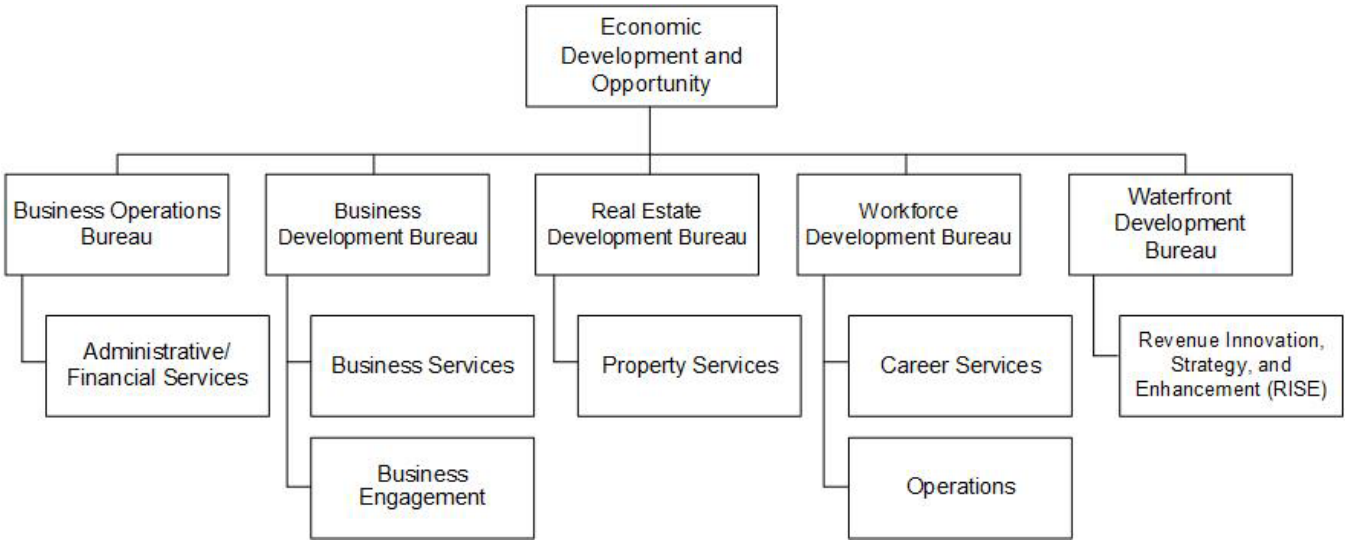
Economic Development & Opportunity



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Department Overview

Mission:
Creating equitable economic opportunities for workers, investors, and entrepreneurs in the City of Long Beach.

Core Services:

- Grow and strengthen established industry clusters and emerging sectors in Long Beach.
- Increase access to economic opportunities in low-income communities to advance economic equity.
- Ensure workforce preparedness and business competitiveness through an alignment of economic development, training, education, and community partner efforts.
- Build a supportive economic ecosystem that creates reliable pathways for entrepreneurs to confidently start and grow successful businesses.
- Create more responsive, cost-effective, and streamlined City processes to grow investment and development in Long Beach.
- Enhance quality of life to grow businesses, jobs, and investment that support a thriving local economy.
- Advance an integrated approach to local and regional economic development to enhance business opportunities and global connectedness.
- Manage, negotiate, and implement complex real estate transactions, leases and extensions.

FY 26 Focus:
Long Beach has successfully benefited from both economic conditions and development growth over many decades from an emerging mid-size city into a thriving, successful urban international destination. Long Beach has been one of the fastest-growing communities in the Los Angeles metropolitan region over the past two decades, in both population and economic growth. This growth, driven by economic factors, community assets, and strong development opportunities, has enabled the City to make fiscal choices resulting in a broad range of quality services and programs for residents, businesses, and visitors. The City's Grow Long Beach Initiative aims to further expand and diversify the economy by focusing on local entrepreneurship and advancing targeted industry sectors:

1. Fueling the Aerospace and Aviation Sectors
2. Building Transportation, Logistics, and Supply Chain of the Future
3. Unleashing the Creative Economy through Music, Athletics, Tourism, and Hospitality
4. Driving Economic Development Through Healthcare and Education Partnerships
5. Building a Climate-Forward Economy
6. Supporting Other Citywide Initiatives: Growing Long Beach Together

In Fiscal Year (FY) 26, the Economic Development Department (Department) will coordinate among its five bureaus and multiple divisions to deliver its core services and support internal operations in the furtherance of the Grow Long Beach Initiative and the Department's ongoing efforts to deliver and implement the recommendations of the Grow Long Beach Economic Blueprint. This comprehensive plan provides policy recommendations and strategies to advance a 10-year vision, for more inclusive and sustainable economic opportunities for workers, investors, and entrepreneurs in Long Beach. Specifically, the recommendations embraced in the document facilitate the development of Long Beach as a place where workers can find more fulfilling, high paying job opportunities, companies have access to a talented and highly educated workforce, and an innovative economic ecosystem that provides the foundation for entrepreneurial success from start-ups to Legacy Businesses.

To achieve these objectives, the Department will continue to leverage partnerships with the Economic Development Commission, local education institutions, business improvement districts, and other community partners to build a strong, diverse economy, where everyone thrives. This focus will drive success in each key focus area outlined in the Grow Long Beach Economic Blueprint including:

1. Engines of Growth
2. Economic Equity and Inclusion

3. Digital Equity and Inclusion
4. Talent Recruitment and Retention
5. Business and Industry Expansion, Attraction, and Retention
6. Real Estate Development
7. Economic Partnerships
8. Quality of Life

The following priority programs and initiatives that the Department will start or continue in FY 26 include, but are not limited to:

- BizCare Program: BizCare is a program that connects small businesses to important resources, such as grants, loans, and technical assistance through a proactive, community-based approach to economic and digital inclusion. BizCare provides direct in-person, on the phone, and virtual assistance to diverse small businesses and entrepreneurs. Although implemented in response to the COVID-19 pandemic, BizCare has evolved to become a core service of the department. The activities of the BizCare team are critical to continue the momentum in areas of business attraction, retention and jobs creation by providing direct support to our small business community. Additionally, structural support for the team meets an explicit goal of the 2030 Strategic Vision, specifically, the establishment of a municipal small business support team with dedicated staff to provide representation, advocacy, and technical assistance to every small business in the City.
- Safe and Secure grants will provide funding for proactive crime-prevention measures such as security cameras, cashless points-of-sale systems, "cash free store" stickers, and shatter-proof windows and coverings to deter break-ins and vandalism. ED will work to establish partnerships with LA County as well as the private sector to match and multiply the City's investments to reinforce local small businesses. Anticipated impacts include: $1,000 grants awarded to 180 small businesses focused on retail, restaurants, and personal services.
- Visual Improvement Program (VIP) Program: VIP is part of the City's effort to ease the burden of property crimes and vandalism for small businesses throughout the City. VIP provides $1,500 to support businesses impacted by vandalism, providing rapid response and technical assistance to impacted businesses through BizCare. The City is prioritizing the equitable implementation of the program, ensuring that funding reaches underserved areas by focusing outreach in low-moderate income areas and reserving a minimum of 50% of awards for businesses owned by people of color or located in a low-moderate income area. The program will result in the disbursement of up to 66 additional grants to businesses in need. This program has been an important resource to show support for local businesses experiencing impacts from crime and vandalism and contributes to business retention, ensuring businesses have the funds to make necessary repairs and providing tangible support from the City.
- $2.67 million to Long Beach Youth Service Corps: This program will create paid work experience opportunities that will increase youth employment, develop youth interest and experience toward careers in public service, and strengthen capacity to address areas of education, climate change, and food security. The program will prioritize the engagement of young people from Long Beach communities and prepare them for careers in high-growth and emerging industries, connect them to workplace mentors and social capital-building opportunities, and bolster their civic engagement and understanding through education and hands-on experience.
- The Grow Long Beach framework is designed to diversify and expand the City’s economy through targeted investments and programs that enhance Long Beach’s competitive advantages, create jobs, and attract new businesses and visitors. A key focus of this initiative is establishing Long Beach as a leading West Coast hub for concerts, festivals, music venues, performing arts, and entertainment experiences. This effort aligns with the City’s ongoing development of the Entertainment Strategic Plan, which will guide how the City leverages City owned and community assets, including the Long Beach Convention and Entertainment Center, the Queen Mary, the forthcoming Long Beach Amphitheater, and our vibrant ecosystem of music venues, promoters,

artists, performers, to drive economic growth. As Long Beach builds out its entertainment infrastructure and aims to attract more signature events, festivals, concerts, visitors, and entertainment-related businesses, it is essential to create a unified brand identity and marketing strategy that clearly communicates the City's unique strengths in this sector to regional, national, and international audiences.

- The Long Beach Amphitheater project aims to activate the Queen Mary's shoreside property while long-term planning efforts are underway. This project will establish a large-scale waterfront music venue, creating a new revenue generating opportunity for the City. Alongside the City's special events parks and the Long Beach Convention and Entertainment Center (LBCEC), the amphitheater would help position Long Beach as a premiere music destination for music, entertainment, and events of all scales.
- Queen Mary Re-opening and Stewardship: Since taking possession of the Queen Mary in FY 21, the City has been focused on addressing the most pressing structural and safety improvements aboard the Ship. This stewardship responsibility has been a cross-departmental collaborative effort, and Economic Development is proud to coordinate these efforts as well as work closely with our hotel operator, Evolution Hospitality. These improvements have made the Ship significantly safer, addressing structural, health, and fire/life/safety components. The result was a successful reopening of the Queen Mary in FY 23 followed by record-setting hotel shipboard attendance in FY 24. In FY 26, the Department will continue its stewardship role at the Queen Mary. Department staff will continue to work closely with the ship's contracted hotel management company, and partners in the Office of Special Events & Filming, to deliver world class accommodations, exhibits, and special events. Staff will also work with partner departments to manage key projects at the ship and adjacent shoreside property including demolition of the deteriorated English Village, repairs to the Ship's grand Sun Deck, a future development study for the former leasehold area, and feasibility of a proposed temporary amphitheater.

Department Performance Measures

Key Measure	FY 24 Actual	FY 25 Target	FY 25 Estimate	FY 26 Projection
Number of Successor Agency properties Disposed	0	9	0	12

This Key Measure indicates the amount of former Redevelopment Agency Properties (Successor Agency properties) that were initially retained under the Long-Range Property Management Plan under the category of "for sale". The initial goal was to sell the 58 parcels designated "for sale" while actively seeking buyers for an additional 141 parcels categorized as "Future Development." These properties were transferred to the City for disposition, with the goal to leverage City-owned property for economic development. Once sold, the City will have completed the disposition of Successor Agency properties and begin a new era of property development that includes a focus on lease activity. In future years, this measure is expected to be replaced with indicators related to active ground leases.

Key Measure	FY 24 Actual	FY 25 Target	FY 25 Estimate	FY 26 Projection
Number of job seekers who are placed in employment	1,493	1,250	1,400	1,300

This Key Measure reflects the number of job seekers placed in employment through Adult and Youth programs administered by the Long Beach Workforce Innovation Network (LBWIN). Driven by the summer youth employment program and additional workforce grant funding received, LBWIN estimates an increase in job seekers accessing services at its Adult and Youth Services Centers. This projected growth is expected to result in exceeding the FY 25 employment placement target. Due to the uncertainty surrounding future federal workforce funding, LBWIN projects a slight decrease in program enrollments for FY 26, which may result in a potential decrease in employment placements.

Key Measure	FY 24 Actual	FY 25 Target	FY 25 Estimate	FY 26 Projection
Number of Queen Mary Visitors	404,713	434,463	443,428	450,00

This Key Measure indicates the number of guests who visit the Queen Mary as hotel guests or as guests for on-ship events or attractions. It is important upon reopening of the Queen Mary to establish the Ship as a premiere visitor destination and tourist attraction.

FY 25 Accomplishments

- Continued the Inclusive Business Navigators Program, contracting with 4 local vendors to provide 32 business workshops to 339 total attendees and 1,339 hours of one-on-one coaching to 267 businesses with linguistically and culturally competent content and staff.

- Initiated payments for the Long Beach Pledge Guaranteed Income Pilot Expansion and completed payments for the original cohort. Two hundred additional participants began receiving monthly payments of $500 in March 2024 with final payment issued February 2025.

- Hosted, in partnership with Long Beach Economic Partnership and Visit Long Beach, the annual Long Beach Site Selector Conference. This 3-day event (April 9-11, 2025) brought together an international network of site selectors to visit our city and learn about the many opportunities for investment, development, and economic growth.

- Initiated the Legacy Business Program, designed to promote and champion longstanding businesses throughout the city. The Program identifies, recognizes and supports Legacy Businesses with the goal of preserving and amplifying these establishments' history and community impact, retain their local employment and enhance their exposure to the tourism industry. In the reporting period, the Economic Development Department formally relaunched the Program, taking it over from the Long Beach Heritage Foundation. The City currently recognizes 40 Legacy Businesses inherited from the previous program and has received 35 applications for recognition since launching in October 2024.

- The BizCare Program provided in-person technical assistance to 12 businesses at appointments throughout the city, 57 rapid responses, and assisted 778 businesses over the phone and email to access City resources, complete grant applications, and submit required documents. BizCare staff also visited over 765 local businesses and attended 24 community events to inform local businesses about available programs and resources.

- Continued the Level Up LB: Extreme Small Business Makeover and Grant Program (Level Up LB) which is a program designed to propel small businesses towards success and sustainability. This initiative offers entrepreneurs a unique opportunity to connect with essential support resources and undergo comprehensive workshops aimed at crafting new business and marketing plans. Upon completion of the program, participants become eligible to apply for $10,000 grants, empowering them to expand their business capacity and enhance resilience. Round Two applications launched in February 2025 and received 229 total applications. Eligibility review is complete and 121 are determined eligible and in review by the program selection panel.

- Aligning with several City Council and other City led priorities, the Department continued the Long Beach Public Service Corps. This project fosters economic inclusion and expands opportunities for residents who are seniors at California State University Long beach and California State University Dominguez Hills or are completing a program at Long Beach City college to develop successful career paths in public service. Since its inception, the program has connected 100 Long Beach residents to work experience opportunities with the City of Long Beach. More than 15 residents have obtained employment in the public sector, while others have enrolled in graduate programs.

- Hosted the Space Beach Workforce Symposium which brought together educators, workforce leaders, and aerospace industry partners to strengthen Long Beach's talent pipeline. Key discussions focused on aligning training programs with industry needs, expanding hands-on learning through internships and apprenticeships, and improving access to high-demand aerospace careers for underrepresented communities. The event emphasized collaboration across institutions, employer input on curriculum, and the development of sustainable, inclusive workforce strategies to support the region's growing aerospace.

FY 25 Accomplishments

- LBWIN, in partnership with the Department of Health and Human Services' Office of Veterans Support, hosted a job fair for veterans and transitioning service members. This event took place at the Adult Career Service Center (4811 Airport Plaza Drive, Long Beach, CA 90815). Attendees were able to network with potential employers, get their resumes reviewed, and participate in interview stations. Additional resources were available, including mental health services, healthcare, housing assistance, homeless prevention, and a VA home loan workshop.

- Created the Neighborhood Marketplace Profiles, a series of 25 collateral materials highlighting the city's diverse business corridors and various adjacent neighborhoods. The profiles feature compelling narratives, demographic and business data, infographics, and more and will serve as valuable tools to help attract more business and investment to every part of the city. The profiles will be printed and made available electronically on a dedicated, user-friendly project website.

- Created the Grow Long Beach Economic Blueprint, a comprehensive, 10-year plan for creating more equitable economic opportunities for workers, investors and entrepreneurs in Long Beach. The policy recommendations embraced in the plan outline eight broad focus areas to drive economic growth. The plan document also highlights the Grow Long Beach Initiative and key strategies to further expand and diversify the economy by focusing on local entrepreneurship, talent, advancing targeted industry sectors and related efforts. The document will be made available in print as well as electronically in English, Spanish, Khmer, and Tagalog.

- Coordinated the extension to Right of Entry permit to KB Homes for the use of City-owned property located at 5901 Atlantic Avenue as a staging area in connection with the nearby residential development project.

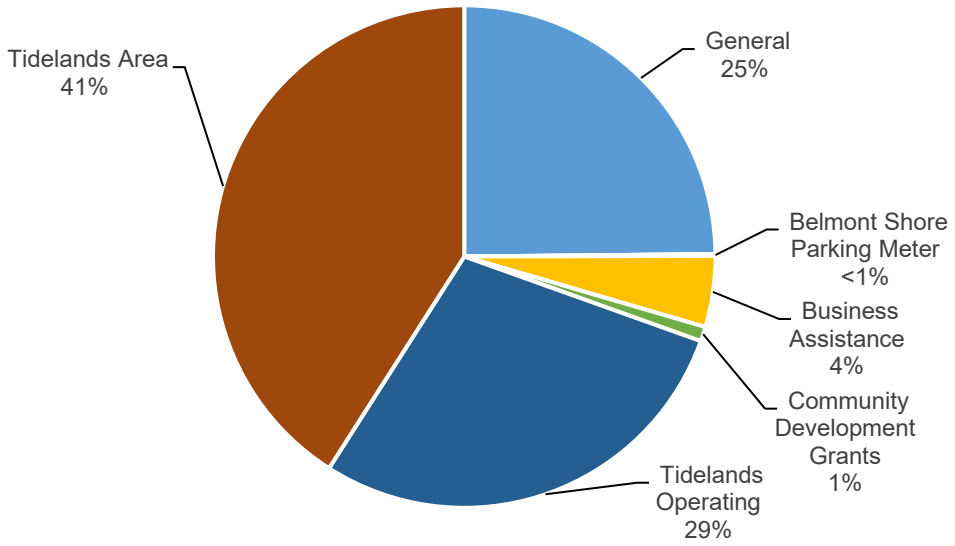
- Extended the lease for the City of Long Beach's continued use of 2019 E Wardlow Road as a temporary Fire Station 9 in order for New Fire Station 9 development to be completed.

- Extended the Exclusive Negotiation Agreement with the Long Beach Community College District to Continue Negotiations for Disposition and development of certain properties on Atlantic Ave and Lime Ave.

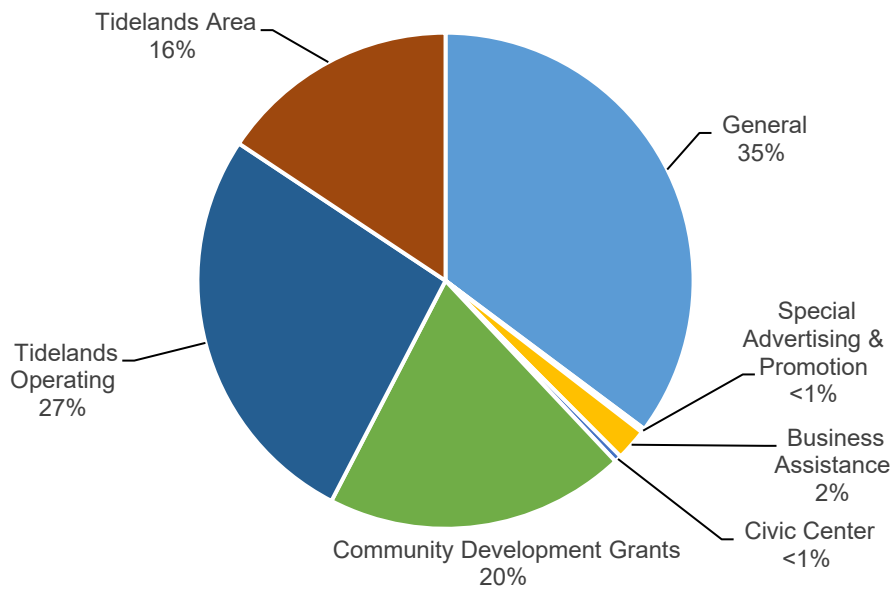
- Adopted a resolution declaring 1858 Atlantic Ave as a non0xpemt surplus property as defined in Government Code Section 54220 et seq.

FY 26 Budget

FY 26 Revenues by Fund Group



FY 26 Expenditures by Fund Group



Fund Impact

Fund Group	Revenues		Expenditures		Fund Impact
General	4,188,861		13,401,088		(9,212,227)
Special Advertising & Promotion	-		100,016		(100,016)
Belmont Shore Parking Meter	20,337		-		20,337
Business Assistance	769,621		788,833		(19,212)
Civic Center	-		174,126		(174,126)
Community Development Grants	157,759		7,468,090		(7,310,330)
Tidelands Operating	4,818,215		10,174,877		(5,356,662)
Tidelands Area	6,904,482		5,965,317		939,166
Total	**16,859,275**		**38,072,346**		**(21,213,071)**

Summary of Changes*

Fund Group and Item	Strategic Vision 2030 Theme	Fund Impact ($)	Positions (FTE)
General Fund Group			
One-time funding for the Vacancy to Vibrancy Program, under the Small Business Rebound Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Digital Inclusion/Technology	60,000	-
One-time funding to continue Grow America/Grow Long Beach funds which seek to better leverage City and federal dollars to support small businesses that may not have access to traditional bank loans, under the Small Business Rebound Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	405,500	-
One-time funding for a two-year contribution to a nonprofit economic development entity, matched by the Port of Long Beach and Airport, to help build long-term capacity that will support business development, attraction, and retention citywide, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	400,000	-
One-time funding to continue the City's support for BIDs across Long Beach to help deliver economic development at the corridor level, ensuring clean, safe, and active business environments, offset by former RDA land sales. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	500,000	-
One-time funding for establishing the Business Support Office, a centralized office to guide start-ups and business owners through City permitting and licensing processes, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	250,000	-
One-time funding to continue supporting EIFD planning, feasibility, and legal steps needed to create sustainable, long-term economic development funding streams for infrastructure and affordable housing, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	175,000	-
One-time funding for storefront wrapping to make Long Beach more welcoming and walkable, while reducing blight and drawing more foot traffic to local businesses, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	100,000	-
One-time funding to support the Advertising District Project, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	1,300,000	-

Summary of Changes*

Fund Group and Item	Strategic Vision 2030 Theme	Fund Impact ($)	Positions (FTE)
General Fund Group (Cont.)			
One-time funding to help fund implementation of key community recommendations and strategies outlined in the Westside Long Beach Economic and Market Study, which highlights opportunities for reimagining existing properties in the area, revisiting housing as a revenue creator to support local jobs, and taking steps to attract and retain development opportunities in West Long Beach as a part of the Westside Promise Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	175,000	-
One-time funding to continue the Level Up LB: Extreme Small Business Makeover and Grant Program which offers entrepreneurs a unique opportunity to connect with essential support resources and undergo comprehensive workshops aimed at crafting new business and marketing plans, under the Small Business Rebound Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	230,000	-
One-time funding to continue the Inclusive Business Navigators Program to continue to provide outreach, workshops, education, and direct technical assistance for local small businesses and nonprofits, under the Small Business Rebound Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	150,000	-
One-time funding to continue the Legacy Business Program designed to promote and champion longstanding businesses throughout the City, under the Small Business Rebound Initiative, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	100,000	-
One-time funding for a Cambodian Economic Impact Study that will collect, compile, and analyze current economic data, community surveys, case study interviews, and focus group discussions, offset by former RDA land sale proceeds. (Adoption Night Change)	Economic Opportunity, Equity, & Resilience	25,000	-
One-time funding to support the Long Beach Economic Partnership (LBEP) and the Site Selectors Conference.	Economic Opportunity, Equity and Resiliency	100,000	-
One-time funding for a pilot initiative that will be trialed in one area, lowering the barrier to entry for businesses and encouraging more residents to pursue business ownership, offset by former RDA land sale proceeds. (Adoption Night Change)	Education	100,000	-

Summary of Changes*

Fund Group and Item	Strategic Vision 2030 Theme	Fund Impact ($)	Positions (FTE)
General Fund Group (Cont.)			
One-time funding to continue leasing the North Long Beach Education Center, a shared community space offering free education and career resources from a host of providers, including Long Beach City College, the City of Long Beach, and the Long Beach Workforce Innovation Network, offset by former RDA land sale proceeds. (Adoption Night Change)	Education	100,000	-
Change Department name from "Economic Development Department" to "Economic Development and Opportunity Department" and rename the "Pier H" Bureau to "Waterfront Development" Bureau, to align with current scope of services and initiatives.	Learning organization	-	-
One time funding for Downtown reinvestment to activate the area with concerts, festivals, and community events at the new amphitheater and nearby spaces, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	400,000	-
One-time funding for investments in wayfinding signage, corridor enhancements, and storefront wrapping to make Long Beach more welcoming and walkable, while reducing blight and drawing more foot traffic to local businesses, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	350,000	-
One-time funding for Midblock improvements in the Civic Center area, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	600,000	-
One-time funding for Walk of Fame in the Civic Center area, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	50,000	-
One-time funding for corridor improvements and activations in the Central area in the Former Redevelopment Agency (RDA), offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	250,000	-
One-time funding for El Mercado de Long Beach, a comprehensive economic development and mixed-use project that will complement the Latino Cultural Center and support small business development and retail and commercial space creation, managed by and for the city's Latino community, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	500,000	-

Summary of Changes*

Fund Group and Item	Strategic Vision 2030 Theme	Fund Impact ($)	Positions (FTE)
General Fund Group (Cont.)			
One-time funding to study innovative transit opportunities to provide more accessible and sustainable mobility options as Long Beach prepares to serve as a major venue city for the 2028 Olympic and Paralympic Games, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	50,000	-
One-time funding for a high-level feasibility study of the costs of refurbishing and upgrading the Historical District of Willmore city lamp posts lighting, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	50,000	-
One-time funding for design and interim improvements to the Promenade Square Park Fountain, offset by former RDA land sale proceeds. (Adoption Night Change)	Mobility, Equity, Placemaking, & Reimagining the Public Right of Way	47,000	-
One-time funding for programs that enhance safety, outreach, and community presence, particularly in busy business corridors, offset by former RDA land sales. (Adoption Night Change)	Public Safety	500,000	-
One-time funding to continue Rapid Response, a flexible, two-year initiative that allows the City to continue to support a position to respond quickly to unexpected needs, offset by former RDA land sale proceeds. (Adoption Night Change)	Public Safety	500,000	-
One-time funding for a targeted strategy to implement task force recommendations along key corridors, improving safety and restoring vitality in areas impacted by human trafficking and related issues, offset by former RDA land sale proceeds. (Adoption Night Change)	Public Safety	150,000	-
One-time funding for “know-your-rights” trainings to educate local businesses on what to do if law enforcement activities take place at or near their business operations, and how to verify the existence of a legitimate court order or judicial warrant, offset by former RDA land sale proceeds. (Adoption Night Change)	Public Safety	150,000	-
One-time funding for matching other funding sources to improve the public realm in Gumbiner Park and allow the park to be secured at night, offset by former RDA land sale proceeds. (Adoption Night Change)	Public Safety	50,000	-

Summary of Changes*

Fund Group and Item	Strategic Vision 2030 Theme	Fund Impact ($)	Positions (FTE)
General Fund Group (Cont.)			
One-time funding for piloting a temporary deployment of private security services within the designated Dining & Entertainment Zone, offset by former RDA land sale proceeds. (Adoption Night Change)	Public Safety	200,000	-
Community Development Grants Fund Group			
Upgrade one Community Program Specialist III to Community Program Specialist IV in the Business Development Bureau to provide coordination support to the BizCare team and reallocate 0.05 FTE of its funding from the General Fund Group to the Community Development Grants Fund Group to align the positions duties with the appropriate funding source.	Economic Opportunity, Equity and Resiliency	10,619	0.05
Upgrade one Community Program Specialist III to Community Program Specialist IV, in the Workforce Development Bureau to serve as the City's primary PLA Administrator. The additional cost of $11,899 is offset by charges to qualified Capital Improvement Projects in the Public Works Department.	Economic Opportunity, Equity and Resiliency	-	-
Reduce two vacant FTEs in the Workforce Development Bureau, and a vacant FTE in the Business Development Bureau to align positions with available grant funding and correct the number of FTEs actively managed by the Department. These positions have been historically vacant and will have no service impact.	Expectations Aligned with Resources and Priorities	(389,045)	(3.00)
Special Advertising & Promotion Fund Group			
One-time funding for communication and marketing efforts in support of the City's business attraction, expansion, and retention activities, under the Small Business Rebound Initiative.	Economic Opportunity, Equity and Resiliency	100,000	-
Tidelands Operating Fund Group			
Increase budget to align the Long Beach Convention Center Central Plant Management with current contractual obligations for the management and operations.	Expectations Aligned with Resources and Priorities	360,000	-
Increase budget to align with actual costs to operate the Long Beach Convention and Entertainment Center as a result of the new contract labor agreement, overtime, and maintaining the damages caused by vandalism.	Expectations Aligned with Resources and Priorities	1,904,842	-

*For ease of review, reallocations of resources within departments, offsets, adjustments, and minor changes have not been included. As figures reflect the net impact to a fund, an increase in expense is shown as a positive number (cost/hit to fund) and a decrease in expense is shown as a negative number (savings/benefit to fund). Accordingly, a decrease in revenue is shown as a positive number (cost/hit to fund), and an increase in revenue is shown as a negative number (savings/benefit to fund).

Business Operations Bureau

Key Services:

1. **Executive Office**
   - Patron Issue Management
   - City Council Relations /Communications
   - Community Relations / Outreach Education
   - Strategic Initiatives
   - Departmental Management
2. **Financial Administration**
   - Budget Development and Management
   - Grants Management
   - Contract / RFPs Management
   - Accounting
   - Purchasing
   - Records Request and Management
3. **Personnel**
   - Payroll
   - Benefits Education and Management
   - Employee Assistance
   - Personnel Management and Issue Resolution
   - Risk Management and Safety Training
4. **Communications**
   - Department Media Relations
   - Public Outreach, Social Media and Events
   - Publications
5. **Economic Research**
   - Economic Studies and Analysis

Business Operations	Actuals FY 24	Adjusted* FY 25	Adopted** FY 26
Revenues	132,231	145,860	145,860
Expenditures	2,617,973	3,975,329	4,033,633
Budgeted FTEs	19.37	15.37	16.77

*Adjusted Budget as of April 30, 2025.

**Amounts exclude all-years carryover.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Business Development Bureau

Key Services:

1. **Access to Capital**
   - Small Business Loans
   - Loan Committee
   - Small Business & Non-Profit Grants
   - Federal Grant Reporting
2. **Business Improvement Districts**
   - Administration & Oversight
   - Establishment/Expansion/Renewal
3. **Business Retention**
   - Sales Tax Incentive Programs
   - Relocation and Expansion
4. **Business Startup**
   - Attraction
   - Site Selection
   - Licensing Support
   - Technical Assistance
5. **Business Outreach & Communication**
   - Business Hotline and Email
   - Business Support Hubs
   - Business Canvassing
   - Digital Marketing and Communications
   - Community Presentations

Business Development	Actuals FY 24	Adjusted* FY 25	Adopted** FY 26
Revenues	1,076,880	778,199	839,957
Expenditures	5,164,492	6,328,099	11,830,429
Budgeted FTEs	14.00	19.00	18.00

*Adjusted Budget as of April 30, 2025.

**Amounts exclude all-years carryover.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Waterfront Development Bureau

Key Services:

1. **Waterfront Property Services**
   - Property Maintenance
   - Contract Administration
   - Lease Negotiation
   - Asset Management
   - Long Range Property Management
   - Special Events Coordination

2. **Queen Mary Property Services**
   - Property Maintenance
   - Contract Administration
   - Asset Management
   - Long Range Property Management
   - Special Events Coordination

3. **Waterfront Real Estate Development**
   - Strategic Planning
   - Appraisals
   - Acquisitions & Sales
   - Real Estate Transactions
   - Opportunity Site Identification
   - Development Services

Waterfront Development	Actuals FY 24	Adjusted* FY 25	Adopted** FY 26
Revenues	5,889,602	5,383,337	5,583,337
Expenditures	7,660,444	7,837,326	7,993,937
Budgeted FTEs	3.40	7.63	8.40

*Adjusted Budget as of April 30, 2025.

**Amounts exclude all-years carryover.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Real Estate Development Bureau

Key Services:

1. **Property Services**
   - Proactive Property Maintenance
   - Contract Administration
   - Lease Negotiation
   - Asset Management
   - Long Range Property Management
2. **Real Estate Development**
   - Appraisals
   - Acquisitions & Sales
   - Real Estate Transactions
   - Opportunity Site Identification
   - Development Services

Real Estate Development	Actuals FY 24	Adjusted* FY 25	Adopted** FY 26
Revenues	11,431,745	9,548,177	10,278,222
Expenditures	11,582,592	9,274,483	8,483,313
Budgeted FTEs	8.00	7.77	5.60

*Adjusted Budget as of April 30, 2025.

**Amounts exclude all-years carryover.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Workforce Development Bureau

Key Services:

1. **Workforce Development**
   - Job Search Assistance
   - Individualized Assessments
   - Connection to Training Programs
   - Career Counseling
   - Skill Development Scholarships for Occupational Training
2. **Communications**
   - Outreach
   - Marketing & Promotion
   - Public Affairs
   - Workforce Investment Board
3. **Business Assistance**
   - Recruitment and Hiring
   - Youth Hiring and Internships
   - On-the-Job Training
   - Lay-Off Aversion
   - Customized Training
4. **Workforce Operations**
   - Contracts and Procurement
   - Accounting
   - Budgeting
   - Administration & Oversight
   - Grant Monitoring

Workforce Development	Actuals FY 24	Adjusted* FY 25	Adopted** FY 26
Revenues	14,602,340	-	11,899
Expenditures	16,533,958	6,234,428	5,731,034
Budgeted FTEs	52.19	38.88	36.88

*Adjusted Budget as of April 30, 2025.

**Amounts exclude all-years carryover.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Financial Summary by Category

	Actual FY 24	Adopted* FY 25	Adjusted** FY 25	Adopted* FY 26
Revenues:				
Property Taxes	-	-	-	-
Sales and Use Taxes	-	-	-	-
Other Taxes	-	-	-	-
Utility Users Tax	-	-	-	-
Franchise Fees	-	-	-	-
Licenses, Permits and Fees	361,708	358,337	358,337	358,337
Fines and Forfeitures	-	-	-	-
Use of Money & Property	16,372,080	14,493,177	14,493,177	15,564,980
Revenue from Other Agencies	14,341,490	145,860	163,330	145,860
Charges for Services	7,236	-	-	-
Other Revenues	1,573,947	802,199	802,199	722,199
Intrafund Services	-	-	-	-
Intrafund Transfers	462,704	-	-	-
Interfund Services	-	-	-	-
Interfund Transfers	13,633	56,000	38,530	67,899
Other Financing Sources	-	-	-	-
Total Revenues	33,132,799	15,855,572	15,855,572	16,859,275
Expenditures:				
Salaries and Wages	6,071,285	8,339,242	8,339,242	8,302,334
Employee Benefits	3,734,074	5,146,853	5,146,853	5,354,671
Overtime	69,579	-	-	-
Materials, Supplies and Services	24,826,438	8,066,087	10,833,196	17,278,429
Interfund Support	5,263,238	6,510,064	6,510,064	6,205,981
Intrafund Support	85	88	88	90
Capital Purchases	58,488	-	-	-
Insurance Premiums and Losses	230,513	74,002	74,002	74,002
Other Non-Operational Expenditures	2,717,427	2,746,220	2,746,220	856,839
Operating Transfers	13,633	-	-	-
Intrafund Transfers Out	574,696	-	-	-
Purchase of Gas & Water	-	-	-	-
Depreciation and Non Cash Expenditures	-	-	-	-
Total Expenditures	43,559,457	30,882,556	33,649,665	38,072,346
Budgeted FTEs	96.96	88.65	88.65	85.65

* Amounts exclude all-years carryover.

**Adjusted Budget as of April 30, 2025.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

Personnel Summary

Classification	FY 24 Adopt FTE	FY 25 Adopt FTE	FY 26 Adopt FTE	FY 25 Adopted Budget	FY 26 Adopted Budget
Director-Economic Development & Opportunity	1.00	1.00	1.00	254,019	261,691
Accountant III	1.00	1.00	1.00	96,568	102,812
Accounting Clerk II	1.00	-	-	-	-
Accounting Clerk III	1.00	1.00	1.00	56,152	56,854
Administrative Analyst II	5.00	4.00	4.00	352,259	373,921
Administrative Analyst III	1.00	2.00	2.00	233,014	216,717
Administrative Analyst I-NC	1.00	-	-	-	-
Administrative Analyst II-NC	2.00	-	-	-	-
Administrative Intern - NC	6.44	4.13	4.13	161,265	163,070
Assistant Administrative Analyst I	1.00	1.00	1.00	66,953	72,173
Assistant Administrative Analyst II	1.00	1.00	1.00	73,956	79,946
Clerk Typist III	6.00	6.00	6.00	373,411	378,077
Communications Officer	1.00	-	-	-	-
Community Information Specialist II	1.00	-	-	-	-
Community Program Specialist I	4.00	2.00	2.00	132,588	136,785
Community Program Specialist II	3.00	2.00	2.00	171,132	177,570
Community Program Specialist III	16.52	16.52	13.52	1,579,771	1,339,810
Community Program Specialist IV	4.00	4.00	6.00	392,202	636,497
Community Program Specialist V	8.00	8.00	7.00	894,246	771,203
Community Program Technician I	1.00	3.00	3.00	162,591	167,075
Community Program Technician II	2.00	3.00	2.00	162,176	112,956
Community Program Technician III	2.00	1.00	1.00	80,114	81,116
Community Program Technician IV	2.00	2.00	2.00	170,738	172,873
Deputy Director - Economic Development	-	1.00	1.00	192,537	212,314
Development Project Manager II	1.00	2.00	2.00	211,879	218,985
Development Project Manager III	3.00	2.00	2.00	248,274	257,512
Executive Assistant	1.00	1.00	1.00	78,056	78,836
Grants Accounting Officer	1.00	1.00	1.00	135,573	127,564
Manager-Business Operations	1.00	1.00	1.00	159,332	164,145
Manager-Economic Development	-	1.00	1.00	153,923	158,571
Manager-Waterfront Development	1.00	1.00	1.00	159,332	160,925
Manager-Property Services	1.00	1.00	1.00	162,416	167,321
Manager-Workforce Development	1.00	1.00	1.00	171,774	176,750
Payroll Personnel Assistant II	1.00	1.00	1.00	62,235	63,013
Public Affairs Officer	-	1.00	1.00	125,415	132,670
Real Estate Officer	1.00	1.00	1.00	142,354	142,874
Real Estate Project Coordinator III	3.00	2.00	2.00	233,678	212,442
Real Estate Technician II	1.00	1.00	1.00	75,861	76,809
Secretary	3.00	3.00	3.00	173,836	199,677
Senior Accountant	1.00	1.00	1.00	116,507	117,963
Special Project Officer	1.00	2.00	2.00	256,834	271,343
Workforce Development Officer	3.00	2.00	2.00	240,281	244,939
Subtotal Salaries	96.96	88.65	85.65	8,513,250	8,485,799
Overtime	-	-	-	-	-
Fringe Benefits	-	-	-	4,942,928	5,096,058
Administrative Overhead	-	-	-	203,925	258,613
Attrition/Salary Savings	-	-	-	(79,722)	(89,179)
Expenditure Transfers	-	-	-	(94,286)	(94,286)
Total	**96.96**	**88.65**	**85.65**	**13,486,095**	**13,657,005**