2014 ANNUAL REPORT

LOS ANGELES AREA CHAMBER OF COMMERCE

Bold in Business since 1888
To Our Members:

For more than 126 years, the Los Angeles Area Chamber of Commerce has been the voice of business, helped our members grow and promoted collaboration. Working hand-in-hand with business, government and the community, the Chamber continues to champion economic prosperity and quality of life for the citizens of the L.A. region.

Since our inception, the Chamber has been a driver in efforts to grow the economy and enhance the quality of life in Los Angeles – from advocating for the development of our region’s deep-water ports and the modern freeway system, to pushing for a reliable supply of water. Through advocacy at the local, state and national levels, the Chamber has influenced everything from investments in infrastructure and public supportive housing, to government reform and the development of a 21st century workforce.

2014 was a strong year for the L.A. Area Chamber as we charged full-speed ahead with bold plans for vibrancy and economic growth. We are only as strong as our members, and the Chamber is continuously working to help enhance the businesses that make our organization an influential alliance. We are pleased to present this annual report, which highlights the Chamber’s activities in 2014. We are honored to continue serving the thriving business community of Los Angeles while fulfilling our mission.

Gary L. Toebben
President & CEO
Los Angeles Area Chamber of Commerce

MISSION
The Los Angeles Area Chamber of Commerce champions economic prosperity and quality of life for the Los Angeles region by being the voice of business, promoting collaboration and helping members grow.

VISION
The Los Angeles Area Chamber of Commerce, as a trustee for the current and future welfare of the region, seeks the full prosperity of the Los Angeles area.
Serve as a trustee of the region in a global economy

The Chamber continued to advocate for the modernization of LAX, the SPAS plan and a Metro station on the Crenshaw line that would directly connect to LAX’s Intermodal Transit Facility. We played a key role in pushing for “LAX Connect,” which led to a compromise proposal that will bring rail to the airport. We aggressively supported the ports of Los Angeles and Long Beach in their efforts to more effectively compete with the widening of the Panama Canal, including supporting near dock rail yards for BNSF and UPRR. In addition, in our efforts to help create jobs through global trade, the Chamber organized L.A. Mayor Garcetti’s trade mission to Mexico.

Advocated for CEQA reform

Throughout the year, the Chamber worked to broaden the State and local coalition to reform CEQA in 2015, and to reduce the time and cost of making job-creating investments in California. In doing so, the Chamber worked with the local CEQA coalition to respond to legislative inquiries concerning CEQA reform and testified for staffing of a CEQA unit in Dept. of City Planning to bring local CEQA requirements in compliance with state laws.

Drove improvements in public education

By capitalizing on the L.A. Chamber’s growing leadership and influence on education policy, the Chamber’s Education & Workforce Development division continued to drive improvements to public education. In 2014, the Chamber played a critical role in the Governor’s investments in early learning in 2015-16 budget, and successfully advocated for 12 education-related bills. Additionally, the Chamber supported and helped pass L.A. Unified School District’s Board of Education resolution to invest approximately $34 million through 2017 to support the needs of its youngest learners. Through the continued implementation of L.A. Compact 2.0, which aims to to improve outcomes cradle to career, the Chamber and UNITE-LA launched efforts to increase transition-age foster youth participation in the Summer Youth Employment Program and the L.A. Campaign for Grade Level Reading to increase reading deficiency.

Served as the principal advocate for business in the L.A. region

As an advocate for business-friendly, job creating public policies that will improve the environment and the economy, the Chamber advocated for LADWP’s San Fernando Valley Groundwater Treatment Facility, AQMD plans and regulations and the Los Angeles Regional Water Quality Control Board’s Municipal Separate Storm Sewer System Permit (MS4). Additionally, the Chamber advocated for the elimination of the gross receipts tax within the City of L.A., supported the 2020 Commission’s recommendations, successfully advocated for the expansion of the California Film Tax Credit program, aggressively pushed for Federal immigration reform and advocated for the utilization of the City of L.A.’s Office of Economic Analysis.
Identified and helped grow business clusters in emerging and innovative industries
Through Bixel Exchange, the emerging technology center at the Chamber, we successfully launched SAP’s Startup Focus Big Data Accelerator; developed the civic innovation initiative with the L.A. Fire Department; hosted a tech salon series focused on digital media, sports/big data, video gaming and growth hacking through social media; and launched LA HI-TECH partnership to work with tech community on creating career pathways to the tech industry.

Helped members save money and gain exposure
Reducing costs is a concern for every business. From meeting room rentals to notary services, the Chamber offered a variety of cost-saving services to our members during 2014. In addition, the Chamber offered members opportunities to build their business and reach new customers through a variety of marketing and advertising programs, including advertising in our weekly and quarterly publications and promoting their own events on our community calendar.

Educated small business about health care plan options
In an effort to help member businesses learn about new requirements and health care plan options in the Covered California Care Exchange, the Chamber held webinars and in-person meetings and launched a health care blog geared toward educating small business members about their new options and requirements for health care benefits.

Helped more than 10,000 L.A. students get to college
The Chamber is committed to expanding college access and developing the workforce for the 21st century, and is the leading sponsor of the statewide Cash for College campaign. More than 10,000 students participated in the 2014 Cash for College: College and Career Convention, which features financial aid presentations, career and college life workshops, and opportunities to meet college recruiters. Through this year’s convention, 30 scholarships of $1,000 were awarded to participating students. In addition, we hosted more than 180 financial aid workshops across the L.A. region.

Provided youth summer employment at no cost to Chamber members
The Chamber, in partnership with HIRE LA’s Youth, helped more than 5,900 Los Angeles youth secure internships and/or in summer employment opportunities.

Hosted more than 100 business development and networking events
The Chamber continued to offer its members connections to business prospects, opportunities and relationships through more than 100 business development and networking programs.
Partners to host the State of L.A. Infrastructure summit
The Chamber, in partnership with the Los Angeles Times, hosted the first-ever State of L.A. Infrastructure event, which brought together the CEOs of L.A.’s largest corporations and government agencies for an exclusive half-day summit about the state and future of L.A. infrastructure.

Continued effort to end to chronic homelessness
Creating jobs and providing an environment for Los Angeles area businesses to thrive through the reduction of chronic homelessness are top priorities for L.A. to lead the nation in economic recovery. The Business Leaders Task Force on Homelessness, a partnership between the Chamber and the United Way of Greater Los Angeles, continued its efforts to end chronic and veteran homelessness in the Los Angeles region.

Partnered with ACCE on education reform
The Chamber, in partnership with the Association of Chamber of Commerce Executives, supported effective implementation of higher education student success and Common Core State Standards. Through the partnership, the Chamber developed the Education Attainment Division Fellowship and hosted the first of three in-person two-day sessions.

Continued to expand the impact of the L.A. Compact
Los Angeles County Board of Supervisors, LACOE, First 5 LA, Cal Poly Pomona, new CSULA President William Covino and new LACCD Chancellor Francisco Rodriguez agreed to be signers of the L.A. Compact.

Housed the L.A. Regional STEM Hub
Through the L.A. Regional STEM Hub, the Chamber advanced regional understanding of science, technology, engineering and math (STEM) educational needs and skills gap, and developed a cadre of STEM businesses actively engaged in STEM education discussions. Additionally, we hosted the State of STEM + Arts, which included panel discussions focused on cultivating the STEAM workforce through innovative leadership and building cross-sector partnerships.

Partnered on the Better Buildings Challenge
Through a partnership with the Better Buildings Challenge, the Chamber is helping members execute cost-effective building performance upgrades to achieve 20 percent energy and water savings by 2020.
### Membership Sectors

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<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Business Services</td>
<td>19%</td>
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<tr>
<td>Associations &amp; Organizations</td>
<td>10%</td>
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<tr>
<td>Professional Services</td>
<td>9%</td>
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<tr>
<td>Consultant Services</td>
<td>7%</td>
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<td>Education &amp; Government</td>
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<tr>
<td>Real Estate</td>
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<tr>
<td>Transportation</td>
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<td>Food Products</td>
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<tr>
<td>Health</td>
<td>4%</td>
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<tr>
<td>Wholesale &amp; Retail</td>
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<tr>
<td>Entertainment</td>
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<tr>
<td>Financial Services</td>
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<tr>
<td>Distribution</td>
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<tr>
<td>Construction</td>
<td>3%</td>
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<tr>
<td>Manufacturing</td>
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<tr>
<td>Financial Institutions</td>
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<tr>
<td>Hotels &amp; Motels</td>
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<tr>
<td>Insurance</td>
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<tr>
<td>New Media</td>
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<td>Printing &amp; Publications</td>
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<tr>
<td>Utilities</td>
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<tr>
<td>Technology</td>
<td>1%</td>
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<tr>
<td>Communications</td>
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### Membership by Business Size

<table>
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<th>Employees</th>
<th>Percentage</th>
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<tr>
<td>1-20</td>
<td>57%</td>
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<tr>
<td>21-50</td>
<td>12%</td>
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<tr>
<td>51-100</td>
<td>8%</td>
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<tr>
<td>101-500</td>
<td>12%</td>
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<tr>
<td>501+</td>
<td>11%</td>
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### Longstanding Members of the Chamber, by Years of Membership

- Woodbury University - 126 years
- O’Melveny & Myers LLP - 120 years
- AT&T - 119 years
- Ralphs Grocery Company - 118 years
- Bank of America - 118 years
- Southern California Edison - 117 years
- Union Pacific Railroad Co. - 114 years
- Forest Lawn Memorial Park & Mortuaries - 104 years
- PricewaterhouseCoopers LLP - 103 years
- Southern California Gas Company, a Sempra Energy utility - 103 years
- KPMG LLP - 102 years
- Chevron Corporation - 101 years
- WBT Industries, Inc. - 101 years
- Union Bank - 100 years
- Deloitte - 99 years
- Automobile Club of Southern California - 98 years
- University of Southern California - 97 years
- Los Angeles Public Library - 95 years
- Farmers Insurance Group of Companies - 93 years
- C.W.Cole & Company, Incorporated - 92 years
- UPS - 91 years
- Ernst & Young, LLP - 91 years
- Millennium Biltmore Hotel - 91 years
- Vulcan Materials Company, West Region - 89 years
- Verizon - Southern California - 87 years
- United Airlines - 86 years
- Golden State Water Company - 86 years
- Watson Land Company - 85 years
- Coca Cola Enterprises West - 85 years
- Unified Grocers - 84 years
- American Airlines - 84 years
- See’s Candy Shops, Incorporated - 79 years
- Cedars-Sinai Health System - 78 years
GROSS REVENUES