

**Executive Summary
Report to City Council
Tuesday, April 4, 2006**

by

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Long Beach International Trade Office (LBITO)

Purpose of Long Beach International Trade Office:

The Long Beach International Trade Office (LBITO) is a professional program created to encourage and assist Long Beach area companies enter new markets, grow through international trade, and enhance their international sales levels.

LBITO Advisory Board:

- Government organizations
- Ethnic Chambers of Commerce
- Leaders in the business community

Community Outreach & Presentations:

- IBA luncheons October, November, December – Average of 50 – 80 in attendance at each luncheon
- Presentation about LBITO made at IBA November luncheon – Greg Moore was a guest of POLB
- Regional Business Area Network (RBAN) Meeting Panelists (Topic: "International Trade Resources for Small Businesses") – Approximately 75 participants – Greg Moore & Priscilla Lopez

Training/Upcoming Events:

- Provided international trade training for 7 Long Beach residents
- 9 seminars are scheduled for the Spring 2006 – including an industry luncheon highlighting the Green Technologies/Environmental Technologies
- 1 Breakfast event in partnership with the IBA and the US Department of Commerce highlighting risks and opportunities in Brazil - June '06

Client Activity:

- Have meet with 17 companies (October – December)
- Actively working with 13 companies

Company Name: Global EnviroScience Technologies
Location: Long Beach, CA
Number of Employees: 7
Company description: Manufactures water desalination equipment.
LBITO Activities for client: Assisting them in locating project financing and insurance for a joint venture project in Vietnam.

Company Name: Pacific Growth Strategies, LLC
Location: Torrance, CA
Number of Employees: 3
Company description: Real estate acquisition advisors.
LBITO Activities for client: Provided them a list of U.S. consumer goods for them to export to China.

Company Name: Phenomenex
Location: Torrance, CA
Number of Employees: 240
Company description: Manufacture chemical measurement equipment.
LBITO Activities for client: Provided them with databases of distributors in China and Japan. The company's current distributors are calling on these distributors found in the databases, which is allowing them to cover more territory and expand sales in each country.

Company Name: Altena Machines
Location: Carson, CA
Number of Employees: 10
Company description: Manufactures heat transfer machines for textile industry.
LBITO Activities for client: Assisting them with finding working capital and export financing.

Company Name: Molecular GPS Technologies/BioCerax
Location: Torrance, CA
Number of Employees: 20
Company description: Manufactures blended photo chemicals to process both motion and still film.
LBITO Activities for client: Sourcing suppliers of chemical raw materials from China through internet research.