



# Get In the Game!

November 6<sup>th</sup>, 9 AM - 2 PM

Get  
Matched  
to a Business  
Certification 

## CERTIFICATION AND CONTRACTING CONSULTATIONS

### Ready for Government Contracting? We'll help you get there!

The Department of Economic Opportunity will host certification and contracting consultations at the event to help businesses seek government contracting opportunities! Get a head start by registering with the County as a vendor in advance at [camisvr.co.la.ca.us/webven](https://camisvr.co.la.ca.us/webven)!

### What to Bring



- Business documents & financial statements (see details on the reverse)
- Capability statement (current or draft)
- Business licenses

Don't have these documents? No problem! Stop by to get information — we're here to help.

### Our Services



**Registration & Certification Assistance:** Get hands-on support through the entire application process



**Certification Selection Guidance:** Access the help you need to choose the right certifications for your business!



**Market Research & Intelligence:** Receive detailed public sector activity reports for your industry



**Capability Statement Development:** Learn how to showcase your business effectively to government buyers



### Benefits to County Certification

- 15% price bid preferences to increase competitiveness for contracts
- 15 days prompt payment
- Exclusive procurement and networking opportunities and access to \$6-8 billion in annual contracting opportunities
- Prioritization to meet County and prime contracting goals



Connect with us! Follow @EconOppLA.

If possible, register as a County Vendor prior to attending the event by visiting:  
[camisvr.co.la.ca.us/webven](http://camisvr.co.la.ca.us/webven)

## Price Preference Certifications

### Local Small Businesses Enterprise (LSBE)

**Eligibility:** <100 employees, <\$3.5M annual revenue OR <\$15M 3-year average, LA County location

- **Income Proof:** Tax returns, bank statements, P&L statements, 1099s, payroll records
- **Location Proof:** Lease/deed, utility bills, business license, insurance policy

### Disabled Veteran Business Enterprise (DVBE)

- **Acceptable Certs:** SBA SDVOSB, CA DGS DVBE, VetCert, VA OSDDBU
- **Always Required:** Tax ID, CA Sales Tax Permit (if applicable), commodity codes list

## Socioeconomic Non-Preference Certifications

### Minority Business Enterprise (MBE)

**Eligibility:** 51% minority ownership Business  
 Docs: License/permit, fictitious name filing, plus:

- **Sole Prop:** (documents above only)
- **Partnership:** + partnership agreements
- **LLC:** + operating agreements, Articles of Organization
- **Corporation:** + incorporation docs, bylaws, stock certificates, transfer ledger

**Minority Proof:** Birth certificate, passport, parents'/grandparents' certificates, community affiliation letter

### Women Business Enterprise (WBE)

- **Eligibility:** 51% female ownership
- **Business Docs:** Same as MBE above
- **Female Proof:** Birth certificate, driver's license, passport, community affiliation letter

### Disadvantaged Business Enterprise (DBE)

- **Get Certified Through:** CA Unified Certification Program, METRO, Caltrans, LA City BCA

### LGBTQ Business Enterprise

- **Eligibility:** 51% LGBTQQ ownership
- **Get Certified Through:** Supplier Clearinghouse, National LGBT Chamber of Commerce

## Social Enterprise (SE)

**ELIGIBILITY (Must have LA County location + meet 1 criteria)**

- 51% transitional workforce (1+ years)
- B-Corporation certified
- Benefit/Social Purpose Corporation
- Government "Green" certification
- Published social mission as primary purpose

**Required Documentation**

#### Social Impact Assessment:

1. Primary social mission description
2. How mission integrates with business model
3. Social impact metrics (actual data required)

**Supporting Docs**

- Articles of incorporation /organization
- IRS 501c3 (if non-profit)
- Business/strategic plans
- Published mission materials (website, flyers, social media)
- Financial reports with program data
- Client surveys, intake forms, annual reports



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