A. goods, technologies, and services
- Conduct trade tours to expand global market

5

## Connect L.A. to the World

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### Partner with 40 Consulates to Enhance Mutual Trade Benefits



- Host foreign government and business delegations
- Conduct matchmaking services between foreign and local businesses
- Recruit foreign business and real estate investment into L.A.
- Provide concierge services for companies interested in locating in L.A.

6

## Mayor's Export Program



- Launched in October 2016
- Partners: Mayor's Export Council, Los Angeles Regional Export Council (LAREXC), Los Angeles Tourism and Convention Board and U.S. Department of Commerce
- 3 Objectives:
  1. Outreach
  2. Advise & Assist
  3. Trade Tours

7

## Mayor's Export Program

**DATES:**

June 20  
July 18  
August 15  
7:30 am – 5:00 pm

**LOCATION:**

LA Cleantech Incubator  
525 S. Hewitt Street, LA, CA 90013

**CONTACT:**

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eglynn@cmtc.com

### *Catch the Exporting Tide* **California Exports Keep on Growing**



Expand your business through exporting

**Access New  
Customers!**



**California Manufacturing  
Exporting Facts**

- Exporting companies tend to grow 22% faster than non-exporters
- Small manufacturers comprised 96% of all California exports
- In 2015, California manufacturers exported \$165.4 billion of goods
- Top export markets for California are Mexico, Canada, China and Japan

*Let ExporTech™ Show You the Way*

### Mayor's Export Program: Trade Tour Schedule

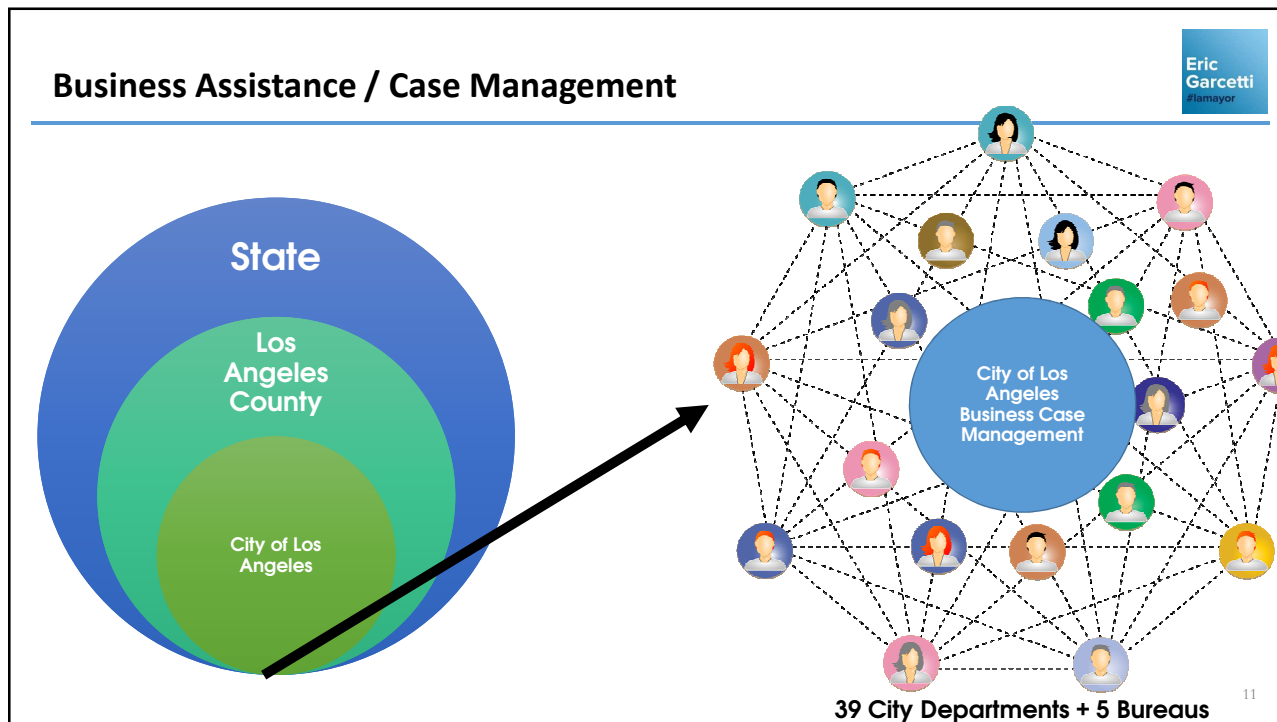


LOCATION	DATES	INDUSTRIES/SECTORS
<i>Melbourne, Australia</i>	<i>Feb 28 - Mar 05</i>	<i>Aerospace</i>
<i>Abu Dhabi &amp; Dubai</i>	<i>Mar 28 - Apr 4</i>	<i>Automotive</i>
Mexicali, Mexico	May 21-23	Aerospace
Beijing, Nanjing, Guangzhou, China	June 5-10	Cleantech
Mexico City, Mexico	Sep. 6-14	Cleantech,
Beijing, Chengdu, Guangzhou, China	Nov. 8-10	Architecture/ Design,
Hong Kong	Nov 14-17	Cosmetics, Lifestyle
Singapore	Feb. 6-11 2018	Aerospace, Defense

### Business Assistance / Case Management



- Cut red tape
- Hand-holding (consultation and guidance)
- Enhanced and expedited services
- Streamlined permitting process
- Easy access and connection to different City departments



- ### Business Assistance / Resources
- Locate LA
  - LA Business Portal
  - LA Incentive Finder
  - Case Management Program
  - Industrial Development Bonds
  - Financing and Development Incentive Programs
  - CA Competes Tax Credit
  - Use-Tax Rebate
  - R&D Tax Credit
  - Workforce Training
  - Utility Planning
  - US Department of Energy – Small Business Vouchers Program
- 12

Mayor's Office of Economic Development

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**THANK YOU  
QUESTIONS?**

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13