

BUILD *with*

LA CITY CONSTRUCTION MATCHMAKING EVENT

BUILDING LOS ANGELES TOGETHER

FEBRUARY 28, 2019

LA TRADE TECH COLLEGE
THE BIG TENT - 2215 S. GRAND AVENUE
LOS ANGELES, CA 90007



THE
NEW 9th
COUNCILMEMBER
CURREN D. PRICE, JR.



LOS ANGELES CITY COUNCIL PRESIDENT
HERB WESSON
LOS ANGELES CITY COUNCILMEMBER, DISTRICT 10



AGENDA

LA City Construction Matchmaking Event

- 8:30 AM **Registration and Continental Breakfast**
- 9:00 AM **Welcome**
Larry Frank, President, Los Angeles Trade Tech College
John L. Reamer, Jr., Inspector of Public Works and General Manager, Economic & Workforce Department, City of Los Angeles
Mike Davis, Commissioner, Board of Public Works
- 9:15 AM **Contracting Opportunities with the City of Los Angeles**
Keith A. Compton, Director, Capacity Building and Data Integration Diversity & Economic Opportunity, METRO
Amber Meshack, Director of Business, Jobs and Social Responsibility, Los Angeles World Airports (LAWA)
- 9:45 AM **How to Become a Subcontractor to a Prime**
Ken Billups, Senior Outreach Manager, Clark Construction Group
Ryan Tittsworth, President, RBT Electric
Sharon Evans, Chief Executive Officer, Business Resource Group
Ronda Jackson, Chief Workplace Stylist, Decor Interior Design, Inc
- 10:15 AM **Morning Program Concludes**
- 10:45 AM **Exhibit Hall Opens**
LABAVN Training / Certification Assistance
B2B Matchmaking Appointments
Morning Matchmaking Appointment Schedule
 1. 10:40 a.m. – 10:50 a.m.
 2. 10:50 a.m. – 11:00 a.m.
 3. 11:00 a.m. – 11:10 a.m.
 4. 11:10 a.m. – 11:20 a.m.
 5. 11:20 a.m. – 11:30 a.m.
 6. 11:30 a.m. – 11:40 a.m.
 7. 11:40 a.m. – 11:50 a.m.
 8. 11:50 a.m. – 12:00 p.m.
- 12:00 PM **Lunch**
- 12:30 PM **Exhibit Hall Opens**
LABAVN Training / Certification Assistance
B2B Matchmaking Appointments
Afternoon Matchmaking Appointment Schedule
 9. 12:40 p.m. – 12:50 p.m.
 10. 12:50 p.m. – 1:00 p.m.
 11. 1:00 p.m. – 1:10 p.m.
 12. 1:10 p.m. – 1:20 p.m.
 13. 1:20 p.m. – 1:30 p.m.
 14. 1:30 p.m. – 1:40 p.m.
 15. 1:40 p.m. – 1:50 p.m.
 16. 1:50 p.m. – 2:00 p.m.
- 2:30 PM **Event Concludes**

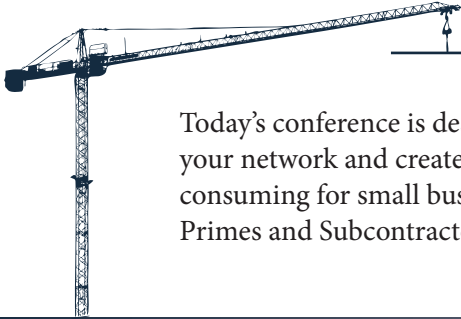
A LOCAL BUILDER WITH
A NATIONAL REACH

CLARK
CONSTRUCTION

www.clarkconstruction.com

WELCOME *to* BUILDWITH'S

3rd Annual LA City Construction Matchmaking Event



Today's conference is designed to make strategic introductions to your business with the intent to widen your network and create opportunity within your industry. Making meaningful connections can be time consuming for small businesses. BuildWith's scheduled pre-screened one-on-one meetings between Primes and Subcontractors were designed to cut through the clutter of networking.

HOW IT WORKS

When you registered, you entered searchable information (Keywords, NAICS and SIC codes) that allowed our system to match you with vendors in search of similar skills and expertise. Before you arrived today, the system scheduled one-on-one meetings for you if you registered before February 22nd.



YOUR TAKEAWAYS

1

You will have the opportunity to have a first look at new City of Los Angeles and public agency contracting opportunities.

2

Meet one-on-one with prime contractors and public agencies about upcoming opportunities.

3

Learn how to increase your bottom line with one-on-one training sessions at the LA Business Association Virtual Network BAVN Exhibit Table, where qualified people will show you how to log onto their virtual network.

4

Network with business resource providers and primes in the Exhibit Hall.



THE DIVERSE BUSINESS ACCELERATOR

Accelerating Business Growth



QUICK FACTS

The capacity of many small and diverse firms limits their ability to expand and scale their businesses. Scaling a business requires more than access to contracts and capital. Scalability requires capital, revenue and 7 other types of resources.

The DBE Accelerator delivers expert assessment, advisory and implementation assistance to expedite business capacity expansion and exponential growth.

KEY OFFERINGS

- Strategic Growth & Gap Assessments
- Capacity Building & Expansion
- Business Infrastructure Development
- Growth Capital & Financing Support
- Scaling Implementation Assistance

Scaling Diverse Firms in Targeted Industries



Construction

Primes & Subs

.....

Expanding the capacity of contractors to take on and sustain larger contracts, expand capabilities and improve profits.



Transportation

Logistics & Transit Vendors & Contractors

.....

Aligning transit sector diverse suppliers' growth strategies with market trends to increase DBE participation rates and sustainable transit resources.



Energy

Gas, Electric, Oil Water & Renewables

.....

Supporting utility & energy sector firms to embrace, pivot and benefit from rapidly changing industry trends and environmental policies.



Facilities

Design, Management & Maintenance

.....

Mobilizing diverse business capabilities to capture a greater portion the land-use and building, design, deployment and management eco-system.

For an Appointment, Call us
At **(310) 644-2500**

- 13545 Hawthorne Blvd
- Hawthorne, CA 90250
- www.bizresourcegroup.com

PARTNERS & PRESENTERS

Private & Public Partners



Presented By



MATCHMAKING PRIMES

- Alameda Construction
- ARUP
- Austin Commercial
- Burns & McDonnell
- Business Resource Group
- Clark Construction
- Dragados
- Engie
- Flatiron
- Green-Wealth
- Griffith Construction
- Housing Authority City of Los Angeles (HACLA)
- Kiewit
- Los Angeles World Airports (LAWA)
- LAUSD
- Metro
- McCarthy
- Metropolitan Water District
- Ortiz Construction
- Skanska
- Turner Construction

EXHIBITORS

- ARUP
- Austin Commercial
- Burns & McDonnell
- Business Resource Group
- Caltrans
- City of LA Bureau of Contract Administration (Certification Administration & Office of Wage & Standards)
- City of LA Bureau of Contract Administration (LABAVN Registration)
- City of LA Bureau of Engineering (BOE)
- City of LA Contractor Development and Bonding Program
- City of LA Department of Parks and Recreation
- City of LA Department of Sanitation
- City of LA Department of Transportation (DOT)
- City of LA Department of Water & Power DWP
- City of LA General Services Department (GSD)
- City of LA Office of Finance
- Clark Construction
- Flatiron
- Goldman Sachs 10K Small Business
- Green-Wealth
- Housing Authority City of LA (HACLA)
- Kiewit
- Latin Business Association
- LAUSD
- Los Angeles World Airports (LAWA)
- Metro
- Metropolitan Water District (MWD)
- National Association of Minority Contractors
- PACE Business Development Center
- Port of Los Angeles
- Skanska
- State of California DGS
- Swinerton Builders
- Turner
- Vermont Slauson EDC/South LA BusinessSource Center
- Webcor



Los Angeles Business
Assistance Virtual Network

The Los Angeles Business Assistance Virtual Network (BAVN) is a **FREE** service provided by the City of Los Angeles Mayor's Office.

If you register, BAVN will:

- Email you about new projects that fit your company's profile
- Provide access to bid opportunities offered by the City of Los Angeles in one convenient location
- Find up-to-date certified sub-contractors for your project bid/proposal
- Advertise business support services

If you want to do business with
the City of Los Angeles, register at

www.labavn.org

Required information: Company name as registered/licensed, Employer Identification Number (EIN), NAICS codes, *City of Los Angeles Business Tax Registration Certificate

*(optional for registration but required if you want to do business with the City of Los Angeles)

We are
building the
infrastructure
of tomorrow.

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page at
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Image: California Science Center, Space Shuttle Endeavour Display Pavilion

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Gregory D. Worsham
PHOTOGRAPHY

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HIGH SCHOOL SENIORS, FINE ART SALES
COMMERCIAL & THEATRICAL HEADSHOTS

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NOTES



SPECIAL THANKS

To the Following People and Organizations for Making this Event Possible

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Venue

LA Trade Tech College
Rafael Salazar
Erika Olmedo



Catering

A Moment's Notice

Photography

Greg Worsham

Financial Partner

The National Veterans Opportunity Coalition



Event Management

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Libby Williams
Corey Carleton
Emily Tjaden
Erin Washington
Olivia Mitchell



Registration Website

Custom Cloud Solutions



Marketing Support

Rambo House



BUILD *with* CONSTRUCTION MATCHMAKING

THANKS *for* COMING

Look for upcoming events RiseWith and GrowWith on
Accessing LA's website

www.accessingla.org



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MARQUEECE
LOS ANGELES CITY COUNCILMEMBER
 **HARRIS-DAWSON**