PCC Board of Directors
February 2015

Bob Hanks
CLIMB Executive Director
CLIMB Center for Advancement
Continuous Learning for Individuals, Management and Business

AREAS OF FOCUS

Professional Development & Training
Focus:
- Organizations
- Government agencies
- Customized training solutions
- Training, re-training, & retaining employees
- Business & employee efficiencies & impact

Health Professionals
Focus:
- Continuing education for health practitioners
- Training toward certifications
- American Heart Assn. provider and renewal
- Short-term, entry-level health programs

Small Business Development Center
Focus:
- Entrepreneurs
- Small business owners
- International trade
- Business advising
- Workshops and business resources

Life by Design NW
Focus:
- Individuals in career transition
- Organizations with a changing workforce
- Retirement and life planning
- “Giving back” to the community

www.pcc.edu/climb

Portland Community College
CLIMB Center for Advancement
1626 SE Water Avenue
Portland, OR 97214
971-722-2798
CLIMB by the numbers

- 25 employees
- 3 business units
- 21 classrooms
- 13,201 students served
- Revenue $3 M

![Pie chart showing distribution of revenue sources: Contracts 45%, Enrollments 48%, Grants 5%, Conferences, rentals, etc. 2%]
CLIMB Strategic Focus

• Marketing and Lead Generation
• New Program and Course Offerings
• External and Internal Networking/Relationship Building
• Maximize and Effectively Manage Human Capital Resources
• Create a High Level of Customer/Client Satisfaction
Small Business Development Center

- 3,800 Business Advising Hours
- 1,737 Business Training Hours
- Clients received $3.45 M in debt or equity financing
- Created 170 jobs
- Retained 85 jobs
- Trained 88 small business exporters
- Increased sales $4.2 M
- Celebrated Grand Opening at New SE Campus Center in Conjunction with the Lents neighborhood celebration "Lents-Grown Story Yard" Art Exhibition.
- Hosted Food Entrepreneurs Symposium
Health Professions

• Trained 5,806 participants
• New RIAMP program
• CNA and Phlebotomy
  Secured Additional Clinical Sites.
• Career Pathways Partnership
  - Internships for Our Entry Level Students.
Professional Development and Training

- Conducted 161 courses
- Trained 3,305 employees
- Served 34 business
- Certified Production Technician - Partnership with Work Source
- Training for Assessment Coaches at PCC
- Partnership with MSD Program
Life by Design

• Workers over 50
• Business over 50
• Other Career and Planning

Support and Education
Thanks

Questions?
Thank you for your time!