



Los Angeles Area  
Chamber of Commerce



Making a Difference...Helping Members Grow

Los Angeles Area  
Chamber of Commerce  
**Annual Report 2004**

# Message from the Chair of the Board and President & CEO



**George Kieffer**  
Partner  
Manatt, Phelps and Phillips, LLP  
2004 Board Chair



**Russell J. "Rusty" Hammer**  
President & CEO  
Los Angeles Area  
Chamber of Commerce

To Our Members:

The Los Angeles Area Chamber of Commerce played a key role in the development of the L.A. region in 2004—continuing its mission of being the voice of business since 1888.

The Chamber's advocacy efforts of the 20th century helped fund and build the major investments that made modern L.A. possible—our water supply, deep-water harbor, airport and freeways. The Chamber's promotion and devotion to the L.A. area helped the region grow from 70,000 to 10 million people in just over a century.

In 2004, our efforts were more vital than ever. On behalf of our region, we advocated for a competitive business climate, good government and improved quality of life. We worked to develop regional solutions for our long-term infrastructure priorities.

This annual report highlights the Chamber's activities in 2004, including programs that helped enhance members' companies and Access advocacy trips to Washington, D.C., Sacramento and Los Angeles City Hall. Through our partnerships with other business organizations across the L.A. region, we created a powerful voice and visibility.

As the representative of L.A. County businesses, we helped guide the way in 2004.

Sincerely,

A handwritten signature in black ink, appearing to read "George Kieffer".

A handwritten signature in black ink, appearing to read "Rusty Hammer".



**MISSION** By being the voice of business, helping its members grow and promoting collaboration, the Los Angeles Area Chamber of Commerce assures prosperity for the Los Angeles region.

## THE VOICE OF BUSINESS

### Advocacy & Public Policy Initiatives

#### Major Public Policy Accomplishments

The Chamber was a leader in business advocacy efforts in local, state and federal policy areas, pursuing advocacy goals through lobbying, events to raise public and business awareness, outreach and coalition-building. The Chamber emphasized volunteer involvement in the policy development process by convening six policy committees to advise the Board: Business Legislation, Education & Workforce Development, Health Care, International Trade & Investment, Natural Resources and Transportation & Infrastructure.

The Chamber's signature Access series continued, connecting business owners with policymakers through trips to Washington, DC, Sacramento and L.A. City Hall. Other regular policy events included Pancakes & Politics, Mobility-21, Los Angeles Chamber Advocacy Network (LA CAN) and task forces for special topics. In addition, the Chamber continued distribution of the successful and influential *The Business Perspective*, a weekly commentary on political and public issues.

#### Aviation: LAX Modernization

After extensive study of airport issues and consultation with LAX tenants, airlines, security experts and other stakeholders, the Chamber released its recommendations for modernizing the region's largest airport. The Chamber's recommendations were then incorporated into the LAX Consensus Plan, which was authored by Mayor Jim Hahn and Councilmember Cindy Miscikowski. Following months of proactive lobbying by the Chamber—and our partnership with organized labor—the L.A. City Council adopted the LAX Consensus Plan, which will prepare our airport for the next generation of aircraft and expected economic growth.

#### City Contracting Reforms

Based on a recommendation by the Chamber for the city to establish a Small & Local Business Advisory Committee, the city adopted several recommendations to streamline the city's confusing contracting process.

#### Education

The Chamber has had significant success in influencing LAUSD and statewide policymakers to support Small Learning Communities (SLCs), including a commitment from LAUSD to build all new secondary schools as SLCs.

#### Goods Movement

Chamber officers successfully lobbied the governor's office resulting in the veto of AB 2042, which would have set an emissions cap on the ports of Los Angeles and Long Beach and stymied growth as well as putting the ports in an impossible position to regulate air quality.

**“As in years past, the Chamber has taken the lead early on complex issues. Beyond the obvious health care benefits, the Chamber foresees endless possibilities from an economical standpoint.”**

—George Kieffer  
2004 Chamber Board Chair  
Partner, Manatt, Phelps & Phillips, LLP

## Health Care

The Chamber spent much of the year raising awareness of SB 2, which would have a mandate that employers with 50 employees or more provide and pay for most of the costs associated with health care insurance. Voters repealed SB 2 in November 2004. The Chamber was also the first business organization to support Proposition 71, the embryonic stem cell search bond, which would help fund more research in California, especially in L.A. County.

## Infrastructure

The Chamber signed the ballot arguments in favor of Proposition O, a \$500 million bond, which would improve L.A.'s aging water treatment and sewage systems enough to be in compliance with the federal Clean Water Act and other unfunded mandates. Voter overwhelmingly passed Proposition O.

## Political Reform

Chamber Board Chair George Kieffer was a chief petitioner for the passage of Proposition 62, the Voter Choice Initiative, which would empower California voters to select more centrist and mainstream candidates to represent them in Congress and the state Legislature. The Chamber also commissioned a survey among L.A. voters to evaluate their sentiment on extending or abolishing term limits. Not only did the Chamber poll high among survey respondents, there was an openness to extending term limits.

## State-Local Budget Issues

The first business organization to endorse Proposition 57, the governor's Economic Recovery Bond, the Chamber also endorsed Prop. 1A to protect municipalities' treasuries from being raided by the legislature. The Chamber lobbied in Washington, D.C. for awareness of California being a donor state—only 77 cents on each tax dollar we send to D.C. returns back to us, while L.A.'s infrastructure is accommodating more than 40 percent of the nation's imports.

## Taxation: Business Tax Reform

Culminating years of debate and hard work by the Chamber and other business groups, the L.A. City Council is expected to adopt a series of reforms aimed at simplifying the city's arcane business tax system and making it more competitive with other large cities. Eventually known as the "Three R's," the Chamber and the Valley Industry & Commerce Association (VICA) crafted and lobbied for reforms that reduced the number of tax rates from 64 to five; removed businesses grossing less than \$100,000 from the system entirely; and, offered relief between 15-25 percent for all businesses over five years.

## Transportation

During the Chamber's annual Access Washington, D.C. advocacy trip to the nation's capitol, the Chamber and its Mobility 21 coalition successfully lobbied key members of Congress' transportation and appropriations committees to free up \$492 million for Metro's Gold Line rail extension into East LA.

## Workers' Compensation Reform

The Chamber's top legislative priority in Sacramento for several years, our grassroots efforts in L.A. generated more than 1,000 letters in support of what became the reform bill signed by Gov. Schwarzenegger last April. Rates are expected to decrease in 2005.

## International Trade

The Chamber fills an increasingly vital role in L.A. by promoting international trade and increasing awareness among L.A. businesses of opportunities in foreign markets. The International Trade Division conducted World Trade Week 2004, a nationally recognized, 76-year-old program that promotes the importance of international trade to the L.A. economy; hosted a series of quarterly Country Business Briefings with consulates from China, Central Europe, The Netherlands, and Spain; provided members access to international markets by conducting trade missions to China and Spain; conducted an Export Seminar Series for L.A. businesses and matchmaking services among U.S. and international businesses; and staffed the Board's International Trade and Investment Committee.



## Leadership, Education and Workforce Development

The Chamber and the Chamber Education Foundation created an Education and Workforce Development Division and integrated UNITE-LA School-to-Career Partnership as an affiliate the past year. The reach and impact of the combined initiatives of the Chamber's Education and Workforce Development Division and UNITE-LA reached more than 30,000 youth and made significant impact on the policies of our educational institutions and policy makers. These programs included:

### College-Ready Initiatives

**California Intern Summer** The Chamber secured internships for 350 high school and college-age youth and helped promote 1,000 internship programs offered by area businesses.

**College Is Yours** This program facilitated college tours and college information for 7,300 students.

**CSU Advantage LA** The Chamber helped establish this pilot statewide education and employment partnership created to design curriculum that connects academic content and real-world context developing a stronger workforce. The Chamber partnered in the program's brand development and helped launch the project with CSU-LA in May.



**Free Cash for College** More than 12,000 students and families from 90 schools attended the 2003 College and Career Convention, and more than 1,600 students and 4,500 family members attended 16 Free Cash for College Workshops on Saturday, Jan. 24, 2004.

**Groundhog Job Shadow** The Chamber partnered with Junior Achievement of Southern California and facilitated more than 7,500 student job shadows across the LA area.

**LA Youth at Work** The program facilitated an average of three job skills workshops each month, with nearly 2,500 youth served. The Chamber developed a database with 300 employer contacts to identify and create job opportunities for youth and provided over 600 job leads to youth and youth-serving partners.

**The Principal for a Day and Executive for a Day** This program matched 250 school administrators and corporate executives. Participants then took on the responsibilities of their opposites for the day.

### Leadership L.A.

The Chamber continued to support Leadership L.A., a community leadership development program, designed to foster L.A. business leaders who want to expand their civic involvement. The program's curriculum addresses major issues affecting the L.A. region.

### Small Schools/Small Learning Communities High School Reinvention

The Chamber and UNITE-LA have made support for Small Schools and Small Learning Communities (SLCs) development and implementation a priority. Superintendent Romer and LAUSD leadership look to the Chamber and UNITE-LA as a key advisor and partner to successfully create smaller more personal learning environments for all LAUSD middle and high school students over the next 10 years. The Chamber has also played a role in encouraging State Superintendent O'Connell to focus on high school improvement, career and technical education, and SLCs.



**CASH FOR COLLEGE.** More than 12,000 students and families from 90 L.A. area schools attended the 2003 Free Cash For College and Career Convention at the L.A. Convention Center. Top photo: Students receive information on college. Bottom photo: L.A. City Mayor James Hahn and David Levy, director of financial aid at the California Institute of Technology, at the convention.

“Mobility 21 is such a great example of pulling business together on an issue.”

—Lee Harrington

President & CEO

Los Angeles County Economic  
Development Corp.

## HELPING MEMBERS GROW Business Development Programs

### Affordable Advertising Programs

To help members increase their visibility, the Chamber offered affordable, high-exposure advertising in the Chamber Voice monthly newsletter, weekly calendar sponsorship ads, web site banners, and the Chamber Membership Directory and Resource Guide.

### Ambassadors Club

Enhanced recruitment for the program improved the quality of candidates and retention, thus allowing Ambassadors to connect with nearly 130 Chamber new members and hundreds of existing members.



**HELPING MEMBERS GROW.** Top photo: Chamber Chair George Kieffer, Manatt, Phelps & Phillips, LLP, addresses the Chamber delegation at the annual Access Washington, D.C. trip. Bottom photo: Chamber Chair George Kieffer, greets new Chamber members at a Chamber New Member Orientation.

### Bottom Line Benefits Program

The Chamber packaged a variety of products and services to help members reduce their cost of doing business. Discounted offerings include package delivery by DHL, office products from Office Depot, parking at LAX from The Parking Spot and job listings from NationJob Network. Member Advantage, the Chamber's member-to-member discount program, provides a promotional channel and valuable exposure for products and services.

### CEO Roundtable

The Chamber developed a program that provides a network of advisors to business owners sharing the common challenges, problems and opportunities of running a small business.

### Industry Councils

These quarterly forums were designed to bring together member companies from similar industry segments to discuss issues and concerns, and assist the Chamber in identifying programs to help their businesses grow. The councils were: Business Advisory, Construction Industry, Entertainment Industry, Government Affairs, and Technology Industry.

### Inside Business Forum

These forums featured Chamber Board members telling their stories of success while providing an opportunity for members to network.

### Keeping Members Informed

The Chamber continued monthly print distribution of the Chamber Voice to keep our members informed on what the Chamber is doing in terms of advocacy, events and member benefits; continued development of the Chamber web site as a communication resource; expanded distribution of Chamber events calendar and Business Perspective commentary through email; and partnered with the L.A. Business Journal to offer a one-year subscription with new membership.



## Member Orientations

The Chamber hosted quarterly sessions to provide members with information on how best to maximize their Chamber investment.

## Policy Committees

The Chamber encouraged members to get involved in the monthly policy committee meetings that help set policy direction for the Chamber. Hundreds of members meet monthly to direct and advance the organization's public policy and program priorities.

## Referral Network

The Chamber enhanced the Referral Network meeting format and held bimonthly meetings, increasing member participation by 35 percent and averaging over 50 attendees at each meeting.

“Joining the Chamber represented a chance to tell our story to influential people. Through the Chamber, we’ve met people who are very important to our business. We are members of lots of other chambers, but they just don’t compare to the L.A. Area Chamber.”

—Bill McCullough  
President and co-founder,  
Samson Hair Restoration

## Signature Events

Thousands of business's from across the region came together through the Chamber's signature events to celebrate our community, small business, various industry segments, and address significant challenges in the region. The Chamber's 2004 signature events were the Inaugural Dinner, Construction Industry Awards Luncheon, World Trade Week Kick-Off Breakfast, Small Business Awards Luncheon, Golf Classic Tournament, Mobility 21 Summit, and State of the Chamber Membership Luncheon.

## VIP Receptions

The Chamber hosted three receptions for the very important partners of our Circle of Support membership levels, to provide executive-level networking and timely discussion for business leaders.

**IMAGINE.** Top photo: Chamber Chair George Kieffer speaks with Gov. Arnold Schwarzenegger and his wife, Maria Shriver, at the 115th Annual Inaugural Dinner on Feb. 12. Middle photo: Gov. Schwarzenegger with former Gov. Gray Davis. Bottom photo: Chamber Chair George Kieffer addresses attendees at the dinner.



**COLLABORATION.** Top photo: Chamber staff members host Los Angeles Unified School District students for the annual Groundhog Job Shadow day. Middle photo: L.A. City Mayor James Hahn presents a World Trade Week proclamation to Nancy Woo-Hiromoto, Citizen Watch Company of America and Marian Duntley, Toyota Motor Sales, U.S.A. Inc. Bottom photo: Chamber Board Member Christopher Martin, AC Martin Partners, addresses L.A. City Council.

## FOSTERING COLLABORATION Building Community in L.A.

### Alumni Directors

The Chamber reinstated the Alumni Directors newsletter to reach out to past directors of the Chamber Board and keep them involved and informed about what the organization is doing.

### Board of Directors

The Chamber board includes ex officio Board members from business organizations, ethnic chambers and local chambers to expand the representation of the organization.

“The business community can bridge the gap with the state through partnerships.”

—Ron Gastelum  
2004 Chamber Board Member  
President & CEO  
Metropolitan Water District

### Business After Hours Mixers

In collaboration with other chambers and business organizations in the county, the Chamber held Business After Hours mixers in various locations so that more than 1,000 of our members could meet and develop business relationships.

### Chamber Building

The organization continued to utilize the Chamber building as a key asset. The building is fully leased and continues to be seen as a center for business and education. The Chamber hosted numerous news conferences and events that support the mission of the organization.

### Entertainment Industry Business Council

In partnership with five local chambers of commerce, the Chamber developed the Entertainment Industry Business Council (EIBC). The EIBC hosts quarterly forums for information exchange and networking, and addresses policy issues affecting the entertainment industry.

### LA Chamber Advocacy Network (LA CAN)

The Chamber continued to expand the Los Angeles Chamber Advocacy network (LA CAN) to 30 members. LA CAN is a coalition of chambers in Los Angeles County that work together on advocacy concerns. The coalition represents more than 10,000 businesses.





## EXECUTIVE COMMITTEE

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### Chair

George Kieffer  
Partner  
Manatt, Phelps & Phillips, LLP

### First Vice Chair

Christopher C. Martin  
FAIA  
Chief Executive Officer  
AC Martin Partners

### Second Vice Chair

David Nichols  
Senior VP-External Affairs South  
SBC California

### President & CEO

Russell J. Hammer

### Immediate Past Chair

Patty DeDominic  
Chief Executive Officer  
PDQ Personnel Services Incorporated

## DIRECTORS

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David Abel, President, ABL, Incorporated  
Anthony K. Anderson, Area Managing Partner, Ernst & Young, LLP  
Edward Avila, Vice President, ACS State & Local Solutions  
James D. Barber, President & CEO, Hospital Association of Southern California  
George H. Benter, President & CEO, City National Bank  
Lisa Marie Bongiovanni, VP of Corporate Communications & Government Affairs, Mattel, Inc.  
James W. Boswell, President, JG Boswell Company  
JoAnn Bourne, Executive VP-Corporate Deposits & Treasury Management Group, Union Bank of California  
Kathleen Brown, Managing Director, Goldman, Sachs & Co.  
Anthony J. Buzzelli, Regional Managing Partner, Pacific Southwest, Deloitte  
Samuel W. Cargill, Resident Managing Director, Aon Risk Services, Inc. of Southern California  
Albert Carnesale, Chancellor, UCLA  
Gregg Carpenter, Managing Director, Head of the West Region, Marsh Risk & Insurance Services  
Bruce Choate, President & CEO, Watson Land Company  
Joseph Czyzyk, President & CEO, Mercury Air Group, Inc.  
La Donna DiCamillo, Senior Manager, Government Affairs, Burlington Northern & Santa Fe Railroad  
Doug Dowie, Senior VP & Senior Partner, Fleishman-Hillard, Inc.  
William Fain, Managing Partner, Johnson Fain  
David Fleming, Counsel, Latham & Watkins LLP  
Alan Fohrer, Chief Executive Officer, Southern California Edison  
Ronald R. Gastelum, President and CEO, Metropolitan Water District  
Jeffrey L. Glassman, Attorney, Bingham Legg Advisers  
Raymond W. Holdsworth, President, AECOM Technology Corporation  
Clarisa Howard, President & CEO, BD Systems  
Jane H. Jelenko, Senior Advisor, Bearing Point  
Sarah Meeker Jensen, Principal, Jensen + Partners  
Shirley D. Johnston, Professor and Dean, Western University of Health Sciences  
Don Jue, V.P., Server Sales Western Region, IBM Corporation  
Maureen A. Kindel, President, Rose & Kindel  
Daniel E. Kinney, Vice President-Operations, State Farm Insurance Companies  
Jolene Koester, President, California State University, Northridge  
Timothy J. Leiweke, President & CEO, Anschutz Entertainment Group  
Mark Lipson, Chief Executive Officer, U.S. Trust California  
David C. Lizarraga, President & CEO, TELACU Industries  
John F. Llewellyn, President & CEO, Forest Lawn  
Linda LoRe, President & CEO, Frederick's of Hollywood  
Robert J. Lowe, Chairman & CEO, Lowe Enterprises, Inc.  
Thomas L. Mack, VP and Manager of Marketing & Sales, Western U.S., Jacobs Civil Inc.  
Fidencio (Feedy) Mares, Vice President, Beckman Coulter  
Timothy McCallion, President-Pacific Region, Verizon

Alan McCorkle, Senior Vice President, APM Terminals Pacific, Ltd  
Jamie D. McCourt, Vice Chairman, Los Angeles Dodgers, Inc.  
Thomas J.P. McHenry, Partner, Gibson, Dunn & Crutcher LLP  
Kathleen H. McKeon, Director of Sales/GM of Growth Markets, AT&T  
Thomas V. McKernan Jr., President/Chief Executive, Automobile Club of Southern California  
James F. McNulty, Chairman & CEO, Parsons Corporation  
Irving A. Miller, Group VP, Corporate Communications, Toyota Motor Sales, U.S.A., Inc.  
Caroline W. Nahas, Managing Director, Southwest Region, Korn/Ferry International  
Martin W. Newton, Senior Vice President, Regional Manager, Wells Fargo  
Ivan K. Nikkhoo, President, Vertex Systems, Inc.  
Alfred A. Plamann, President & CEO, Unified Western Grocers, Inc.  
Cheryl Pope, Regional VP, Large Group Sales, Blue Cross of California  
Thomas M. Priselac, President & CEO, Cedars-Sinai Health Systems  
Daniel Rosenfeld, Principal, Urban Partners, LLC  
Norman E. Ross, Jr., Sr. VP-Western Region, Delon Hampton & Associates, Chartered  
Alan I. Rothenberg, Chairman, 1st Century Bank  
Robert A. Russ, Community Relations, Manager, Shell Oil Company  
Steven B. Sample, President, University of Southern California  
Gregory Sanford, Individual  
Dean A. Scarborough, President & COO, Avery Dennison  
John H. Semcken, III, Vice President, Majestic Realty Company  
Jeff Shell, Chief Executive Officer, Gemstar-TV Guide International Inc.  
Robert Simonds, President, The Robert Simonds Company  
Roger Snoble, Chief Executive Officer, Metropolitan Transportation Authority  
Andrew J. Sobel, Executive VP-Strategic Planning & Operations, Arden Realty, Inc.  
Steve Soboroff, President, Playa Vista  
R.K. (Rod) Spackman, Manager, Public and Government Affairs-LA Basin, Chevron Texaco Corp.  
Lee Stewart, Senior Vice President, Gas Transmission, The Gas Company, a Sempra Energy utility  
Matthew A. Toledo, President & Publisher, Los Angeles Business Journal  
Laura Skandera Trombley, President, Pitzer College  
Daniel D. Villanueva, Managing Partner, Bastion Capital Corporation  
Alan B. Wayne, Regional Director, Governmental/Public Affairs, United Airlines  
Timothy Wennes, Executive Vice President, Countrywide Bank  
David H. Wiggs, General Manager, Los Angeles Department of Water & Power  
Stewart Wolmark, Managing Director, CDR Financial Inc.  
Charles Woo, Chief Executive Officer, Megatoys  
Robert A. Wyman, Partner, Latham & Watkins LLP  
Julie K. Xanders, Senior Vice President, Legal, Los Angeles Times

## EX-OFFICIO

Samuel P. Bell, President, Los Angeles Business Advisors  
Martin Cooper, Chairman, VICA  
David Crippens, Chair, UNITE-LA  
Ray Durazo, Chair, Latin Business Association  
Barbara Glennie, President & CEO, Torrance Chamber of Commerce  
Leron Gubler, President & CEO, Hollywood Chamber of Commerce  
Eugene Hale, Chairman, Greater Los Angeles African-American Chamber of Commerce  
Lee Harrington, President & CEO, Los Angeles County Economic Development Corporation  
Lynne C. Hess, President & CEO, Pasadena Chamber of Commerce  
Ross Hopkins, Public Affairs Consultant, United Chambers of Commerce of the San Fernando Valley  
Joseph Jou, President, Asian Business Association  
Mark S. Liberman, President & CEO, LA INC. The Convention and Visitors Bureau  
David Simon, President, Los Angeles Sports Council  
Cynthia McClain-Hill, Chair, NAWBO-LA

## SENIOR STAFF

Rusty Hammer, President & CEO  
David Eads, Senior V.P.  
Noly Lallana, CFO  
Jim Lynch, V.P. of Leadership Programs  
David Rattray, V.P. of Education & Workforce Development  
Marie Condron, Director of Marketing & Communications  
Brendan Huffman, Director of Public Policy



## 2004 COMMITTEE CHAIRS

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### Economic Development and Land Use Committee

Chair: David Abel, ABL, Inc.  
Vice Chair: Dan Rosenfeld, Urban Partners, LLC

### Education & Workforce Development

Staff: David Rattray, Vice President of Education & Workforce Development  
Vice Chair: Dan Rosenfeld, Urban Partners, LLC

### Entertainment Industry Business Council Legislative Committee

Staff: Brendan Huffman, Director of Public Policy

### Environmental Quality Committee

Chair: Tom McHenry, Gibson, Dunn & Crutcher, LLP  
Vice Chair: Robert Wyman, Latham & Watkins, LLP

### Health Care Committee

Chair: Thomas Priselac, Cedars-Sinai Health Systems  
Vice Chair: Mark Windisch, LA Care Health Plan

### Transportation & Goods Movement

Chair: Joe Czyzyk, Mercury Air Group, Inc.  
Vice Chair: Fran Inman, Majestic Realty Co.

### INDUSTRY COUNCILS:

#### Construction Industry Council

Staff: David Eads, Senior Vice President

#### Entertainment Industry Business Council

Staff: David Eads, Senior Vice President

#### Government Affairs Council

Staff: Brendan Huffman, Director of Public Policy

#### International Trade & Investment Council

Chair: Charlie Woo, Megatoys  
Vice Chair: Carlos Valderrama, Carlsmith Ball, LLP

#### Law & Justice Council

Staff: Brendan Huffman, Director of Public Policy

#### Small Business Advisory Council

Staff: David Eads, Senior Vice President

#### Technology Industry Council

Chair: Ivan Nikkhoo, Vertex Systems, Inc.  
Staff: David Eads, Senior Vice President

## 2004 DIAMOND CLUB MEMBERS

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## 2004 CIRCLE LEVEL MEMBERS

### TITANIUM

AT&T

Occidental Petroleum Corp.

### PLATINUM

American Airlines  
Aon Risk Services, Inc. of Southern California  
Automobile Club of Southern California  
Blue Cross of California  
The Boeing Company  
Citibank (West), FSB  
Deloitte  
Ernst & Young, LLP

JetBlue Airways  
Los Angeles Department of Water & Power  
Los Angeles Dodgers, Incorporated  
Los Angeles Lakers  
Los Angeles World Airports  
Metro  
Metropolitan Water District  
Paul, Hastings, Janofsky & Walker LLP  
Port of Los Angeles

Raytheon Company  
Robinsons-May  
See's Candy Shops, Incorporated  
Smith Barney Citigroup  
Toyota Motor Sales, U.S.A., Inc.  
Transamerica Occidental Life Insurance Co.  
Union Pacific Railroad Company  
United Airlines  
Vons - a Safeway Company

### GOLD

AC Martin Partners  
ACS Government Solutions  
Altria Corporate Services, Inc.  
Avery Dennison  
Bank of the West  
Baxter BioScience  
Coca Cola Enterprises West  
Continental Airlines  
EDS  
Forest Lawn  
The Home Depot

IBM Corporation  
KeyBank  
KPMG, LLP  
Laidlaw Transit, Inc.  
Latham & Watkins, LLP  
Marsh Risk & Insurance Services  
Millennium Biltmore Hotel  
Northern Trust Bank of California, N.A.  
Office Depot (#932)  
O'Melveny & Myers LLP  
Southern California Logistics Airport

State Compensation Insurance Fund  
TELACU Industries  
Union Bank of California  
US Bank  
U.S. Trust Company, N A  
Verizon  
The Walt Disney Company  
Washington Mutual Bank  
The Westin Bonaventure

### SILVER

Act-1 Personnel Services  
The Aerospace Corporation  
American Honda Motor Co., Inc.  
American Red Cross Blood Services  
The Anderson School at UCLA  
Anheuser Busch, Incorporated  
Anschutz Entertainment Group  
Beckman Coulter  
Bingham Legg Advisers LLC  
Blue Shield of California  
Brinker International  
Burson-Marsteller  
The California Endowment  
Catholic Healthcare West  
CB Richard Ellis  
CDM - Camp Dresser McKee  
Cedars-Sinai Health System  
Cerrell Associates, Inc.

City National Bank  
Countrywide Financial Corporation  
Farmers Insurance Group of Companies  
Fluor Corporation  
Gibson, Dunn & Crutcher, LLP  
Grobstein, Horwath & Company, LLP  
Health Net  
Hilton Hotels Corporation  
In N Out Burgers, Incorporated  
Jones Day  
JP Morgan Investment Management  
Los Angeles Biomedical Research Institute  
at Harbor-UCLA Medical Center  
Los Angeles Community College District  
Chancellor's Office  
Los Angeles Galaxy  
Lowe Enterprises, Inc.

### LRN

Mattel, Inc.  
McKinsey & Company, Incorporated  
Mellon Financial Corporation  
Mullin Consulting, Inc.  
MWH  
Northrop Grumman Corporation  
Oltmans Construction Company  
Pacific Life Insurance Co.  
Parsons Corporation  
RBZ, LLP  
Schulze Haynes & Co.  
Sheppard, Mullin, Richter & Hampton, LLP  
Six Flags Magic Mountain  
Tarzana Treatment Centers  
Unified Western Grocers, Inc.  
URS Corporation  
Vulcan Materials Company CalMat



## 2004 FINANCIALS

### STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2004

#### REVENUES

Membership dues	\$1,370,324
Events and activities	\$1,219,194
Rental and investment income	\$705,345
Other revenues	\$724,423
<b>Total revenues</b>	<b>\$4,019,286</b>

#### EXPENSES

Salaries and related expenses	\$1,978,878
Events and activities	\$449,058
Professional services	\$452,797
Meetings and travel	\$278,606
Telephone and supplies	\$229,447
Repairs and maintenance	\$435,358
Depreciation	\$220,451
Other expenses	\$128,259
<b>Total expenses</b>	<b>\$4,172,854</b>

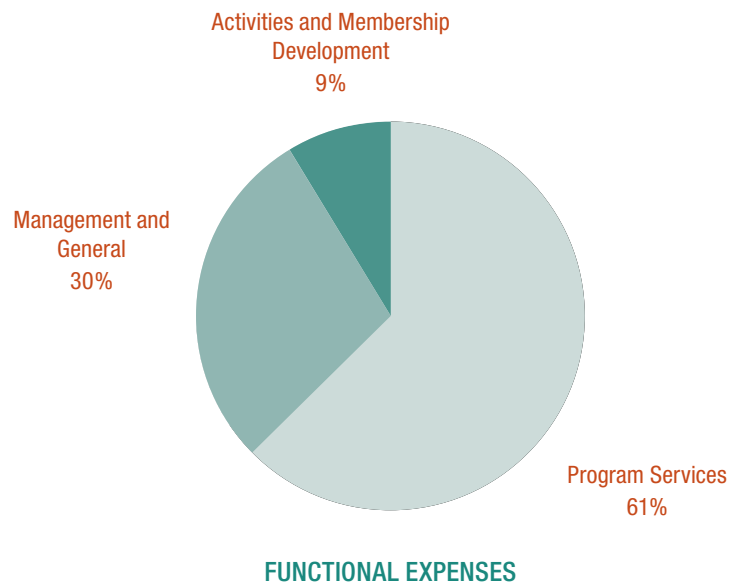
**CHANGE IN NET ASSETS**      **\$(153,568)**

### STATEMENT OF FINANCIAL POSITION YEAR ENDED DECEMBER 31, 2004

Cash and investments	\$618,489
Accounts receivable	\$574,704
Other assets	\$181,800
Property, net	\$4,584,971
<b>Total assets</b>	<b>\$5,959,964</b>
Accounts payable	\$522,096
Deferred revenue	\$1,085,379
Total liabilities	\$1,607,475
Net assets	\$4,352,489
<b>Total liabilities and net assets</b>	<b>\$5,959,964</b>

### FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2004

Program services	\$2,548,419
Management and general	\$1,253,557
Activities and membership development	\$370,878
<b>Total functional expenses</b>	<b>\$4,172,854</b>





Los Angeles Area  
*Chamber of Commerce*

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