

DEVELOPING TALENT  
GROWING BUSINESSES  
CREATING JOBS  
STRENGTHENING THE ECONOMY



## Long Beach City College Economic and Workforce Development

Strong communities are built on good jobs and skilled people. Economies thrive when businesses grow and create new jobs. At Long Beach City College (LBCC), we are committed to increasing economic opportunities for individuals and businesses through our workforce training and economic development initiatives. This is a core part of our mission as a California community college and is as essential as our academic programs, vocational training and student services. Through business coaching and business advising, job training, and services for small business owners and entrepreneurs, LBCC gives individuals the skills they need to succeed and businesses the tools they need to prosper. We are connecting education to industry, promoting innovation, and fostering the next generation of business and community leaders to ensure that our greater Long Beach and regional economy continues to grow strong in the years to come.

### ▶ Developing Talent

We serve adult learners and post-secondary students by preparing them for industry certified training and employment in areas that require technical skills, particularly addressing industry's employment demand for middle skills jobs.

### ▶ Growing Businesses

We serve entrepreneurs and small business owners from early stage startups to growth businesses by assisting with accessing capital, business operations, and more through:

- ▶ Los Angeles Regional Small Business Development Center Network
- ▶ Southern California Regional Center for 10,000 Small Businesses
- ▶ Center for International Trade Development
- ▶ Innovate!SoCal



**12,400**

Number of people who receive business services and job training every year.



**\$100M**

Amount secured from lenders to invest in growth and expansion for business owners each year.

**2,000**

New jobs created each year as a result of business growth.

**\$90M**

Total average sales increase from our clients each year.

**333**

Average number of new businesses launched by our clients every year.

# Long Beach City College: A Resource for Success

LBCC's workforce training and business development services provide cost-effective solutions to individuals and companies of all sizes, from sole proprietors to large firms. We've developed a network of more than 150 industry experts, business advisors and trainers who provide one-on-one mentoring and/or group training. In addition to workforce and business development classes, training and services, LBCC offers almost 900 academic and vocational courses every year. Nearly 30,000 students attend every semester.

## ▶ Developing the Workforce

LBCC's award-winning and nationally recognized Workforce Development Department provides responsive, career-focused training for current and new workers. Our programs are designed to match current industry needs and position students and workers for success. Target industries include **alternative and renewable fuels and vehicle technologies, supply chain management and logistics, commercial driver training, allied health, and pre-apprenticeship construction** industry training programs.

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WORKFORCE DEVELOPMENT



   @lbcctraining

## ▶ Small Business Development



### Southern California Regional Center for 10,000 Small Businesses

LBCC is the Southern California Regional Center for Goldman Sachs *10,000 Small Businesses*, a \$500 million nationwide initiative that provides practical business and management education, business support services and potential access to capital to help small businesses grow and create new jobs. The LBCC Regional Center has graduated more than 650 business owners. Within six months of completing the program, 69 percent of alumni have increased revenues, and 49 percent have created jobs. LBCC's center serves communities from Bakersfield to San Diego.

Goldman Sachs  
**10,000**  
small  
businesses

 @SoCal10KSB

### Los Angeles Regional Small Business Development Center (SBDC) Network

Small business owners and entrepreneurs who need business coaching, advising and training in operations, management, marketing, financing, compliance, accessing global markets, planning for future growth and more can find it at LBCC. Each year the SBDC network provides one-on-one advising to thousands of business owners and entrepreneurs, helps create hundreds of new jobs and business ventures, increases clients' sales by tens of millions of dollars and helps local businesses secure millions more in capital. LBCC serves as the regional headquarters for Southern California's SBDC, whose network of 8 service centers spans Los Angeles, Ventura and Santa Barbara counties.

AMERICA'S  
**SBDC**  
CALIFORNIA  
LOS ANGELES NETWORK

  @SBDCLosAngeles



For more information about LBCC's workforce and business development training and services, visit LBCC's Office of College Advancement and Economic Development at [www.lbcc.edu/caed](http://www.lbcc.edu/caed) or call for information.

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WORKFORCE DEVELOPMENT:  
**562.938.3248**

SMALL BUSINESS DEVELOPMENT:  
**562.938.5020**