

Economic Development Resources in the South Bay

Business Assistance

- **Los Angeles Economic Development Corporation (LAEDC)** - The mission of the LAEDC is to attract, retain and grow businesses and jobs for the regions of LA County. LAEDC's Business Assistance Program has helped create or retain over 175,000 jobs, with a direct economic impact of over \$8.5 billion and over \$145 million in annual tax revenue benefit to Los Angeles County. Economic expertise is provided by the Kyser Center for Economic Research and Economic and Policy Analysis Group. LAEDC promotes proactive leadership for a strong economy through the Southern California Leadership Council and facilitates global connections through the World Trade Center Los Angeles-Long Beach (WTCA LA-Long Beach).
- **Small Business Development Center (SBDC)** - Hosted by El Camino College, the SBDC helps start a business or expand current businesses by offering no-cost/low-cost workshops, one-on-one consultations with business experts at no charge and assistance with applying for business loans. They assist prospective and existing small business owners in the greater South Bay area to start, retain, or expand their businesses, increasing California's communities' wealth and quality of life. [SBDCs](#) facilitate the creation, expansion and retention of businesses through the provision of one-on-one counseling, workshops, assistance with obtaining access to capital, and referrals to other valuable resources for prospective and existing business owners. [SBDCs](#) also assist with business plans, marketing, financial questions and other business issues. California's Regional SBDC programs are part of the United States Small Business Administration national network of [SBDCs](#). The SBDC programs leverage local, state and federal dollars to strengthen small businesses and positively impact the state's economy.
- **LA County Community Development Commission** – Economic/Redevelopment Division programs empower community groups, beautify business districts, stimulate job growth, and facilitates business creation, expansion, retention, and attraction. In addition, these economic development efforts include streetscape improvements, business incubators, empowerment and enterprise zones, acquisition/relocation of prospective development sites, funding of local area chambers of commerce, creation of business improvement districts, local marketing efforts, commercial and industrial lending, and other programs.
- **Film LA** – FilmLA is a private not-for-profit organization established to coordinate and process permits for on-location motion picture, television and commercial production under contract to an ever-increasing roster of public-sector clients in the Los Angeles region. All permits are issued by the authority of and in accordance with the policies of each client jurisdiction. They provide ongoing community relations – balancing the needs and interests of the entertainment industry and the neighborhoods affected by on-location production.

Trade Assistance and Research

- **Center for International Trade and Transportation (CITT)** - housed at The College of Continuing and Professional Education at California State University in Long Beach, is a multidisciplinary center for multifunctional transportation studies and integrated logistics research, education, training, policy analysis, and community outreach. CITT is a collaborative forum dedicated to the development, distillation and broad dissemination of objective information about the goods movement industry. This is accomplished through the development and the delivery of targeted education, innovative research, and outreach programs, serving the mission of the university and the needs of industry and the community. CITT is uniquely positioned to:
 - Provide an ongoing and neutral forum where all parties in the logistics industry and its community stakeholders can come together to (a) present alternative solutions to complex trade problems and seek opportunities to build consensus around those solutions; and (b) share expertise and resources
 - Be a catalyst for sustainable growth and competitiveness through innovative training and education programs
- **Center for International Trade Development (CITD)** - Housed at El Camino College, CITD serves the greater L.A. region by providing value-added trade assistance to help business expand internationally. It is one of the California Centers for International Trade Development (CITD) funded by the Chancellor's Office of the State of California to promote the state's international trade and competitiveness, assist exporters and importers, and advance economic and job growth. CITD provides a full range of trade assistance services to companies and individuals. All CITD services are either free or low cost. Whether new or experienced in export or import, small or large, they have experts and resources ready to help. They invest in California's economic growth and global competitiveness through industry-specific education, training and services that contribute to a highly skilled and productive workforce.
- **Port of Los Angeles Trade Connect Export Workshops - Trade Connect** is an introductory workshop on the basics involved in exporting, including costs, risks and steps. In cooperation with other agencies and professionals, a summary of help and services available is presented, including:
 - - basics of the commercial transaction; finding overseas markets; trade financing; documentation; and logistics
 - In addition to the provision of expert services, practical techniques of risk mitigation are presented at the workshop. This program connects businesses with the essential resources provided by the following governmental entities:
 - **Federal**
 - U.S. Department of Commerce
 - U.S. Export Import Bank
 - U.S. Small Business Administration (Export Assistance Center)
 - U.S. Southern California Regional District Export Council
 - **State**
 - California International Trade Development Centers (California Community Colleges)
 - **City**
 - Port of Los Angeles (including overseas offices)

Los Angeles World Airport (LAWA)
Minority Business Opportunity Center (MBOC)

- Trade Connect supports President Obama's National Export Initiative at the local and regional level for small- to medium-size enterprises in the Greater Los Angeles area.

Innovation

- **South Bay Entrepreneurial Center (SBEC)** is a non-profit, self-sustaining business accelerator and innovation center where entrepreneurs can meet, exchange, ideas, and access mentors and business resources in a supportive environment, thereby growing local businesses which create jobs and foster economic development in the South Bay. The SBEC was created by a group of local business and civic leaders who recognized that the majority of new jobs are created by start-ups and emerging growth companies. Working closely with major corporations, education institutions, and governmental entities, the SBEC will assist entrepreneurs with the following: R & D Collaboration; Strategic and Financial Planning; Funding; Visibility; and Support.
- **PortTech LA** - PortTechLA is a public/private non-profit technology center and business incubator operated by a coalition consisting of the City of Los Angeles, Port of Los Angeles, and the San Pedro and Wilmington Chambers of Commerce. Its mission is to attract and mentor companies with technologies that will enable the Port of Los Angeles, and ports worldwide, to meet their immediate and future environmental, energy, security and logistics goals. Located in San Pedro adjacent to the Port of Los Angeles, PortTechLA is designed to incubate or accelerate technology company growth through assistance with the development, testing, commercialization, manufacture and marketing of the products and solution required to ensure the sustainability of the ports of the future. In addition to providing for the physical space needs of technology companies, PortTechLA can provide business mentoring services, with seminars in finance, marketing, intellectual property protection, personnel management and other business skills as needed. Access to Angel investors and early-stage venture capitalists is also provided. For more mature companies that locate at the Port of Los Angeles, PortTechLA acts as a conduit to the public and private resources required to quickly establish a presence in the local market.

Jobs and Training

- **SBWIB** - The South Bay Workforce Investment Board, Inc. (SBWIB, Inc.) is the non-profit arm of the South Bay Workforce Investment Board (SBWIB). The primary objective of the SBWIB is to provide policy guidance which will allow the staff to create an environment where every person maximizes his or her career potential, and all employers have the human resources they need to grow and prosper. During this tough economic downturn they are focusing on enhancing communication between SBWIB One-Stop Business & Career Centers and local businesses. They strive to help businesses improve their bottom line by reducing recruitment and training expenses, while increasing employee retention and productivity and turning existing employees into better-trained, more highly-skilled assets. SBWIB is a great local resource for finding local employees. Their vision is to continue to provide exceptional quality of service to businesses and job seekers by diligently investing in our business community through One stop business and career centers; intrastate training and resource information network – ITRAIN; Gateways to Green Building and California Multi

Sector Workforce Partnership.

- **Pacific Gateway WIB –(Lomita & Torrance)** The Workforce Investment Board creates and implements a comprehensive and accountable workforce investment system based on the needs of local and regional employers through such activities as: Creating and implementing a strategic business service plan, which identifies business employment needs and matches education and training services to meet those needs; Convening and facilitating partnerships among business (large and small), government, education partners, and organized labor to effectively address workforce needs; Involving the business community in employment training, skill standards, employee development and other related activities; Creating and increasing livable wage job opportunities for economically disadvantaged persons, persons with disabilities, mature workers, and other such groups requiring special targeting; Developing meaningful tracking and accountability systems; Seeking grant and other resources to fill gaps and ensure comprehensive and effective services.

Networking Organizations and Resources

- **The Harbor Association of Industry and Commerce (HAIC)** was formed to initiate, sponsor and promote policies to further enhance development of commerce and industry in the area. HAIC is a collective voice and advocate for the harbor business community on important issues pertaining to economic, environmental and public policies. It provides a forum for the industry to speak out on governmental, energy and environmental issues that directly affect membership; facilitates foreign and domestic commerce through the ports, benefiting the economic welfare of the region; participates in public hearings and meetings on behalf of its membership, reflecting membership views; and it disseminates information to the membership on issues, projects and developments that are of importance to the region.
- **Global Cities Initiative** – This initiative is a collaboration between the Metropolitan Policy Group at the Brookings Institution and JPMorgan Chase to promote and expand exports. More and more, global commerce reflects the energy and innovation of cities and metros. This initiative aims to equip U.S. metropolitan leaders with the data tools and global connections necessary to make more strategic decisions and investments. The Global Cities Initiative will equip leaders from the 100 largest U.S. metropolitan areas with the information, policy ideas, and partners necessary to build economic relationships with their international peers and operate in today's global environment.

Opportunities

- Electric Vehicles - SBCCOG is promoting their use. Honda, Toyota & GM in Torrance.
- Resource Conservation – SBESC can assist businesses with energy and water savings – providing information, educational workshops and on-site visits.
- BRAC – Base Realignment – potential closure of the LA Air Force Base
- Data collection – what data is needed???:
 - Torrance uses Bureau of Labor Statistics – EDD Division for labor market information
 - Carson uses ESRI
 - Keyser Marston
 - Beacon Economics
 - Industry clusters – SBCCOG GIS Working Group can geocode and map after data is prepared – coding of business locations (SIC or NAIC) and employee count data from either all South Bay cities (from their business license database) or a third party provider. In addition, exact industry codes are needed for each cluster. Possible clusters:
 - Medical (easy to do)
 - Computers & Software
 - Aerospace (hard to do)
 - Manufacturing (hard to do, but would be good because it ties into the port. Maybe Port can help us with this)
 - Education
 - Art & Entertainment (filming)
 - No on business and finance (not useful)

It would be \$1,440 for a single city or \$2,400 for the whole county. The data is updated every six months, so it should be pretty current - ESRI