**MONTHLY HIGHLIGHTS**

(A S O F 9/1/2018)

- 1 Million Cups Long Beach hosted Funraise August 1, a leading DT LB tech firm
- Delivered $10,000 in DLBA Small Business Grants to Calidog Pomade, Shoreline Access Solutions, and 3 Women
- Launched 1st DLBA Trustee Endorsement for Ladee Kakes $10,000 Kiva Loan
- Approved Romeo Chocolates DLBA Trustee Endorsement for $10,000 Kiva Loan Application
- Hosted Ensemble Real Estate Investments at our August Economic Development Committee meeting
- Next Economic Development Committee meeting is September 13 @ 8:30am
  - Finalizing Woman Owned Business Accelerator
  - Hosting Holland Partner Group

**DEPARTMENT**

**FINANCIAL HEALTH**

**DLBA Fiscal Year: Oct 1, 2017 - Sept 30, 2018**

Spending - YTD**

$84,805

$143,920

**ECONOMIC DEVELOPMENT**

**ANNUAL GOALS**

A1. Work with the City to streamline the business licensing, permitting and entitlement process.

**1. SUPPORT THE CITY OF LONG BEACH UPDATE TO THE AUP/CUP PROCESS**

A2. Track and evaluate economic and development trends in Downtown.

**1. PUBLISH QUARTERLY DT LB SNAPSHOT REPORTS**

<table>
<thead>
<tr>
<th>RESIDENTIAL MARKET</th>
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</thead>
<tbody>
<tr>
<td>85%</td>
</tr>
<tr>
<td>95% OCCUPANCY</td>
</tr>
<tr>
<td>9,800 UNITS</td>
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</tbody>
</table>

- Published Q3 Retail Snapshot Report Oct 15
- Published Q4 Residential Snapshot Report Feb 16
- Published 2018 Annual Economic Profile April 18
- Published Q2 Office Snapshot Report July 15

A4. Support existing businesses and attract new businesses to Downtown Long Beach.

**FALL 2017 WOMAN OWNED BUSINESS ACCELERATOR**

<table>
<thead>
<tr>
<th>ACTUAL</th>
<th>TARGET/GOAL</th>
<th>% OF GOAL</th>
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<tbody>
<tr>
<td>WOBA GRANTS AWARDED</td>
<td>$15,500</td>
<td>$15,500</td>
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<tr>
<td># OF APPLICATIONS</td>
<td>39</td>
<td>10</td>
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<tr>
<td>BUSINESSES CREATED</td>
<td>1</td>
<td>2</td>
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</table>

**SPRING 2018 ENTREPRENEUR EDUCATION SERIES**

<table>
<thead>
<tr>
<th>ACTUAL</th>
<th>TARGET/GOAL</th>
<th>% OF GOAL</th>
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<tbody>
<tr>
<td>SMALL BUSINESS GRANTS AWARDED</td>
<td>$10,000</td>
<td>$20,000</td>
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<tr>
<td># OF REGISTERED ENTREPRENEURS</td>
<td>148</td>
<td>180</td>
</tr>
<tr>
<td># OF ENTREPRENEURS ATTENDED</td>
<td>56</td>
<td>58</td>
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<tr>
<td>BUSINESSES CREATED</td>
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<td>7</td>
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</tbody>
</table>

**SUPPORT TRANSITIONING FROM BRICK AND MORTAR TO DIGITAL GOOGLE ADS WORKSHOP**

- 108
- 43
- 33
- 33
- 20
- 16

**DT LB MARKET**

Q2 - 2018

- 97%
- 85%
- 82%
- 95%
- 9,800

**COMMERCIAL OFFICE OCCUPANCY**

- 2% Q4 ’17

**GROUND FLOOR RETAIL OCCUPANCY**

- 2% Q4 ’17

**Net New Businesses**

- 16/17
- 17/18

**MEDIAN DAYS FOR BUSINESS LICENSE APPROVAL**

- 14

*Financial information does not include personnel costs*