

 **THE PORT OF  
LONG BEACH** NEWS RELEASE

COMMUNICATIONS DIVISION \* 925 HARBOR PLAZA \* P.O. BOX 570 \* LONG BEACH CA 90801

**PORT REACHES OUT TO SMALL BUSINESSES**  
**Millions of Dollars in Opportunities For Small Businesses**

**Jan. 13, 2005**

The Port of Long Beach is launching a major business outreach program that will provide millions of dollars in contract opportunities to thousands of Southern California small businesses.

The Port's Small Business Enterprise Program is being inaugurated with the signing of an agreement so the Port and the Metropolitan Water District can share small business contractor information. The MWD has operated one of the region's most successful small business outreach programs.

The agreement will pool the Port and MWD contractor lists. Businesses signed up with the Port SBE program will then be available to MWD and their partners as possible contractors. In turn, contractors already on the MWD list would be available for Port contracts.

The main goal of the Port's SBE program is to increase the number of small businesses working on Port contracts. Last year, slightly more than 60 small businesses worked on nearly \$20 million in Port contracts, or 10 percent of the 2004 total. The Port's SBE program goal for 2005 is to have 20 percent of the \$250 million in projected Port contracts go to small businesses.

Members of the Board of Harbor Commissioners, who approved the Port's SBE program in October, will host a ceremony Tuesday, Jan. 18, to sign the agreement with officials of the MWD. The ceremony will be held at 3 p.m. in the Harbor Commission board room on the 6<sup>th</sup> floor of the Port's Administration Building at 925 Harbor Plaza in Long Beach.

Small business owners are invited to attend the event and meet with Port purchasing and development staff. Staff will also be on hand to help businesses sign up for the program.

Contact: Art Wong,  
Media Relations Manager  
(562) 590-4123  
wong@polb.com

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