



KAREN BASS
MAYOR OF LOS ANGELES

INVESTING IN



A GUIDE TO FOREIGN DIRECT INVESTMENT IN LOS ANGELES



LOS ANGELES AREA
CHAMBER OF COMMERCE



YOUR GLOBAL CITY

Welcome to Los Angeles, the City where diversity, creativity, and innovation meet. There has never been a better time to visit, invest in, and partner with Los Angeles than NOW as the City gets ready to host the world for the 2028 Olympic & Paralympic Games. We appreciate the vital contributions international businesses and global trade make to the City's prosperity. That's why I am committed to ensuring LA is a reliable partner and a place worth choosing. My team and our partner organizations are here to connect you to the resources and support you need to thrive. LA is open for business and we look forward to working with you.

- Mayor Karen Bass

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IMPACT THE WORLD FROM ONE PHENOMENAL CITY

Los Angeles's \$1.3 Trillion regional GDP rivals top economies. If the LA metropolitan area were a country, it would be the 17th largest economy in the world, just behind the Netherlands and ahead of Indonesia.

LIVE

10M
residents in LA county

120+
colleges and universities

220+
languages spoken

3rd
largest metro economy in the world

#1
busiest port in the Western Hemisphere

#4
global startup ecosystem in funding

CONNECT

CREATE

50M
visitors to Los Angeles in 2024

2nd
in metro area with highest number of international students enrolled in US

6K
engineers graduate annually, more than any US county

#1
manufacturing hub in the country

36%
of Angelenos are foreign born

23%
more productive in terms of economic output & labor productivity than the US average

THRIVE



WHY CHOOSE LOS ANGELES?

THE LA ADVANTAGE



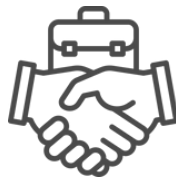
SOCIAL & ENVIRONMENTAL IMPACT

Invest in a city that shares your values



YEAR ROUND WORK-LIFE BALANCE

Discover the vibrancy and magic of the City



OPEN BUSINESS CLIMATE

Meet more gateways & fewer gatekeepers



MARKET OPPORTUNITIES

LA is where businesses go global



UNRIVALED TALENT

Tap into the diverse, world-class talent pool

KEY SECTORS

Discover the key sectors that make LA a global business destination for innovation and impact.



Sustainability & Clean Tech

Dedicate yourself to creating a greener tomorrow in the city that's leading the world in clean-tech from electric vehicle innovation to groundbreaking water efficiency tech.

Did you know?

LA is the #1 solar city with the largest solar and energy storage facility in the United States.



Transportation & Logistics

In today's world, efficient transportation is key. With some of the busiest airports and ports in the world, it's no surprise that this is one of LA's shining sectors.

Did you know?

LA Metro's Measure M Program is a \$120 billion investment plan into the region's infrastructure and the largest local transportation investment program in the nation, with hundreds of associated contracting opportunities.



Advanced Manufacturing

The largest manufacturing hub in the US, LA is a leading producer of goods such as food products, apparel and textiles, medical devices, electronics, and transportation equipment.

Did you know?

Over 300K people work in LA County's manufacturing sector.



Entertainment, Sports & Tech

The global home of film, television, music, games, sports, fashion, beauty and creative tech, there's a reason LA is known as the Entertainment Capital of the world and a major hub for tech advancements.

Did you know?

Greater LA has 44 unicorns (privately held companies valued at \$1 billion or more) and over 8,000 startups.



BioTech & Life Sciences

Major research universities and devoted investors make Los Angeles a prime location for biotech companies to create revolutionary medical advancements and shape the future.

Did you know?

In 2024, LA's bioscience sector generated \$15.8 billion in total economic output and supported nearly 60,000 jobs.



Space, Aerospace, & Defense

The indisputable headquarters for the global space and aerospace industries, LA is the epicenter of new innovations and discoveries.

Did you know?

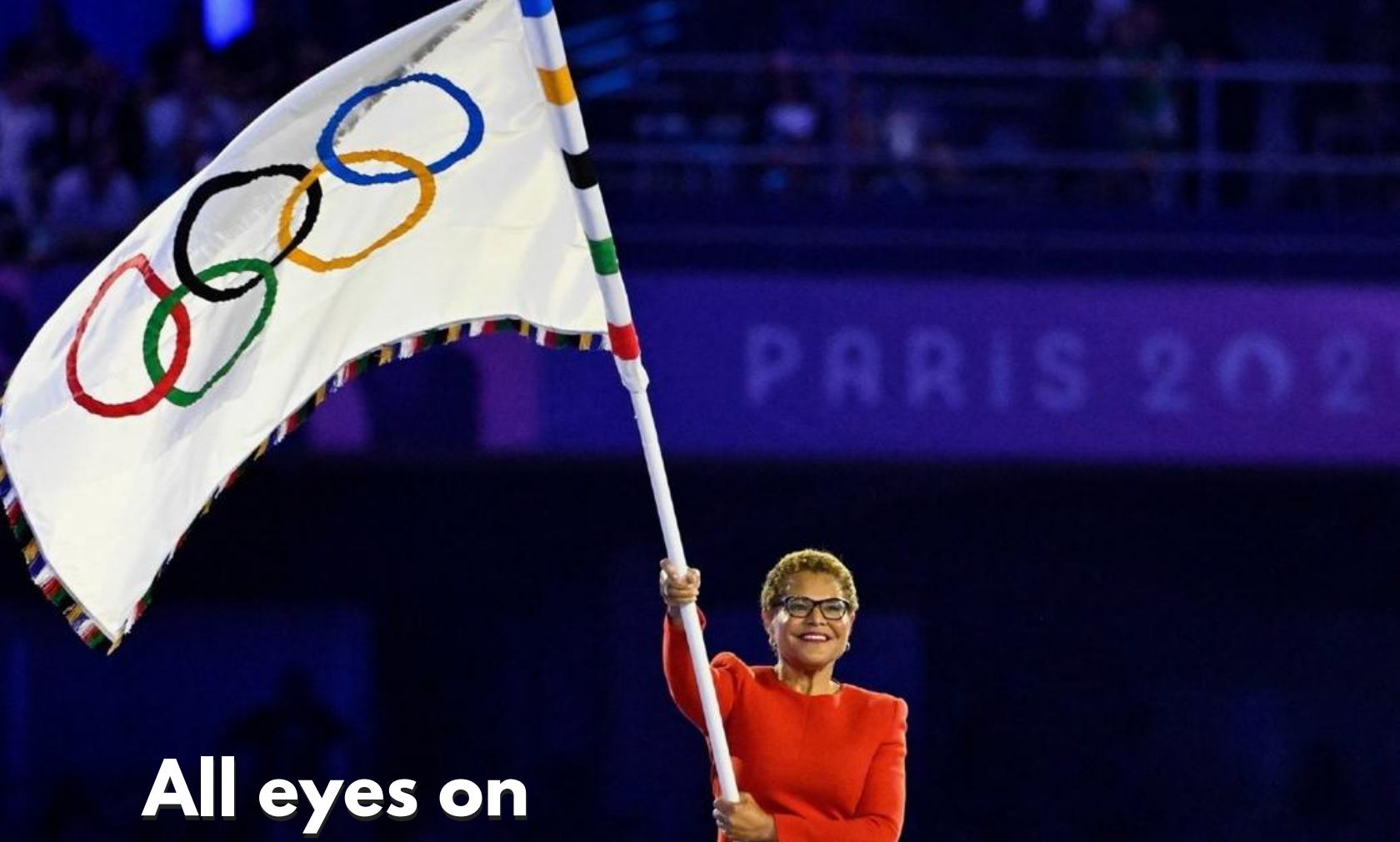
Of all the funding from venture capitalists in Los Angeles in 2025, 38% went towards military and aerospace companies – more than any other industry in the region.



“LA is Open for Business”

Since Mayor Karen Bass took office, City Hall has been an advocate, not a barrier, for business:

- ▶ Passed Executive Directives to improve business environment:
 - Executive Directive 4: Identifying Barriers to Small Business Creation, Development and Growth
 - Executive Directive 8: Uplifting Our Economy Through Entertainment Production
- ▶ 3,000-4,000 businesses register in the City of LA each month
- ▶ Innovative procurement models such as RAMPLA, Metro Partnerships and Unsolicited Proposals, Metrolink Unsolicited Proposals
- ▶ Created a faster, more efficient and streamlined permitting process and lowering costs
- ▶ Opened the City's 10th BusinessSource Center to provide business assistance free-of-charge and in multiple languages
- ▶ Secured \$18 million in financial assistance for small businesses in LA
- ▶ Hosted signature business summits for networking, resources, and information
- ▶ More than 5,000 business are foreign-owned in LA County; 1,815 are in the City of LA



All eyes on Los Angeles...

Over the next decade, LA is the global epicenter of sports and entertainment. Don't wait for '28. Seize the opportunities from these major events and **expand to LA NOW.**

UPCOMING MAJOR EVENTS

- 2026** NBA All Star Game
U.S. Women's Open Championship
FIFA World Cup Host City
- 2027** Super Bowl LXI
- 2028** Olympic & Paralympic Games
- 2031** 131st U.S. Open Championship
Men's Rugby World Cup Candidate City
- 2033** Women's Rugby World Cup
Candidate City

The **Regional Alliance Marketplace for Procurement (RAMP)** is the procurement platform for the 2028 Games and also lists the more than \$10 billion in public and private procurement opportunities available every year.

Local businesses get increased visibility, access to exclusive opportunities for local contracts and projects (6-12% bid preference) with the City of LA. Find out more about the **Local Business Preference Program** from the [Bureau of Contract Administration](#) and watch the [RAMP Certification Webinar](#).

Local Small Business Enterprises are eligible to receive a 15% bid price reduction or preference when bidding on certain goods and services solicited by LA County.

Opportunity in Every Neighborhood: Exciting Projects by Council District



Council District 1
Eunisses Hernandez
Centro Westlake Project



Council District 2
Adrin Nazarian
District NoHo



Council District 3
Bob Blumenfield
Rams Village at Warner Center



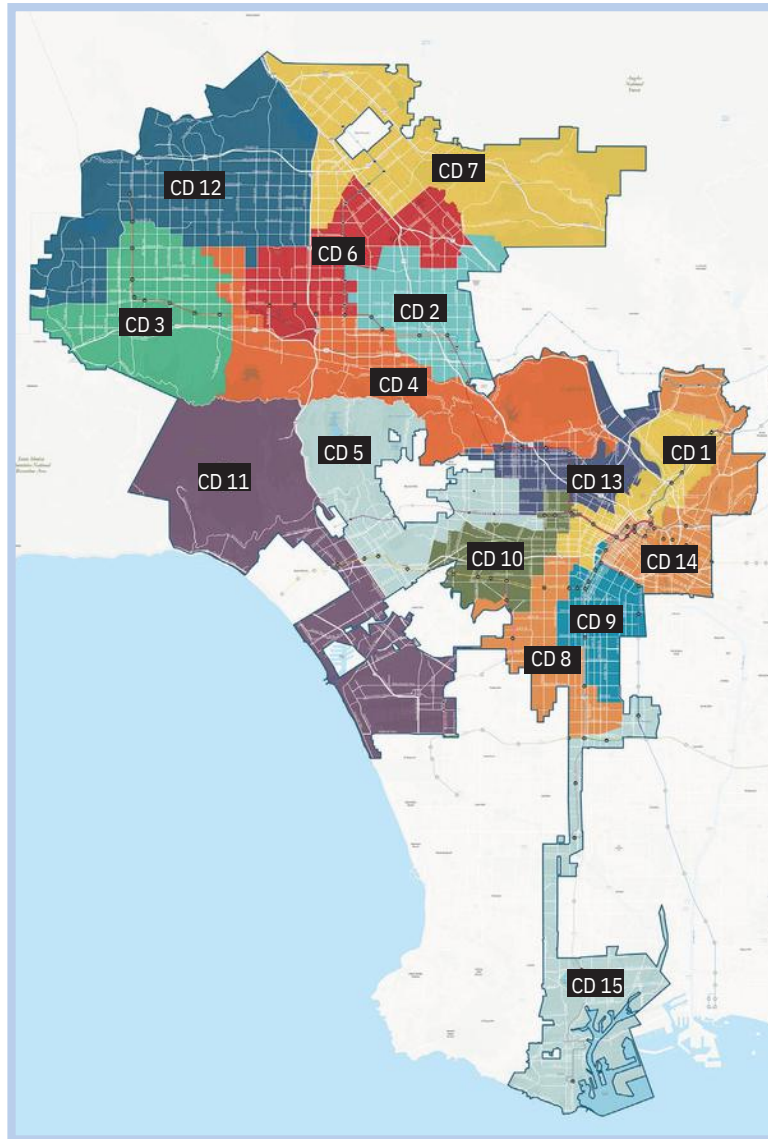
Council District 4
Nithya Raman
Silverlake Developments



Council District 5
Katy Yaroslavsky
UCLA Research Park



Council District 6
Imelda Padilla
Donald C. Tillman Groundwater Replenishment Project



Council District 7
Monica Rodriguez
Quixote North Valley Studios



Council District 9
Curren D. Price, Jr
Lucas Museum



Council District 8
Marqueece Harris-Dawson
Destination Crenshaw



Council District 10
Heather Hutt
Vermont Transit Corridor



Council District 11
Traci Park
LAX Capital Improvement Program



Council District 12
John Lee
Northridge
"Clean-Industrial" Zoning



Council District 13
Hugo Soto-Martinez
Takeda Manufacturing Site Expansion



Council District 14
Ysabel J. Jurado
Convention Center Expansion



Council District 15
Tim McOsker
AltaSea at the Port of LA



You've chosen Los Angeles, what next?

1

Business Plan

Creating a business plan is an important first step in expanding your business. You can use the information and resources in this guide as a roadmap. For sector-specific checklists, access [starter-kits](#) on the City's Business Navigator website.

2

Financing & Incentives

Leverage incentives and financial programs to help fund your business. For a list of incentives, see page 15 in this guide.

3

Regulatory & Legal Requirements

Use the "[Registration Checklist](#)" to see what requirements apply to you, such as:

1. [Federal Employer Identification Number \(EIN\)](#) from the U.S. Internal Revenue Service (IRS). If you are not a US citizen, you may need an Individual Taxpayer Identification Number (ITIN) instead.
2. [Employer Payroll Tax Account Number](#) with the State of California.
3. [Fictitious Business Name Registration](#) with the County of Los Angeles.
4. [Business Tax Registration Certificate \(BTRC\)](#), if you're conducting business with the City of LA.
5. A California Sales Tax Certificate Number or [Seller's Permit](#) if you sell goods or products.
6. [Business incorporation](#) with the [California Secretary of State](#).
7. Apply for a [trademark](#) or [patent](#) with the [U.S. Patent and Trademark Office \(USPTO\)](#).
8. Depending on your business, you may also need to register for Police, Fire and/or Tobacco permits.

4

Site Selection

Secure a strategic location for your business with the following tools:

- To search for property details including zoning, use the Department of City Planning's [ZIMAS](#) system.
- The City's Bureau of Engineering's [Navigate LA](#) site provides detailed maps and reports on property.
- To buy or lease city-owned property, contact the City's Department of General Services [Real Estate Services](#).
- To license or lease property on electrical transmission line rights of way for agricultural uses, vehicle parking, truck storage, telecommunications or the Secondary Land Use Program, reach out to the Department of Water and Power's [Real Estate Section](#).

5

Hire Employees

14 [WorkSource Centers](#) and 3 Portal Offices provide employer and entrepreneurial support so you can find qualifying candidates for your business.

You can also participate in the [Hire LA's Youth](#) program and support highly motivated young job seekers in the City.

6

Additional Resources & Support

There are 10 [BusinessSource Centers](#) throughout Los Angeles providing cost-effective tools, resources, and trainings for startup ventures and small business owners.

Explore programs like [LA Optimized 2.0](#), which helps small businesses adapt to the digital marketplace, or [LAprenneur](#), a program that provides entrepreneurship education and resources at no cost.

PARTNER ORGANIZATIONS

A stylized map of Los Angeles is shown in the background. The map is rendered in a light green color against a darker green background. The central city area is highlighted with a slightly darker shade of green. The map shows the outlines of various districts and the coastline.



LOS ANGELES AREA CHAMBER OF COMMERCE

The Los Angeles Area Chamber of Commerce represents the interests of a broad spectrum of organizations across the private, non-profit, academic and public sector, including the business community, job creators, and innovators in the Los Angeles region. Since its founding in 1888, the Chamber's mission has been about advancing opportunities and solutions for a thriving regional economy that is inclusive and globally competitive. As the oldest and largest business association in the region, the Chamber has a long standing history of convening business leaders, communities, and policy makers to promote a vibrant economy.

How the Chamber engages globally

Los Angeles
Regional
Export
Council

Global
Initiatives
Council

Diplomatic &
Commercial
Officers
Group

Regional
Export
Training and
Assistance
Program
(RETAP)

WORLD TRADE WEEK

Nearly a hundred years ago, the Chamber founded World Trade Week Southern California in response to the isolationist trade policies like the Smoot-Hawley Tariff Act that reduced global trade. Today, World Trade Week is more important than ever in educating the public on the importance and benefits of global trade for the local and national economy. World trade is celebrated throughout the month of May, beginning with the Chamber's launch event, which features keynote speakers and discussions addressing the significant impact of global trade in driving economic recovery and growth here in Los Angeles and beyond.

Visit lachamber.com or [stay connected](#) by signing-up for the Chamber's newsletters.



WORLD TRADE CENTER LOS ANGELES

The World Trade Center Los Angeles (WTCLA), a subsidiary of the Los Angeles Economic Development Corporation (LAEDC), is dedicated to attracting foreign direct investment (FDI) by facilitating business opportunities between the greater Los Angeles region and international companies. WTCLA also supports foreign companies by providing up-to-date research and market intelligence, business assistance services, essential consulting and networking services to connect foreign companies with the right business partners and service providers so they can successfully start or grow their businesses in Los Angeles.

 <p>Research & Intelligence</p>	 <p>Consultation & Business Assistance</p>	 <p>Connections & Networking</p>	 <p>Retention Services</p>
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SELECT LA INVESTMENT SUMMIT

The WTCLA's annual Select LA Investment Summit is Southern California's premier international trade event that brings together global investors with business and government leaders from around Southern California. As the recipient of the International Economic Development Council's (IEDC) 2017 Silver Award for Outstanding Event, Select LA is an essential platform for businesses seeking to secure investment opportunities and gain exclusive insights into market trends and deal flow throughout the Los Angeles region.

Visit selectla.org or contact InvestLA@wtcla.org to learn more.



INDUSTRY ORGANIZATIONS

Alliance for SoCal Innovation

The Alliance for SoCal Innovation supports regional innovation by connecting Southern California's top research institutions, business leaders, and advisors to address gaps in the region's innovation ecosystem through programming and connecting startups to venture investors.



Artificial Intelligence Los Angeles (AI LA) supports the STEAM (Science, Technology, Engineering, the Arts, and Mathematics) communities in the Greater Los Angeles, particularly the impacts and applications of AI.



Biocom California is one of California's leading life sciences advocacy groups. Through its public policy, capital development, research and development, and STEAM programs, Biocom supports its members and life science companies throughout the state.

BioscienceLA

Bioscience Los Angeles County (BioscienceLA) is a one-stop resource for those in the life sciences ecosystem in Los Angeles and works to promote the life sciences as a workforce accelerator and economic impact driver across the greater LA area.



The Los Angeles Venture Association (LAVA) is one of the oldest network of venture capitalists (VCs), family offices, angel investors, founders, incubators, accelerators, universities, and government. LAVA hosts seminars, networking events, forums, and other programming for its members to connect them to the venture and early growth ecosystem of LA.

INCENTIVES

OFFICE OF FINANCE

finance.lacity.org

SMALL BUSINESS TAX EXEMPTION

Registered small businesses with total receipts under \$100,000 that file annual renewals on time do not pay taxes.

Phone: +1(844) 663-4411
Finance.CustomerService@lacity.org

DEPARTMENT OF WATER & POWER

ladwp.com

BUSINESS OFFERINGS FOR SUSTAINABLE SOLUTIONS (BOSS)

Pays incentives to businesses for energy savings achieved through the implementation and installation of a variety of efficiency and electrification measures that meet or exceed minimum industry standards.

Phone: +1 (213) 367-3436
Email: boss@ladwp.com

CITY PLANTS "FREE TREE" PROGRAM

Businesses are eligible to receive shade trees, which provide energy savings through shading buildings and decreasing ambient temperatures while also removing pollutants from the air, absorbing polluted runoff, and providing aesthetic benefits.

Phone: +1 (213) 473-9950

BUSINESS PROMOTION BILL CREDIT

Offers eligible businesses, that are new to the LADWP service territory, monthly bill credits on electricity charges for the first three years of operation.

Phone: +1 (800) 864-4409
Email: sbs@ladwp.com

COMMERCIAL EV CHARGER REBATE PROGRAM

Offers rebates to help offset the cost of installing electric vehicle supply equipment (EVSE).

Phone: +1 (866) 484-0433
Email: pluginla@ladwp.com

COMMERCIAL LIGHTING INSTALLATION PROGRAM (CLIP)

Qualifying businesses with average monthly electrical demand of 200 kW or more and in good standing, along with LADWP approval, are able to get rebates on the installation of newly purchased and installed energy-efficient lighting and controls.

Phone: +1 (213) 367-4215
Email: clip@ladwp.com

CUSTOM PERFORMANCE PROGRAM (CPP)

Large commercial and industrial applicants may receive a payment for investments that reduce energy (such as chillers, equipment controls, industrial processes, CO monitoring systems, hotel guest room controls, variable frequency drives, and other high efficiency technologies).

Phone: +1 (213) 367-3436
Email: custom@ladwp.com

FEED-IN TARIFF (FiT) PROGRAM

Long-term contracts to renewable energy producers at lower per-kW prices.

Phone: +1 (213) 367-2100
Email: FiT@ladwp.com

TECHNICAL ASSISTANCE PROGRAM (TAP)

Offers commercial, industrial, institutional, and multi-family residential customers up to \$2,000,000 for the installation of pre-approved equipment and products, which demonstrate water savings. Project must reduce potable water use by a minimum of 50,000 gallons over two years.

Phone: +1 (800-544-4498; Press "3")

COMMERCIAL SOCIAL WATER \$MART WATER REBATE PROGRAM

In conjunction with the Metropolitan Water District of Southern California (MWD), offers rebates for commercial, industrial and multi-family owners (5 units or more) to promote the use of water conservation products.

Phone: +1 (888)-376-3314

DEMAND RESPONSE PROGRAM

Energy management program for businesses that helps reduce their utility bills during times of peak power demand.

Phone: +1 (213) 367-3319
Phone: +1 (213) 367-2712
Email: demand.response@ladwp.com

FOOD SERVICE PROGRAM

Offers rebates up to \$5,000 for businesses that purchase new energy efficient cooking and cooking process equipment such as ovens, griddles, steak cookers, glass and solid door refrigerators/freezers, and more.

Phone: +1 (213) 367-4215
Email: foodservice@ladwp.com

ZERO BY DESIGN

Encourages developers to build more sustainably by providing financial incentives for commercial and high-rise multifamily new construction projects which exceed Title 24 or industry standards.

Phone: +1 (213) 367-8755
Email: ladwpzbd@ladwp.com



DEPARTMENT OF SANITATION

sanitation.lacity.gov

RECYCLING MARKET DEVELOPMENT ZONE (CALRECYCLE)

Businesses located in the City of LA that use materials from the waste stream to manufacture their products are eligible for attractive loans, technical assistance and free product marketing.

Phone: +1 (213) 485-3904

Phone: +1 (213) 485-3884

Website: calrecycle.ca.gov/rmdz

STATE OF CALIFORNIA

ca.gov

GO-BIZ CALIFORNIA COMPETES TAX CREDIT (CCTC)

Income tax credit available to businesses that want to locate in California or stay and grow in California.

Phone: +1 (916) 322-4051

Email: calcompetes@gobiz.ca.gov

GO-BIZ INTERNATIONAL INVESTMENT STARTER PACKET

First steps guide to getting started in California, including site selection, incentive navigation, and permitting support.

Phone: +1 (877) 345-4633

Website: gobiz.zendesk.com/hc/en-us

Guide:

NEW EMPLOYMENT CREDIT

Qualified employers who have a net increase in the number of employees in CA and hire employees in areas formerly designated as Enterprise Zones may be eligible for a tax credit.

Phone: +1 (916) 845-3464

Email: GEDI@ftb.ca.gov

Website: ftb.ca.gov

HOMELESS HIRING TAX CREDIT (HHTC)

Employers may receive \$2,500 to \$10,000 in tax credits per eligible homeless individuals hired.

Email: FTBHHTC@ftb.ca.gov

Website:

ftb.ca.gov/file/business/credits/homeless-hiring-tax-credit

EMPLOYMENT TRAINING PANEL

Provides funding to employers to assist in upgrading the skills of workers through training.

Phone: +1 (818) 755-1313

FILM & TELEVISION TAX CREDIT PROGRAM

Provides tax credits based on qualified expenditures for eligible productions that are produced in California.

Phone: +1 (323) 860-2960

Email: filmca@film.ca.gov

Website: film.ca.gov/tax-credit/

U.S. SMALL BUSINESS ADMINISTRATION

sba.gov

504 Loans

The 504 loan program provides eligible businesses with long-term, fixed rate financing for major fixed assets that promote business growth and job creation and are available through Certified Development Companies (CDCs). The maximum loan amount for a 504 loan is \$5.5 million.

Website: sba.gov/funding-programs/loans/504-loans





U.S. TREASURY

[treasury.gov](https://www.treasury.gov)

NEW MARKET TAX CREDIT

Incentivizes community development and economic growth through the use of tax credits that attract private investment to distressed communities.

Phone: +1 (818) 202-653-0421

Email: cdfihelp@cdfi.treas.gov

U.S. DEPARTMENT OF LABOR

[dol.gov](https://www.dol.gov)

WORK OPPORTUNITY CREDIT

Federal income tax credit for hiring employees from nine target groups.

Phone: +1 (866) 593-0173

Email: wotcsupport@edd.ca.gov

U.S. DEPARTMENT OF COMMERCE

[commerce.gov](https://www.commerce.gov)

SELECTUSA FEDERAL PROGRAMS AND INCENTIVES

Facilitates job-creating business investment into the US and provides a database of programs from US government agencies designed to support businesses in the US.

Website: selectusa.gov/federal_incentives

ECONOMIC DEVELOPMENT ZONES

OPPORTUNITY ZONES

opzones.ca.gov

Opportunity Zones (OZs) are economically distressed census tracts as defined by federal Internal Revenue Code. The program is a federal initiative that provides tax incentives designed to spur economic development and job creation in these economically distressed communities through preferential tax treatment for those investing certain eligible capital gains into OZs

LOS ANGELES OPPORTUNITY ZONES

The City of Los Angeles has 193 opportunity zones in 13 council districts. You can learn more at the City's Economic and Workforce Development Department website below.

Website: ewddlacity.com/index.php/opportunity-zones-in-la

PROMISE ZONES

lapromisezone.org

A collaboration of public, private, and nonprofit agencies to focus resources towards creating jobs, increasing safety, improve education, and expanding housing opportunities in underserved areas.

Benefits include:

- Federal liaison assigned to help designees navigate federal programs.
- Preferences for certain competitive federal grant programs and technical assistance from participating federal agencies.

JEDI ZONES

ewdd.lacity.gov/index.php/local-business/jedi

The Jobs and Economic Development Incentive (JEDI) Zone program provides economic development incentives for underserved areas that experience persistent unemployment and underemployment, low and moderate household income earnings, and neighborhood instability.

The program aims to gradually create economic equity citywide by promoting and expanding local businesses, resulting in greater employment opportunities and more financially secure communities.





WORKFORCE DEVELOPMENT

WORKSOURCE CENTERS

The City of Los Angeles operates 14 centers which serve as employment agencies, job recruitments, candidate screenings, and transition-to-employment assistance for new hires.

HIRE LA'S YOUTH

Through the HIRE LA's Youth initiative, the City of LA partners with employers to help fill internship, part-time, and full-time positions across the city.

Youth are required to work at least 100 hours and receive workforce training before they arrive on the first day.

COMMUNITY COLLEGE TRAINING PROGRAMS

The Mayor's Office of Economic Opportunity facilitates programs, including career and technical programs, at LA Community Colleges to help develop a qualified workforce for LA-based businesses.

CALIFORNIA ON-THE-JOB TRAINING GRANTS

Designed to help employers mitigate the risk of hiring new employees, On-The-Job offers assistance in paying the first six months of a new hire's wages.

Phone: +1 (916) 445-1547
Email: Training@CalHR.ca.gov

GREEN BUSINESSES

LOS ANGELES CLEANTECH INCUBATOR

A City-sponsored incubator, LACI accelerates the City's green economy by offering office space, consulting, and a network of investors to companies with a demonstrated business model that advance sustainability.

Phone: +1 (213) 358-6500
Website: laincubator.org

LOS ANGELES GREEN BUSINESS PROGRAM

The Los Angeles Green Business Program offers free business assistance to increase energy and water efficiency, generate cost savings, reduce waste, and create a healthier environment.

Email: san.greenbizla@lacity.org
Website: greenbizla.org

RECYCLING MARKET DEVELOPMENT ZONE

A collaborative effort between the City of Los Angeles and CALRecycle, the RMDZ program is designed to stimulate economic development by fueling new recycling-based manufacturing businesses, expand existing ones, create jobs, and divert waste from landfills.

Phone: +1 (213) 485-2260 Email: srcrd@lacity.org

PACOIMA BEAUTIFUL'S CLEAN UP GREEN UP PROGRAM

Designed to create a more healthy and sustainable City, this program connects businesses in Boyle Heights, Pacoima, and Wilmington to environmental compliance assistance and available incentives.





**For more information,
please contact:**

Mayor Karen Bass
Office of International Affairs
200 North Spring Street
Los Angeles, CA 90012, USA
+1 (213) 978-0600
mayor.international@lacity.org

**To access the online
version of the guide with
hyperlinks,
scan the QR code below:**



**To request assistance and
more information, please fill
out the form at the link
below:**

