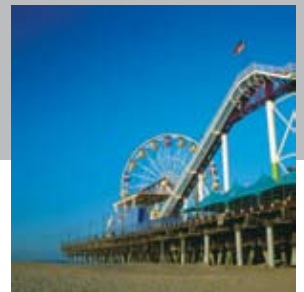




Los Angeles Area  
Chamber of Commerce

Making a Difference... Helping Members Grow



# 2006 Annual Report

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## Message from the Board Chair and President & CEO



David Nichols  
SVP, CALIFORNIA  
AT&T



Gary L. Toebben  
PRESIDENT & CEO

### To Our Members:

The Los Angeles Area Chamber of Commerce played an important role in helping to improve economic prosperity and quality of life in the Los Angeles region in 2006.

The Chamber's advocacy efforts helped pass the historic "Rebuild California" infrastructure bonds, which will deliver unprecedented funding for critical infrastructure projects throughout the state. We helped to successfully block annual indexing of the state minimum wage. We also introduced and helped pass citywide term limits and ethics reforms in the City of Los Angeles. And this is just the beginning.

In 2006, the Chamber took significant steps to enhance our organization. In July, nationally recognized business leader Gary L. Toebben joined the Chamber as the new president and CEO. With 30 years of business and Chamber experience at the national, state and local level, Gary has pledged to continue to help grow and develop the L.A. Area Chamber to meet the needs of our member and our region.

The Chamber also revitalized our marketing and communications efforts this year by updating our time-honored logo and redesigning our Web site to better serve our members. Our updated Web site now serves as a comprehensive resource for members and the business community by providing information about public policy issues, Chamber programs and events, and much more.

We are pleased to present this annual report, which highlights the Chamber's activities in 2006. From effective policy advocacy to expanded programs and resources for our members, 2006 was a year of success and growth for the Chamber. We look forward to building on this success in 2007 and continuing to serve the business community in the most vibrant region in the nation.

*David Nichols*

*Gary Toebben*

## A Tribute to Russell J. “Rusty” Hammer



The Los Angeles Area Chamber of Commerce would like to thank Russell J. “Rusty” Hammer for his service as president and CEO for the past five years. Under Rusty’s leadership, the L.A. Area Chamber has grown as an organization and advanced key public policy issues important to business in the L.A. region.

Leaving the L.A. Area Chamber for health reasons, Rusty will continue to be involved with the Chamber as a senior policy advisor, counseling on public policy and political issues. The L.A. Area Chamber Board of Directors, staff and membership thank Rusty for his strategic vision, political savvy and bold leadership, which have helped to improve the business climate and quality of life in our region

### Among Rusty Hammer’s Accomplishments:

- Restoring the Chamber to profitability and financial health
- Increasing membership by more than 40 percent
- Merging two leadership development programs into the Chamber (Leadership L.A. and the Southern California Leadership Network), positioning the organization as the premiere provider of leadership training in the region
- Developing a strategic partnership with UNITE-LA, positioning the Chamber squarely at the leading edge of education reform
- Being the voice for business through our enormously successful and award-winning Business Perspective
- Expanding the Access Sacramento trip to 100 participants and Access D.C. to 100
- Developing new, compelling and award winning publications
- Continuing to set attendance records at all of our events
- Creating the Civic Medal of Honor to honor individuals who have distinguished themselves with a lifetime of service to our region
- Bringing World Trade Week under the auspices of the Chamber
- Creating Mobility 21, a coalition of business, labor, government and community groups to advocate for our transportation needs
- Creating the highly successful Pancakes and Politics series

## The L.A. Area Chamber Welcomes Gary Toebben



**TOEBBEN ON BOARD.** Chamber Board members welcome new Chamber President & CEO Gary Toebben at a welcome reception in May. From left: Former Chamber Board Chair Christopher Martin, **AC Martin Partners**; Toebben; Chamber Board Chair David Nichols, **AT&T**; former Chamber Board Chair Charlie Woo, **Megatoys**; Chamber Board Vice Chair David Fleming, **Latham & Watkins, LLP**; and Chamber Board Member Eugene Hale, Greater Los Angeles African-American Chamber of Commerce.

“Gary Toebben knows business advocacy inside and out. With his stellar credentials, 30-year track record and relationships at the national, state and local levels, Gary is the best person to help us harness this engine and accelerate the Chamber’s continued growth.”

—Chamber Board Chair David Nichols, *AT&T*

The Los Angeles Area Chamber of Commerce welcomes Gary Toebben as president and CEO. Selected unanimously after a comprehensive, six-month national search, Gary brings unparalleled business and political expertise to the Chamber.

As former chair and current trustee of the American Chamber of Commerce Executives, Gary is one of the leading Chamber executives in the nation. Most recently, Gary served as president and CEO of the Northern Kentucky Chamber of Commerce, where he achieved national recognition for creating a model 21st century chamber of commerce, incorporating policy advocacy and business development with

programs that cultivate community leaders and develop a skilled workforce. Gary’s leadership record also includes serving as president of both the Nebraska Chamber of Commerce Executives and Kansas Chamber of Commerce Executives, a member of the Kansas Governor’s Transportation Advisory Board, and chair of the University of Colorado Institute for Organization Management Board Regents.

The L.A. Area Chamber Board of Directors, staff and membership welcome Gary and look forward to working with him as we continue to improve our region and help our members grow.

# 2006 Annual Report

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

**Vision:** As a trustee for the current and future welfare of the region, the Los Angeles Area Chamber of Commerce champions economic prosperity and quality of life.

## BEING THE VOICE OF BUSINESS

### Major Public Policy Accomplishments

Business advocacy at the local, state and federal levels remained a focal point for the L.A. Area Chamber in 2006. As the voice of business, the Chamber sought to bring about change for the betterment of the Los Angeles region. The organization created partnerships with other chambers and with those in the political and civic arenas.

The Chamber organized events to raise public and business awareness for issues affecting our community including: transportation and goods movement; health

### Advocacy & Public Policy Initiatives

care; education and workforce development; and the environment. The Chamber's signature Access series connected business owners with policymakers through trips to Washington, D.C., Sacramento and L.A. City Hall. Other policy events included our monthly **Accenture** Pancakes & Politics breakfast speaker series, Mobility-21 Summit Coalition meetings and task forces for issues of interest. The Chamber continued distributing *The Business Perspective*, an influential weekly commentary on political and public issues.



**BONDING WITH THE GOVERNOR.** Chamber leadership meets with Gov. Arnold Schwarzenegger at Access Sacramento, March 8, 2006. From left, Chamber Executive Vice President Ron Gastelum; **Los Angeles County Economic Development Corporation** President & CEO Bill Allen; Gov. Schwarzenegger; Chamber Board Vice Chair David Fleming, **Latham & Watkins, LLP**; and Board member John Semcken, **Majestic Realty Co.**

"The Access trips are a very important aspect of the Chamber's overall effectiveness. These trips not only offer our members the opportunity to meet with high ranking lawmakers and agency heads, but also allows our combined voices to communicate our region's importance to our state's and our nation's economy."

—Fran Inman, SVP Corporate Development, Majestic Realty Co.

### Transportation & Goods Movement

The Chamber created an infrastructure task force and championed the "Rebuild California" infrastructure bonds (Propositions 1A through 1E) on the November state ballot. All bond propositions passed, securing \$37.5 billion for critical projects – representing the largest single investment in our state's infrastructure since the 1960s. The bond package includes:

- A constitutional amendment ensuring that state gas tax revenues are used for transportation projects and not diverted to other programs.



- \$19.9 billion in funding to reduce traffic congestion, build new roads and highways, construct additional mass transit and increase security at our ports.
- \$2.9 billion in financial assistance for first-time homebuyers, incentives to build affordable rental housing and shelters for homeless individuals and families.
- \$10.4 billion to build new schools, upgrade existing facilities, reduce overcrowded classrooms and fund technical training programs.
- \$4.1 billion to strengthen levees and fund flood control protections in the Central Valley and Sacramento-San Joaquin Delta areas.

Transportation & Goods Movement Committee Chair Fran Inman, **Majestic Realty Co.** served on the Integrating Committee during public hearings held by the State Department of Business, Transportation and Housing, which presented a plan for statewide goods movement to Gov. Schwarzenegger.

The Chamber testified before the Port of Los Angeles' Board of Harbor Commissioners to support Burlington Northern Santa Fe Railway's proposed Southern California International Gateway Project, which would help relieve congestion on local freeways and improve air quality throughout the region.



**ADVOCATING FOR L.A.** Sen. Barbara Boxer urged support for infrastructure bonds 1A and 1B at the Mobility 21 Summit Oct. 30. From left: L.A. City Mayor Antonio Villaraigosa; Boxer, State Sen. pro Tem Don Perata, L.A. County Supervisor Gloria Molina; L.A. County Supervisor Zev Yaroslavsky; and State Assembly Speaker Fabian Núñez.

“The Chamber amplifies my voice on the issues that matter most to me. The value of the Chamber is in the output and the input. By output, I mean that I am able to inform myself through the Chamber because it is such an important channel of information, on everything from transportation issues to water issues to business and financial issues.”

—*Maria Contreras-Sweet, Managing Partner, FORTIUS Holdings LLC*

The Chamber's transportation advocacy coalition with Metro and the Automobile Club of Southern California – Mobility 21 – supported SB 1026 which was adopted by the state Senate in January. The legislation will allow Metro to use the speedy design-build contracting method for the planned construction of a carpool lane on the northbound I-405 between the 10 and 101 freeways.

## Business and Safety Issues

The Chamber lobbied successfully to block annual indexing of the state minimum wage by advocating a compromise agreement which will increase minimum wage by 75 cents per hour in 2007, and then another 50 cents per hour – to \$8 – in January 2008. The compromise helps minimum wage earners keep up with rising costs, while giving employers the predictability needed to grow our economy and create jobs.

The Chamber helped secure a series of business tax reforms to considerably ease the tax burden on businesses in the city of L.A. These reforms, largely based on recommendations from the Chamber, entirely eliminate a city business tax for companies reporting less than \$50,000 or \$100,000 in sales for 2006 and 2007 respectively.

The Chamber supported Mayor Villaraigosa's proposal for a multi-year trash fee increase – to one of the lowest trash fees in the country – to help fund the hiring of 1,000 more police officers within five years.

# 2006 Annual Report

## Governance Issues

The Chamber, working in partnership with the League of Women Voters, introduced and championed the citywide term limits and ethics reform ballot measure (Measure R) which passed in the November general election. Measure R will bring more continuity of leadership and policy by allowing councilmembers to serve for an additional 4-year term in office. Most elected officials spend the first few years in office learning the system at City Hall and then run for re-election.

Under the measure, L.A. City Councilmembers have the opportunity to serve an additional term to complete those important long-term projects that take years to bring to fruition. It also makes councilmembers less dependent on long-time staff members and lobbyists, both of which have no term limits in their service at City Hall. Measure R will also strengthen ethics rules by prohibiting campaign contributions and gifts from lobbyists.

## Health Care

The Chamber and other regional health care stakeholders successfully lobbied the Los Angeles County Board of Supervisors to establish a separate Department of Public Health to help ensure that critical disease prevention and bioterrorism preparation services are delivered faster and more efficiently.

## Education & Workforce Development

The Chamber formed a task force for business to weigh in on LAUSD reform and recommend specific governance and educational reforms and implementation strategies.

Chamber Board members Chris Martin, **AC Martin Partners**; Don Jue, **IBM**; and John Semcken, **Pacific Palms Conference Resort**, negotiated an agreement with **LAUSD**, the State Architect and the Governors' office to cut the approval time for new school plans from more than nine months to less than five.

"The Chamber's leaders are dynamic and focused on the future of Los Angeles—they're pro-business, but it's not 'us vs. them'—it's collaborative. I like the Chamber's emphasis on strengthening education. That's our future workforce, and business needs to make our schools accountable for the benefit of future generations."

—Linda Griego, President & CEO, Griego Enterprises, Inc. and  
Managing General Partner Engine Co. No. 28



**INTERNATIONAL TRADE.** Mayor Antonio Villaraigosa opened the 80th Annual World Trade Week event in May, telling an audience of 500 that globalization is not without challenges, but L.A. will benefit by embracing it.

## International Trade

The Chamber promotes international trade and increases awareness among L.A. businesses of opportunities in foreign markets. The International Trade division conducted several events highlighting trade and advocated on important trade issues, including:

- Advocated for a free trade agreement with several countries, including South Korea
- Supported an annual business summit with the Korean International Trade Association and the Korean American Chamber of Commerce of Los Angeles
- Hosted the 80th Annual World Trade Week, attended by more than 500 business and civic leaders, including L.A. Mayor Antonio Villaraigosa
- Offered several trade opportunity sessions providing members with information on the benefits of doing business with foreign countries and regions, including West Africa
- Hosted U.S. Ambassadors to eight nations at the One Global California Conference in L.A. Attendees heard from ambassadors to Egypt, Israel, Jordan, Kuwait, Lebanon, Morocco, Saudi Arabia and United Arab Emirates.



**CASH FOR COLLEGE.** Jessica Alvarado, 2005 scholarship recipient, a Cal State University Dominguez Hills addresses the media. From left: Mayor Antonio Villaraigosa, Alvarado and Los Angeles Unified School District Superintendent David Brewer III.

## Leadership, Education and Workforce Development

### Cash For College

The Chamber once again helped thousands of Southern California students access financial aid for college through its support of the annual Cash for College convention and workshops, which convened more than 350 financial aid experts, businesses and

community-based organizations to assist high school seniors and their families in completing the required forms to access college financial aid.

### Work-Ready Certification program

The Chamber certified more than 400 young adults as “work-ready,” allowing employers to identify qualified candidates through the Work Readiness Certification Program (WRC), a new program of Mayor Villaraigosa’s HIRE L.A. 18-24 campaign.

### L.A. Youth at Work

The Chamber hosted an L.A. Youth at Work event in June, matching nearly 400 students with summer employment. An August job fair helped provide more than 150 students with leads for construction industry work.

### Principal for a Day and Executive for a Day

More than 200 business leaders offered LAUSD school principals a look in today’s corporate workplace and in turn received an up-close view of the workings of our region’s school system during the annual Principal and Executive for a Day programs, which aim to increase mutual understanding and foster a spirit of civic involvement and commitment to L.A.’s public schools.

## FOSTERING CIVIC LEADERSHIP

### Southern California Leadership Network

The Southern California Leadership Network continued to train emerging community leaders on the issues shaping L.A. County and Southern California through Leadership L.A. and Leadership Southern California classes. Participants of the programs heard from top business and civic leaders in their surrounding community on issues affecting L.A. and the Southern California region. For more than 25 years, Leadership Southern California and Leadership L.A. have trained and developed a network of exemplary and diverse leaders in the business, government and community sectors who are armed with the knowledge to address critical challenges facing the Southern California region.

### Leadership L.A. and Leadership Southern California



**VISIONARIES OF THE YEAR.** Southern California Visionaries share their insight at the annual SCLN luncheon in December. From left: Vice President of Leadership Programs Kevin Cottrell; Southern California Leader of the Year, Robert A. Eckert, **Mattel, Inc.**; Elected Leader of the Year, California State Assembly Speaker Fabian Núñez; Civic Leader of the Year, Peter J. Taylor, Lehman Brothers Inc. and Graduate of the Year, Maria Contreras-Sweet, **PROMERICA Bank.**



# 2006 Annual Report

## HELPING MEMBERS GROW



**RIGHT HERE. RIGHT NOW.** The Chamber hosted its 117th Annual Inaugural Dinner on Jan. 26 at the **Beverly Hilton**. The Civic Medal of Honor went to Sherry Lansing, former **Paramount Pictures** executive and philanthropist.

### Signature Events

Thousands of businesses from across the region came together through the Chamber's annual signature events including the Inaugural Dinner, Construction Industry Awards Luncheon, World Trade Week Kick-Off Breakfast, Small Business Awards Luncheon, Golf Classic Tournament, Mobility 21 Summit and One Global California Conference.

"During my years in the entertainment industry, I benefited greatly from the Chamber's guidance and support. Above all, I am grateful to the Chamber for not just encouraging business, but also for encouraging civic responsibility."

—Sherry Lansing, former *Paramount Pictures* executive and philanthropist, upon receiving the 2006 Civic Medal of Honor

## Business Development Programs

### Policy Committees

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

### Industry Councils

The Chamber's Small Business and Technology Industry councils convened during the year 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.

### VIP Receptions

The Chamber hosted several receptions for our circle of support membership level providing executive-level networking and timely discussion for business leaders.

### Referral Network

The Chamber's Referral Network met bimonthly, allowing attendees to network with other Chamber members and develop relationships to grow and develop their businesses.



**VIP RECEPTION.** Chamber Board Chair David Nichols, **AT&T**, and President and Co-Founder of **FORTIUS Holdings, LLC** Maria Contreras-Sweet recognized California Highway Patrol Commissioner Michael Brown for outstanding leadership at the Chamber's Spring VIP Reception at Caltrans.

## Ambassadors Club

The Chamber continued to recruit candidates for the program, allowing Ambassadors to connect with new Chamber members and hundreds of existing members.

## Member Orientations

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

## Bottom Line Benefits Program

The Chamber offered 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.

## Affordable Advertising Programs

Members increased their visibility via high-exposure advertising in the Chamber VOICE quarterly newsletter, *L.A. Business This Week* e-mail newsletter and Los Angeles Business, the Annual Magazine and Member Directory.

## lachamber.org

The Chamber re-launched its Web site – [www.lachamber.org](http://www.lachamber.org) – to better serve as a communications resource for members and the business community. The Chamber's updated Web site includes information about Chamber programs and events, Chamber news and publications, member information and much more.

"The Chamber is one of the best investments that any business in L.A. can make for their future success. The Chamber provides access to institutions and people that create a more vibrant economy and sustainable future."

—Brandon Shamim, President, Beacon Management Group

# PROMOTING COLLABORATION

## 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.

## Business After Hours Mixers

In collaboration with other chambers and business organizations in the county, the Chamber held bi-monthly Business After Hours mixers in various locations allowing more than 1,000 of our members to 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 is a center for business and education. The Chamber hosted numerous news conferences and events supporting the mission of the organization and its members.

## Building Community in L.A.



**MIXING IT UP.** Chamber members mingle at the Chamber's Summer Business After Hours Mixer at Kidspace Children's Museum in Pasadena.

# 2006 Annual Report

## EXECUTIVE COMMITTEE

### CHAIR

**David Nichols**, *Senior Vice President-External Affairs-California*  
AT&T

### FIRST VICE CHAIR

**David Fleming**, *Counsel*, Latham & Watkins, LLP

## BOARD OF DIRECTORS

**Norm Abrams**, *Acting Chancellor*, University of Southern California, Los Angeles

**Seth Aronson**, *Head of L.A. Office*, O'Melveny & Myers LLP

**Edward Avila**, *President*, Project Restore

**James D. Barber**, *President & CEO*, Hospital Association of Southern California

**Elaine Batchlor**, *Chief Medical Officer*, L.A. Care Health Plan

**George H. Benter**, *Vice Chairman*, City National Bank

**Lisa Marie Bongiovanni**, *VP of Corporate Communications & Government Affairs*, Mattel, Inc.

**JoAnn Bourne**, *Executive Vice President-Corporate Deposits & Treasury*, Management Group, Union Bank of California

**Kathleen Brown**, *Managing Director*, Goldman, Sachs & Co.

**Bill Bryan**, *Vice President, Business Customer Division*, Southern California Edison

**Anthony J. Buzzelli**, *Regional Managing Partner*, Pacific Southwest, Deloitte

**Samuel W. Cargill**, *Resident Managing Director*, Aon Risk Services, Inc. of Southern California

**William Caswell**, *Vice President, Marketing*, Kaiser Permanente

**Bruce Choate**, *President & CEO*, Watson Land Company

**Christopher Ciano**, *Vice President/General Manager*, Commercial Distribution, Blue Shield of California

**Maria Contreras-Sweet**, *President*, FORTIUS Holdings, LLC

**Glend P. Cummings**, *Senior Vice President*, Wells Fargo

**Joseph Czyzyk**, *President & CEO*, Mercury Air Group, Inc.

**Kris H. Davis**, *Managing Director & Office Head*, Marsh Risk & Insurance Services

**Rory DeJohn**, *Senior Vice President & General Manager*, Turner Construction Company

**Ron Deaton**, *General Manager*, Los Angeles Department of Water and Power

**Jorge Delgado**, *President & General Manager*, Univision

**Brad Dinsmore**, *West Division Executive*, Bank of America

**La Donna DiCamillo**, *Director Government Affairs*, BNSF Railway Company

**Diane B. Dixon**, *Senior Vice President*, Avery Dennison Corporation

**William Fain**, *Managing Partner*, Johnson Fain

### IMMEDIATE PAST CHAIR

**Christopher C. Martin FAIA**, *Chief Executive Officer*  
AC Martin Partners

### PRESIDENT & CEO

**Rusty Hammer**, (January-June 2006)

**Gary Toebben**, (July-December 2007)

**Kenneth H. Fearn**, *Managing Partner*, Integrated Capital, LLC

**Ronald R. Gastelum**, *President*, D.H.N. Enterprises

**Peter Griffith**, *Vice Chair*, Ernst & Young

**Karen Hathaway**, *President & Managing Partner*, Los Angeles Athletic Club

**James O. Hernandez**, *Managing Partner*, Accenture

**Walter Hill**, *Chairman, President & CEO*, Icon Blue Inc.

**Raymond W. Holdsworth**, *President*, AECOM Technology Corporation

**Janice Bryant Howroyd**, *Chairman & CEO*, The Act 1 Group of Companies

**Fran Inman**, *Senior Vice President*, Majestic Realty Co.

**Gilbert F. Ivey**, *Executive Vice President*, Metropolitan Water District of Southern California

**Jane H. Jelenko**, *Individual*

**Don Jue**, *V.P., Server Sales Western Region*, IBM Corporation

**Kevin E. Kelso**, *President of Personal Lines Insurance*, Farmers Insurance Group of Companies

**George D. Kieffer**, *Partner*, Manatt, Phelps & Phillips, LLP

**Maureen A. Kindel**, *President*, Global Consulting Group, GCG Rose & Kindel

**Daniel E. Kinney**, *Vice President-Operations*, State Farm Insurance Companies

**Richard Kline**, *Regional President*, Fleishman-Hillard

**Geraldine Knatz**, *Executive Director*, Port of Los Angeles

**Jolene Koester**, *President*, California State University, Northridge

**Timothy J. Leiweke**, *President & CEO*, Anschutz Entertainment Group

**Barry C. Levin**, *Chairman & CEO*, Snak King Corporation

**Michael D. Lizarraga**, *President & CEO*, TELACU Industries

**John F. Llewellyn**, *President & CEO*, Forest Lawn

**Michael R. Lombardi**, *President*, Stonebridge Holdings, Inc.

**Scott I. London**, *Partner*, KPMG

**Robert J. Lowe**, *Chairman & CEO*, Lowe Enterprises, Inc.

**Steve MacDonald**, *President*, Film L.A. Inc.

**Thomas L. Mack**, *VP and Manager of Marketing & Sales*, Western U.S., Jacobs Engineering

**Timothy McCallion**, *President-Pacific Region*, Verizon

**Jim McConnell**, *President*, SGI Construction Management

**Alan McCorkle**, *Senior Vice President*, APM Terminals Pacific, Ltd  
**Jamie D. McCourt**, *Vice Chairman & President*, Los Angeles Dodgers, Inc.  
**Thomas J.P. McHenry**, *Partner*, Gibson, Dunn & Crutcher LLP  
**James F. McNulty**, *Chairman & CEO*, Parsons Corporation  
**Samson Mengistu**, *Assistant Executive Director*, Los Angeles World Airport  
**Irving A. Miller**, *Group VP, Corporate Communications*, Toyota Motor Sales, U.S.A., Inc.  
**Ann Muenster-Nuiry**, *Vice President*, Opertion, Municipal Services, ACS Government Solutions  
**Edward Muñoz**, *Director, Government Relations*, Raytheon Company  
**David Murphy**, *Executive Vice President/General Manager*, Los Angeles Times  
**Caroline W. Nahas**, *Managing Director*, Southwest Region, Korn/Ferry International  
**Ivan K. Nikkhoo**, *President*, SOA Software  
**Hilary Norton Orozco**, *Senior Vice President Community Development*, Palmer Investments  
**Alfred A. Plamann**, *President & CEO*, Unified Western Grocers, Inc.  
**Thomas M. Priselac**, *President & CEO*, Cedars-Sinai Health System  
**Rick Richmond**, *Partner*, Kirkland & Ellis, LLP  
**Daniel Rosenfeld**, *Principal*, Urban Partners, LLC  
**Norman E. Ross, Jr.**, *Individual*  
**Alan I. Rothenberg**, *Chairman*, 1st Century Bank  
**Stephen D. Rountree**, *President*, Los Angeles Music Center

**Dominick W. Rubalcava**, *Attorney At Law*, Law Offices of Dominick Rubalcava  
**Steven B. Sample**, *President*, University of Southern California  
**Steven Scott**, *General Manager*, Blue Cross of California  
**John H. Semcken, III**, *Vice President*, Pacific Palms Resort Robert Shannon, Individual  
**Robert Simonds**, *President*, The Robert Simonds Company  
**Roger Snoble**, *Chief Executive Officer*, Metro  
**Steve Soboroff**, *President*, Playa Vista  
**R.K. (Rod) Spackman**, *Manager*, Public and Government Affairs-LA Basin, Chevron Corporation  
**Howard Stern**, *Chief Investment Officer*, Arden Realty, Inc.  
**Lee Stewart**, *Senior Vice President*, Southern California Gas Company  
**James Thomas**, *President & CEO*, Thomas Properties Group  
**Matthew A. Toledo**, *President & Publisher*, Los Angeles Business Journal  
**Laura Skandera Trombley**, *President*, Pitzer College  
**Carlos J. Valderrama**, *Director of Latin American Operations*, Carlsmith Ball, LLP  
**Alan B. Wayne**, *Regional Director*, Governmental/Public Affairs, United Airlines  
**Charles Woo**, *Chief Executive Officer*, Megatoys  
**Kenton C. Woods**, *Chief Executive Officer*, Rose Hills Company  
**Robert A. Wyman**, *Partner*, Latham & Watkins LLP  
**Darroch Young**, *Senior Vice Chancellor*, Los Angeles Community College District

## EX-OFFICIO

**William "Bill" Allen**, *President & CEO*, Los Angeles County Economic Development Corporation  
**Betsey Berkhemer Credaire**, *Chair*, Southern California Leadership Network  
**David Crippens**, *Chair*, UNITE-LA  
**Michele Garcia**, *Immediate Past Chair*, Los Angeles Junior Chamber of Commerce  
**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

**Helen Han**, *Executive Director*, NAWBO-LA  
**Lynne C. Hess**, *President & CEO*, Pasadena Chamber of Commerce  
**Ross Hopkins**, *Board Member At Large*, United Chambers of Commerce  
**Joseph Jou**, *President*, Asian Business Association  
**Mark S. Liberman**, *President & CEO*, LA INC. The Convention and Visitors Bureau  
**Ricardo Sarmiento**, *Chair*, Latin Business Association  
**Bob Scott**, *Chairman*, Valley Industry & Commerce Association  
**David Simon**, *President*, Los Angeles Sports Council  
**Carlos Valderrama**, *Chair*, World Trade Week Executive Committee  
**Steven W. Weston**, *Chairman*, Central City Association



# 2006 Annual Report

## 2006 COMMITTEE CHAIRS

### Education & Workforce Development Committee

CHAIR: Don Jue, IBM

### Environmental Quality Committee

CHAIR: Robert Wyman, Latham & Watkins, LLP

### Health Care Committee

CHAIR: Thomas Priselac, Cedars-Sinai Health Systems

### Housing & Land Use Committee

CHAIR: Dan Rosenfeld, Urban Partners, LLC

### International Trade & Investment Committee

CHAIR: Carlos Valderrama, Carlsmith Ball, LLP

### Transportation & Goods Movement Committee

CHAIR: Fran Inman, Majestic Realty Co.

### Political Action Committee

CHAIR: Rod Spackman, Chevron Corporation

## INDUSTRY COUNCILS

### Construction Industry Council

CHAIR: Christopher Martin, AC Martin Partners

### Entertainment Industry Business Council

STAFF: David Eads, Senior Vice President

### Small Business Council

STAFF: David Eads, Senior Vice President

### Technology Industry Council

STAFF: Ivan Nikkhoo, Vertex Systems, Inc.

## SENIOR STAFF

Gary Toebben, *President & CEO* (July-Dec. 2006)

Rusty Hammer, *President & CEO* (Jan.-June 2006)

Ron Gastelum, *Executive V.P.* (Jan.-June 2006)

David Eads, *Senior V.P.*

Noly Lallana, *CFO*

Kevin Cottrell, *V.P. of Leadership Programs*

David Rattray, *V.P. of Education & Workforce Development*

Marie Condron, *Director of Marketing & Communications*

Samuel Garrison, *Director of Public Policy*

## 2006 DIAMOND CLUB MEMBERS



Los Angeles Times



TOYOTA



## 2006 CIRCLE LEVEL MEMBERS

### Platinum Level Members

American Airlines  
Aon Risk Services, Inc. of Southern California  
Automobile Club of Southern California  
Blue Cross of California  
The Boeing Company  
Deloitte  
Ernst & Young, LLP  
JetBlue Airways  
Los Angeles Department of Water & Power

Los Angeles Dodgers, Inc.  
Los Angeles Lakers  
Los Angeles World Airports  
Metro  
Metropolitan Water District  
Nestle USA, Inc.  
Occidental Petroleum Corporation  
PriceWaterhouseCoopers  
Ralphs Grocery Company

Raytheon Company  
Siemens Corporation  
Smith Barney (Division of Citigroup Global Markets, Inc.)  
Transamerica Occidental Life Insurance Company  
United Airlines  
Vons – A Safeway Company  
Watt Commercial Properties

### Gold Level Members

AC Martin Partners  
ACS Government Solutions  
Altria Corporate Services  
Avery Dennison  
Bank of the West  
Baxter BioScience  
Casden Properites, LLC  
Coca Cola Enterprises West  
Comerica  
Continental Airlines  
ECOWAS (Economic Council of West African States) USA  
FedEx Services  
Forest Lawn

The Groop  
The Home Depot  
IBM Corporation  
KeyBank  
KPMG, LLP  
Latham & Watkins, LLP  
Marsh Risk & Insurance Services  
Millennium Biltmore Hotel  
NBC 4 Telemundo.  
Northern Trust Bank of California, N A  
Office Depot (# 932)  
O'Melveny & Myers LLP  
Rose Hills  
Salesforce.com

State Compensations Insurance Fund  
TELACU Industries  
Union Bank of California  
United Parcel Service  
Univision TV, Los Angeles  
US Bank  
U.S. Trust Company, N. A.  
Valero Energy Corporation Wilmington Refinery  
Verizon  
The Walt Disney Company  
Washington Mutual Bank  
The Westin Bonaventure

### Silver Level Members

1st PMF Bancorp  
Act-1 Personnel Services  
Aetna  
The Aerospace Corporation  
AIMCO  
American Honda Motor Company, Inc.  
American Red Cross Blood Services  
Anheuser Busch, Incorporated  
Anschutz Entertainment Group  
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 Systems  
Cerrell Associates, Inc.  
City National Bank  
Countrywide Bank N.A.

Englander & Associates  
Farmers Insurance Group of Companies  
Fluor Corporation  
Gibson, Dunn & Crutcher, LLP  
Glendale Kia (City of Los Angeles)  
Grobstein, Horwath and Company, LLP  
Health Net  
Hilton Hotels Corporation  
Hoffmann Search, LLC  
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.  
Mattel, Inc.  
Mellon 1st Business Bank  
MWH

Northrop Grumman Corporation  
Palmer Investments, Inc.  
Parsons Corporation  
The Patina Group  
RBZ, LLP  
Sheppard, Mullin, Richter & Hampton, LLP  
Sidley Austin, LLP  
Six Flags Magic Mountain  
Soloman David Capital Advisers & Co.  
Squire, Sanders & Dempsey, LLP  
Tarzana Treatment Centers  
UCLA Anderson School of Management  
Unified Western Grocers, Inc.  
Union Pacific Railroad Company  
URS Corporation  
USC Credit Union  
USI of Southern California  
Vantage Learning  
Vulcan Materials Company CalMat Division  
Westfield Corporation, Inc.

# 2006 Annual Report

## 2006 FINANCIALS

### Statement of Activities

YEAR ENDED DECEMBER 2006

#### REVENUES

Membership dues	\$ 1,582,318
Events and activities	\$ 1,344,640
Rental and investment income	\$ 694,143
Other revenues	\$ 1,176,575
<b>TOTAL REVENUES</b>	<b>\$ 4,797,676</b>

#### EXPENSES

Salaries and related expenses	\$ 2,116,586
Events and activities	\$ 676,881
Professional services	\$ 563,845
Meetings and travel	\$ 331,623
Telephone and supplies	\$ 215,236
Repairs and maintenance	\$ 555,551
Depreciation	\$ 159,875
Other Expenses	\$ 263,854
<b>TOTAL EXPENSES</b>	<b>\$ 4,883,451</b>

**CHANGE IN NET ASSETS** \$ (85,775)

### Statement of Financial Position

DECEMBER 31, 2006

Cash and investments	\$ 747,718
Accounts receivable, net	\$ 467,746
Other assets	\$ 231,974
Property, net	\$ 4,346,871
<b>TOTAL ASSETS</b>	<b>\$ 5,794,309</b>

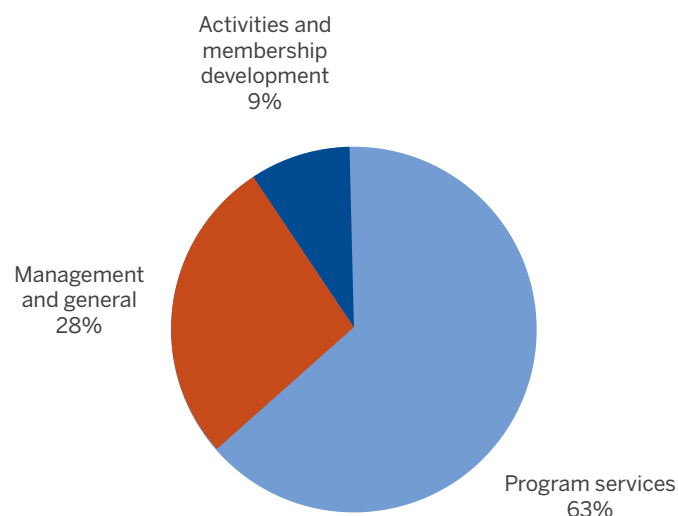
Accounts payable	\$ 644,099
Deferred revenue	\$ 965,398
Total liabilities	\$ 1,609,497
Net assets	\$ 4,184,812
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 5,794,309</b>

### Functional Expenses

YEAR ENDED DECEMBER 31, 2006

Program services	\$ 3,076,699
Management and general	\$ 1,379,336
Activities and membership development	\$ 427,416

**TOTAL FUNCTIONAL EXPENSES** \$ 4,883,451





Los Angeles Area  
Chamber of Commerce

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