



Earl Cooper
Black Business Association
P.O. Box 43159
Los Angeles, California 90043

August 31, 2010

Dear Mr. Cooper:

Beacon Economics is an economic research and consulting firm with locations in Los Angeles and the San Francisco Bay Area. We are currently responding to a Request for Proposal issued by the City of Los Angeles for assistance in analyzing the City's Business Tax options as proposed by the Business Tax Advisory Committee. As part of our response to the current RFP we are looking to include qualified MBE/WBE/OBE sub-consultants on our team.

Specifically, we are looking for the following:

- A graphical Geographic Information System (GIS) expert: This sub-consultant will be able to provide assistance in identifying and mapping business establishments in the City of Los Angeles that are in the vicinity of transit facilities. The work we envision this sub-consultant doing will be an integral part of the analysis we will conduct in regard to creating a transit-oriented Development incentive. A high level of expertise in GIS mapping is essential.
- A tax policy expert – ideally with specialization in California and Los Angeles. This sub-consultant will be able to provide general counsel and expertise in tax policy issues. The RFP is seeking analysis of eight different business tax proposals and this sub-consultant's expertise could be used in analyzing one or all of these proposals.

As an organization that assists in the recruitment and placement of MBE/WBE/OBEs, we'd like to request your help in identifying qualified sub-consultants. We would very much appreciate receiving any lists of potential sub-consultants you may have or contact information for any business or particular expert who may fit one of the descriptions above.

We sincerely appreciate any assistance you may be able to provide. I can be reached directly at 415-457-6030 or Victoria@beaconecon.com.

Warm regards,

Victoria Pike Bond
Director of Communications