

Small Business
Enterprise Program

Dr. Noel Hacegaba

Managing Director, Commercial Operations and Chief Commercial Officer

Port of Long Beach

- 2nd busiest U.S. container port
- \$180 billion in trade
- 30,000 jobs in Long Beach
- 315,000 jobs in Southern
 California

Commercial Approach

- Ocean Carriers / Alliances
- Beneficial Cargo Owners
- Supply Chain Partners

Port's Small Business Enterprise/ Very Small Business Enterprise Program

- 25% goal through 2014
- Actual 25.7% utilization in FY2014
- 27% goal for FY2015
- SBEs paid \$400 million since 2005

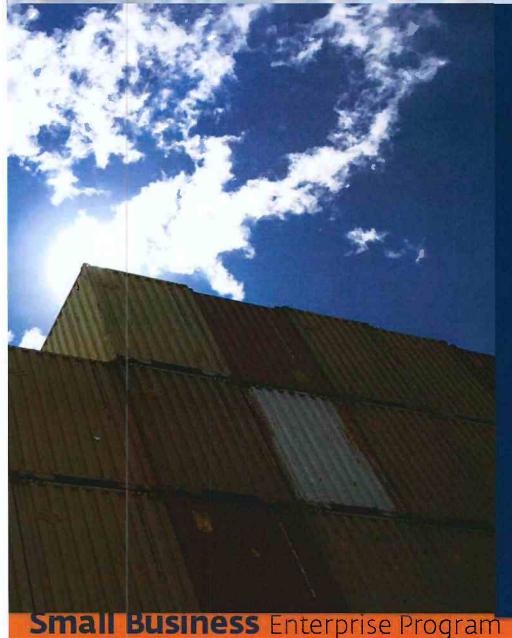


Clean Air Barge Alternative Tech

Small Business Enterprise Program

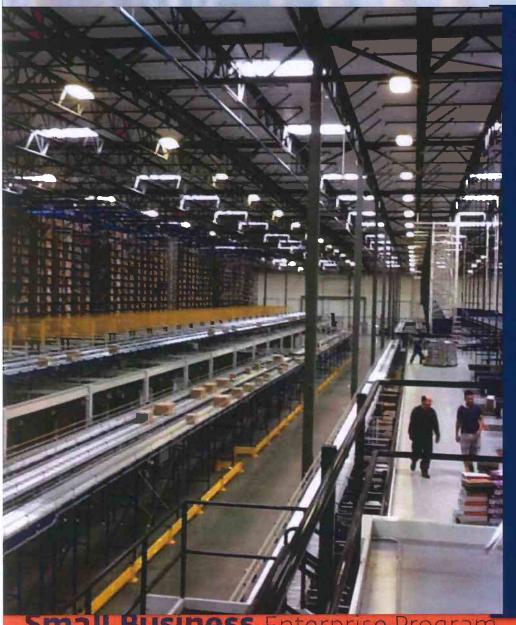
REPORTOR LUNG BEACH

Maritime Industry Related Businesses

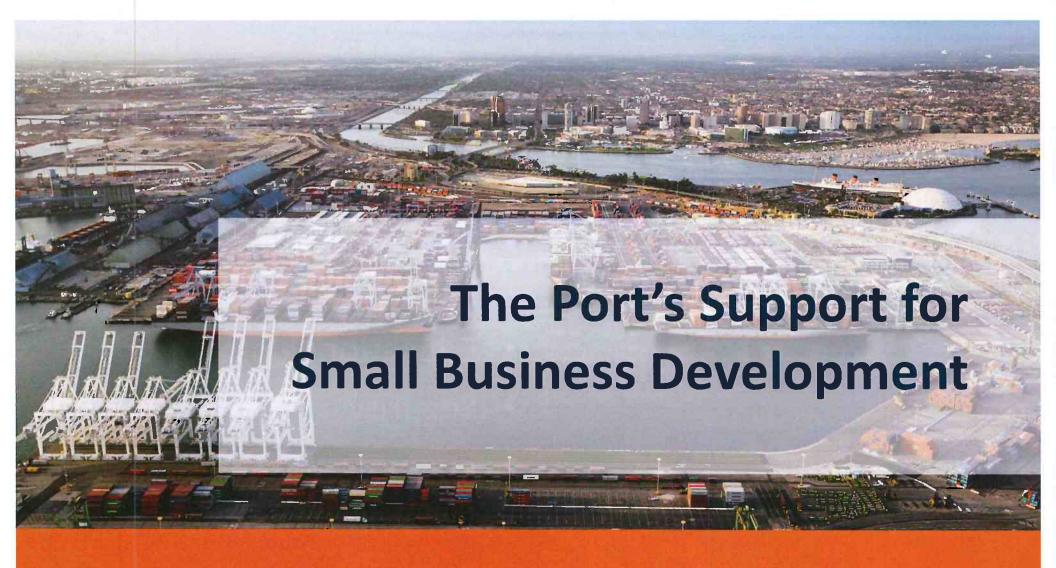


- **Engineers**
- **Freight Forwarders**
- **Equipment suppliers**
- Ship agents
- Banking and finance
- Legal services
- Insurance
- Information services
- Environmental
- Logistics

Maritime Industry Related Businesses



- Construction
- Real estate rental and leasing
- Educational institutions
- Security
- Engineering
- Warehousing
- Truck and rail transportation



Port of LONG BEACH

Small Business

Enterprise Program

Dr. Noel Hacegaba

Managing Director, Commercial Operations and Chief Commercial Officer