A better L.A. is our business

2007 Annual Report
Message from the Board Chair and President & CEO

To Our Members:

From its inception, the Los Angeles Area Chamber of Commerce has sought full economic prosperity and quality of life for the L.A. region. Our work in 2007 has helped us come closer to achieving this mission.

This year, the L.A. Area Chamber’s advocacy efforts have helped advance a pro-business agenda throughout Los Angeles County. From issues ranging from health care to the renovation of the Los Angeles International Airport (LAX), the Chamber’s advocacy efforts have helped build the economy and make our region more business friendly.

Our accomplishments this year are many. Through our ongoing lobbying efforts and Access Event Series, Southern California has received much-needed investment in its infrastructure. The Chamber-sponsored Cash for College bill, signed into law this year by Gov. Arnold Schwarzenegger, has extended access to financial aid and higher education for all California students. And the Chamber voiced support for the TraPac project, the first of many needed green growth projects at the Port of Los Angeles.

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. This year, we’ve put a concentrated effort towards the development of our small business members through new programming that best meets their needs. We’ve also introduced an economic briefing to keep all our members informed on the rapidly changing economy and its impact on business.

In 2007, the Chamber also embarked on a process to give our organization a fresh look and feel. Working closely with a design team, we designed and updated the Chamber’s time-honored logo and adopted our new tagline “A better L.A. is our business” to convey to members that we are just as invested in the development of business as we are to a better future for all of Los Angeles.

We are pleased to present this annual report, which highlights the Chamber’s activities in 2007. From effective policy advocacy to expanded programs and resources for our members, 2007 was a year of success and growth for the Chamber. We expect even greater success in 2008 and are honored to continue serving the thriving business community of Los Angeles.
Business advocacy at the local, state and federal level remained a focal point for the Chamber in 2007. As the voice of business, the Chamber sought to bring about change for the betterment of the L.A. 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 infrastructure, health care, green growth at the ports and much more. The Chamber’s signature Access Advocacy trips connected business owners with policymakers through trips to Washington, D.C., Sacramento and L.A. City Hall. Other ongoing policy events included our monthly Accenture Pancakes & Politics Breakfast Speaker Series, Mobility 21 Coalition meetings and task forces for issues of interest such as redistricting and the renovation of the Los Angeles International Airport. The Chamber continued distributing The Chamber VOICE, The Business Perspective and L.A. Business this Week as an influential commentary and review on political and public issues.

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

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Aviation

With the understanding that the Los Angeles International Airport (LAX) is a regional economic engine which supports hundreds of thousands of jobs in Los Angeles and throughout Southern California, the Chamber created an aviation task force to support the renovation of LAX to help it maintain its status as a global facility.

- The Chamber developed guiding principles to articulate our position on the renovation of LAX and to assess the viability of specific airport proposals.
- The Chamber facilitated and hosted stakeholder meetings throughout the year on bringing LAX back to its glory days as a leading world-class airport. At a luncheon event, FAA Administrator Marion C. Blakey discussed the importance of safety at our airports.

It is gratifying to be part of a winning Chamber team whose goal is to enhance the future economic opportunities and quality of life for every citizen and business in our state. At the Los Angeles Area Chamber of Commerce, a better L.A. is our business and building a better California is an important part of that recipe.

- Chamber President & CEO Gary Toebben

WALKING WITH THE GOVERNOR. Chamber Board Chair David Fleming, Latham & Watkins LLP, and Chamber President & CEO Gary Toebben discuss health care with Gov. Arnold Schwarzenegger after a Capitol news conference in September.
Business Growth

The Chamber continued its efforts to create more opportunities for small businesses and advocated for economic development policies to incentivize job and business growth throughout Southern California.

- Recognizing the importance of L.A.’s small businesses, the Chamber created a Small Business Owners Roundtable in 2007, allowing owners to build relationships, discuss issues, and share challenges and solutions to help their business grow.

- Also this year, Chamber members stayed informed about the state of L.A.’s economy and what to expect in the future, through the Chamber’s new Economic Outlook Briefing. The briefing, presented by Beacon Economics, helped business leaders understand the diverse and ever-changing Southern California market.

Education & Workforce Development

The Chamber worked to address education issues in the region, including quality education, college access and job training systems that ensure students and adults are prepared to succeed in tomorrow’s economy and contribute to our society.

- Gov. Arnold Schwarzenegger signed AB 1540, the Chamber-sponsored Cash for College bill, into law in October. Cash for College, co-founded by the Chamber, is now an official state program established within the California Student Aid Commission. The program will provide more young people with access to financial aid and higher education.

- The Chamber joined education, business, civic and community leaders to successfully lobby for the passage of AB 1014, which will ensure that state matching funds are available to build the new schools required to reduce busing, relieve overcrowded campuses and eliminate multi-track calendars.

- The Chamber helped the Los Angeles Unified School District continue to form small learning communities (SLCs), totaling nearly 300 SLC’s by December 2007.

Governance

- The Chamber and 20 partnering organizations—the largest-ever bipartisan delegation in the Chamber’s history—stormed Capitol Hill in late March for Access Washington, D.C., to spread the message that Southern California is a national asset. The delegation met with numerous federal legislators including Sen. Edward Kennedy, Sen. Dianne Feinstein and Sen. Barbara Boxer to seek funding for critical projects in our region. During the three-day trip, more than 200 business leaders met with key lawmakers on issues including gang violence, transportation, health care, free trade agreements and global warming.

- After the L.A. City Council approved a substitute ordinance establishing a living wage requirement for privately owned hotels adjacent to LAX, the Chamber and the Hotel Association of Los Angeles continued to speak out against the law and against efforts for a boycott of affected hotels.

“This is a Chamber that has demonstrated incredible leadership in this town, whether it’s to train our workforce or to offer summer jobs to our youth.”

– Los Angeles Mayor Antonio Villaraigosa.

HIRE LA’S YOUTH. CBS 2 Sports Director Jim Hill, left, and L.A. Mayor Antonio Villaraigosa, right, recognize Daymond Rice, Vons, in August for providing youth with summer employment opportunities.
Health Care

Expanding health insurance coverage, establishing the most effective governance structure for Los Angeles County’s health system, promoting healthier living and lowering overall health costs remained top priorities for the Chamber.

- In the spring the Chamber developed 18 guiding principles on health care reform. The Chamber is an advocate for comprehensive reform that preserves what works in the current system and sets a framework to eliminate its shortcomings. The principles stressed the need for access, shared costs and incentives.
- The Chamber endorsed Gov. Arnold Schwarzenegger’s health care reform proposal in September, making it one of the first business organizations to come out in support of the plan.

International Trade

The Chamber fostered the development and access to international markets by local companies and sought to maximize the region’s diversity to promote increased global trade opportunities, resulting in economic growth domestically and abroad.

- Doing business and building relationships with foreign countries was a focal point at the Chamber in 2007. New Zealand Ambassador to the United States Roy Ferguson briefed the Chamber on trade in the Asia Pacific Rim. Business relations with Los Angeles were discussed with:
  - Mayor Miguel Lifschitz of Rosario, Argentina
  - Mayor Younong Lian of Beihai, China
  - Dr. Ali Abbasov, minister of communications and information technologies of Azerbaijan
  - Governing Mayor Klaus Wowereit of Berlin, Germany.
- The Chamber signed a partnership agreement with the Export-Import Bank of the United States in the fall to give L.A.-based small and medium sized businesses easier access to financing for export opportunities.

Land Use & Housing

The Chamber met with local and state officials to discuss government mandates, the California Environmental Quality Act process improvements, smart growth, infrastructure and the cost of housing in the Los Angeles region.

- The Chamber continued to lobby for the creation of a state mandated SB 1818 local implementing ordinance to provide much needed incentives for developers to build affordable housing in the city. After more than three years of negotiations, the L.A. City Council, led by City Council President Eric Garcetti, moved forward on the implementation.
- In November, the Chamber’s Land Use, Construction & Housing Committee successfully lobbied to remove the city’s first right of refusal out of the local ordinance, which would have afforded various city entities the ability to purchase the affordable units in a project notwithstanding a developer’s election to rent the units.

“The Chamber has shown such great leadership in bringing regional organizations together. Having these many voices delivering messages on core issues is necessary to make a sufficient impact on the congressional audience.”

- Bill Allen, president & CEO
Los Angeles County Economic Development Corp.
The Chamber’s work on housing, transportation and workforce development is imperative to retaining L.A. as a strong and competitive force.

— Peter Villegas, Washington Mutual Bank

**Transportation & Goods Movement**

The Chamber took an active role in local, regional and national issues and championed positions that would provide system-wide solutions for the region’s mobility – highway, rail, air and transit.

- In the beginning of the year, the Chamber actively worked to make sure the $37.5 billion infrastructure bond on the November ballot succeeded—and it did. California voters voted yes on Propositions 1A through 1E, which will fund critically important infrastructure needs in California.

- Mobility 21 held its Sixth Annual Southern California Transportation Summit in November—the first transportation alliance uniting five Southern California counties and consolidating the power of 17 million residents. The Chamber co-founded Mobility 21 to advocate for federal and state funding for transportation in the region and is pleased that in the past five years, the Mobility 21 coalition has brought to national attention significant issues, including goods movement through the ports of Los Angeles and Long Beach and its effect on freeway traffic and air pollution.

- The Chamber voiced support for the TraPac project at a public comment meeting on the Environmental Impact Report (EIR) in August. The EIR was one of the first projects to come up at the Port of Los Angeles in several years. The TraPac project provides an unprecedented opportunity to move forward with a green growth plan balancing port growth with environmental concerns.

**BUILDING AN EDUCATED WORKFORCE**

**Education & Workforce Development**

The Chamber is a leading advocate for education reform and provides programs to help businesses connect to schools, expand college access and develop the future workforce.

**Cash for College**

The Chamber hosted the Financial Aid Workshops in February—more than 500 state wide—and the annual College and Career Convention in October, providing more than 15,000 students and families with college-access information and hands-on assistance completing financial aid forms.

**HIRE LA’s Youth**

The Chamber, AT&T and Vons joined L.A. Mayor Antonio Villaraigosa and the City of Los Angeles to support the HIRE LA’s Youth campaign to help more than 10,000 young adults gain access to employment opportunities during the summer.

**Work Readiness Certification**

In collaboration with HIRE LA’s Youth, the Chamber’s Work Readiness Certification program certified nearly 400 young adults in 2007 as work-ready, allowing employers to identify qualified candidates.

““We must all work together to get our youth prepared with the proper work skills if they are going to succeed in today’s work environment. The L.A. Area Chamber’s Work Readiness Certification program is the right step toward helping our youth enter the workforce.””

— L.A. City Council President Eric Garcetti
FOSTERING CIVIC LEADERSHIP

Leadership Development
Together with our partner the Southern California Leadership Network (SCLN), the Chamber offered members the opportunity to participate in community citizenship, experiential learning and exposure to regional issues through Leadership L.A. and Leadership Southern California. SCLN continued to expand its programming and organizational infrastructure in 2007, through a 12-month, $125,000 grant from the James Irvine Foundation.

Leadership L.A.
More than 35 local emerging leaders participated in SCLN’s Leadership L.A. program, which focused on community issues including: education and workforce development; health care and the creative economy.

Leadership Southern California
Forty emerging leaders from across the region participated in SCLN’s Leadership Southern California program, which covered five counties from Sacramento to Northern Mexico and emphasized regional issues including Southern California’s key trade infrastructure, public safety and water.

Conversations with Leaders
In 2007, SCLN introduced the Conversations with Leaders speaker series for the nearly 1,000 alumni network, bringing together leaders from the business, government and non-profit sectors to discuss relevant topics and reflect on leadership.

The Network Connection
SCLN also launched a monthly email newsletter for its alumni network and other civic leaders this year, recapping all SCLN seminars, events and special programs.

Leadership Initiatives
To promote lifelong learning and civic involvement, SCLN partnered with the Metropolitan Water District of Southern California on a two-day water inspection trip of the Colorado River Aqueduct system for alumni interested in California’s drought and other water infrastructure issues.

SCLN has inspired me to think regionally and act locally. Many of the challenges facing California today require regional collaboration and planning that are brought to life at the local, community and often neighborhood level.

– Randal Hernandez, Bank of America.
Helping Members Grow

**Ambassador’s Club**
The Chamber provided significant personal and professional development opportunities for members to volunteer as Chamber Ambassadors and engage other members in Chamber programs at events and networking sessions.

**Business After Hours Mixer**
Six mixers were held in 2007 bringing together more than 4,000 business people from a number of different industry sectors and allowing Chamber members to network, connect and build relationships.

**Economic Outlook Briefing**
This year, the Chamber hosted two economic briefings from top economists designed to keep the business community engaged on issues affecting L.A.’s economy.

**Export Seminar Series**
For our members in the international trade industry, the Chamber’s six-part export series covered the basics of exporting techniques and taught participants how to assess and maximize their own export potential and programs.

**Public Policy Committees**
Chamber members continued to help shape the Chamber’s overall advocacy agenda and effect policy decisions through participation in our seven public policy committees. Chamber Public Policy Committees stayed informed and actively participated in our meeting and advocacy trips so they could take action locally, statewide and at the federal level. Policy committees include:

- Aviation
- Education & Workforce Development
- Energy Water & Environment
- Health Care
- International Trade & Investment
- Land Use, Construction & Housing
- Transportation & Goods Movement

*Referral Network*
The referral forum met bi-monthly to allow members to expand their contacts, develop strategic relationships and exchange legitimate business leads.

*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, World Trade Week Kickoff Breakfast, Small Business Awards Luncheon, Golf Classic and Mobility 21 Summit.

*Small Business Owners Roundtable*
In 2007, the Chamber introduced the Small Business Owners Roundtable to connect small business owners and provide a forum for Chamber members to build meaningful relationships, discuss issues, and share challenges and solutions to further develop their business.

“The single best investment a small business operating in L.A. can make is to become a member of the Chamber and actively participate in the Small Business Council.”

– Brandon Shamim, Beacon Management Group.
The Connection Point
The Connection Point event series was hosted to empower members with skills and techniques to network and market their way to the top of their industry.

V.I.P. Receptions
The Chamber hosted several receptions for our Circle Level members providing executive-level networking and timely discussion for business leaders. This year’s V.I.P. receptions included a Summer V.I.P. Reception at the Walt Disney Concert Hall and a Holiday V.I.P. Reception at the Millennium Biltmore Hotel.

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.

Strengthening the Voice of Business
In 2007 the Los Angeles County Business Federation (BizFed) formed. The Chamber co-founded the grassroots alliance of L.A. County business organizations dedicated to mobilizing the collective voice of business.

PROVIDING INFORMATION AND OPPORTUNITIES

Affordable Advertising Programs
Members increased their visibility via high-exposure advertising in the Chamber VOICE quarterly newsletter, L.A. Business This Week weekly email newsletter and Los Angeles Business, the Annual Magazine and Member Directory of the L.A. Area Chamber.

Bottom-Line Benefits Program
Chamber members such as DHL, Office Depot, The Parking Spot and NationJobs gained exposure and business by offering discounted products and services to help members reduce the cost of doing business.

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 discourse. The Chamber hosted numerous events and news conferences supporting the mission of the organization and its members in the Chamber building.

Member Advantage
The Chamber’s ongoing member-to-member discount program allowed members to save money on the products and services of fellow members. Participation also provided a valuable promotional channel to increase exposure for products and services.

“I believe in the Chamber and its mission to bring business and community together in one place to impact the future business growth of Los Angeles.”

– Forescee Hogan-Rowles
Community Financial Resource Center
EXECUTIVE COMMITTEE

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David Fleming, Of Counsel, Latham & Watkins, LLP

FIRST VICE CHAIR
Timothy McCallion, President, Pacific Region, Verizon

SECOND VICE CHAIR
Fran Inman, Senior Vice President, Corporate Development, Majestic Realty Co.

IMMEDIATE PAST CHAIR
David Nichols, Senior Vice President-California, AT&T

PRESIDENT & CEO
Gary Toebben

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Rory DeJohn, Senior Vice President & General Manager, Turner Construction Company
La Donna DiCamillo, Director of Government Affairs, BNSF Railway Company
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John B. Gatlin, Senior Vice President & General Counsel, Nestle USA, Inc.
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Karen Hathaway, President & Managing Partner, Los Angeles Athletic Club
Robert M. Hertzberg, Partner, Mayer, Brown, Rowe & Maw
Walter Hill, President & CEO, Icon Blue Inc.
Jeffrey Hirsch, President, L.A. Metro Division, Time Warner Cable
Raymond W. Holdsworth, President, AECOM Technology Corporation
Janice Bryant Howroyd, Chairman & CEO, The Act 1 Group of Companies
Gilbert F. Ivey, Executive Vice President, Metropolitan Water District of Southern California
Carol Jackson, VP, External Affairs, Macy’s West
Don Jue, VP, Small & Midmarket-Western Region, IBM Corporation
Kevin E. Kelso, President of Personal Lines Insurance, Farmers Insurance Group of Companies
Matthew Kestian, Director, Microsoft Corporation
Maureen A. Kindel, Senior Managing Director, Global Consulting Group, Rose & Kindel
Daniel E. Kinney, Vice President of Operations, State Farm Insurance
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Samson Mengistu, Assistant Executive Director, Los Angeles World Airports
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Rick Richmond, Partner in Charge, Kirkland & Ellis, LLP
Gary Rocheleau, VP, Retail Marketing Execution, Vons
John R. Roddy, Partner, Accenture
Daniel Rosenfeld, Principal, Urban Partners, LLC
Alan I. Rothenberg, Chairman & CEO, 1st Century Bank
Stephen D. Rountree, President, Los Angeles Music Center
Dominick W. Rubalcava, Attorney At Law, Law Offices of Dominick Rubalcava
Steven Scott, Vice President, Blue Cross of California
John H. Semcken, III, Vice President, Pacific Palms Conference Resort
Brandon F. Shamim, President, Beacon Management Group
Robert Simonds, President, The Robert Simonds Company
Roger Snoble, Chief Executive Officer, Metro
Steve Soboroff, President, Playa Vista
R.K. (Rod) Spackman, Manager, Public & Government Affairs-LA Basin, Chevron Products Company
Lee M. Stewart, Senior Vice President, The Gas Company, a Sempra Energy utility
Blair H. Taylor, President & CEO, Los Angeles Urban League
James Thomas, Chairman, President & CEO, Thomas Properties Group
Matthew A. Toledo, President & Publisher, Los Angeles Business Journal
Rhea Turteltaub, Interim Vice Chancellor, External Affairs, University of California, Los Angeles
Carlos J. Valderrama, Director of Latin American Operations, Carsmith Ball, LLP
Raymond A. Watt, Founder & Chairman of the Board, Watt Companies
Kenton C. Woods, President & CEO, Rose Hills Company
Robert A. Wyman, Partner, Latham & Watkins, LLP
Rocky Young, Senior Vice Chancellor, Los Angeles Community College District
Andrew Zehnder, Branch President, Countrywide Insurance Service, Inc.
EX-OFFICIO

William C. Allen, President & CEO, Los Angeles County Economic Development Corporation
Betsey Berkhemer Credaire, Boardmember, Southern California Leadership Network
Pamela Corradi, Chair, United Chambers of Commerce
David Crippens, Chair, UNITE-LA
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Helen Han, Chief Executive Officer, NAWBO-LA
Joseph Jou, President, Asian Business Association
Mark S. Liberman, President & CEO, LA INC. The Convention and Visitors Bureau
Mark Mayers, Chair, World Trade Week Executive Committee
Bob Scott, Chairman, Valley Industry & Commerce Association
David Simon, President, Los Angeles Sports Council
Steven W. Weston, Chairman, Central City Association

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CO-CHAIR: Joe Czyzyk, Mercury Air Group, Inc.

Education & Workforce Development
CHAIR: Don Jue, IBM
CO-CHAIR: Edward Munoz, Raytheon Company

Energy, Water & Environmental Quality
CO-CHAIR: Ronald R. Gastelum, SunCal Companies
CO-CHAIR: Robert Wyman, Latham & Watkins, LLP

Health Care
CHAIR: Thomas Priselac, Cedars-Sinai Health Systems
CO-CHAIR: William Caswell, Kaiser Permanente
CO-CHAIR: Albert L. Greene, Valley Presbyterian Hospital

International Trade & Investment Committee
CHAIR: Carlos Valderrama, Carlsmith Ball, LLP

Land Use, Construction & Housing
CHAIR: Daniel Rosenfeld, Urban Partners, LLC.
CO-CHAIR: Daniel Gryczman, Manatt, Phelps & Philips, LLP
CO-CHAIR: Cindy Starrett, Latham & Watkins

Transportation & Goods Movement
CO-CHAIR: LaDonna DiCamillo, BNSF Railway
CO-CHAIR: Fran Inman, Majestic Realty Co.

INDUSTRY COUNCILS

Small Business Council
CHAIR: Brandon Shamim, Beacon Management Group
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Gary Toebben, President & CEO
David Eads, Senior Vice President
Noly Lallana, Chief Financial Officer
Samuel Garrison, VP of Public Policy
Kevin Cottrell, VP of Leadership Programs

David Rattray, VP of Education & Workforce Development
Gwen Oldham, Director of Marketing & Communications
Michelle Attebery, Director of Events
Alma Salazar, Director of Education & Workforce Development

2007 DIAMOND CLUB MEMBERS

[Logos of various companies]
# 2007 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
- Nestle USA, Inc.
- Occidental Petroleum Corporation
- PriceWaterhouseCoopers
- Raytheon Company
- Siemens Corporation
- Smith Barney (Division of Citigroup Global Markets, Inc.)
- Transamerica Occidental Life Insurance Company
- United Airlines
- Verizon
- Vons – A Safeway Company
- Watt Commercial Properties

## Gold Level Members

- AC Martin Partners
- ACS Government Solutions
- Allen Matkins Leck Gamble Mallory & Natsis LLP
- Anheuser Busch, Incorporated
- Bank of the West
- Casden Properties, LLC
- Clark Construction Group-California, LP
- Coca Cola Enterprises West
- Comerica
- Continental Airlines
- Delta Air Lines, Inc.
- FedEx Services
- Forest Lawn
- The Grop
- The Home Depot
- IBM Corporation
- Kaufman & Downing LLP
- KPMG, LLP
- Marsh Risk & Insurance Services
- Mellon 1st Business Bank
- Metro PCS
- Millennium Biltmore Hotel
- NBC Universal
- Northern Trust Bank of California, N.A
- Office Depot (#932)
- O'Melveny & Myers LLP
- Plains All American Pipeline, L.P.
- Rose Hills
- Salesforce.com
- TELACU Industries
- Union Bank of California
- United Parcel Service
- Univision TV, Los Angeles
- U.S. Bank
- Valero Energy Corporation
- 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 Apparel, Inc., LLC
- American Honda Motor Co., Inc.
- American Red Cross Blood Services
- Anschutz Entertainment Group
- Arnold & Porter LLP
- Blue Shield of California
- The California Endowment
- Catholic Healthcare West
- CDM – Camp Dresser McKee
- Cedars-Sinai Health System
- Cerrell Associates, Inc.
- City National Bank
- Countrywide Bank N.A.
- Englehardt & Associates
- Farmers Insurance Group of Companies
- Fluor Corporation
- Gibson, Dunn & Crutcher LLP
- Groebstein, Horwath and Company, LLP
- Health Net
- Hilton Hotels Corporation
- Hudson Group
- JP Morgan Investment Management
- KTLA-TV
- Loeb & Loeb LLP
- Los Angeles Biomedical Research Institute at Harbor-UCLA Medical Center
- Los Angeles Community College District
- Los Angeles Convention Center
- Los Angeles Galaxy
- Lowe Enterprises, Inc.
- Macy’s West
- Mattel, Inc.
- MWH
- Northrop Grumman Corporation
- Palmer Investments, Inc.
- Park Fifth, LLC
- Parsons Corporation
- The Patina Group
- RBZ, LLP
- Shell Oil Company
- Sheppard, Mullin, Richter & Hampton, LLP
- Sidney Austin, LLP
- Six Flags Magic Mountain
- Solomon David Capital Advisers & Co.
- Squire, Sanders & Dempsey, LLP
- Tarzana Treatment Centers
- UCLA Anderson School of Management
- Unified Western Grocers., Inc.
- Union Pacific Railroad Company
- United Insurance Partners
- URS Corporation
- USC Credit Union
- USI of Southern California
- Vantage Learning
- Vulcan Materials Company CalMat Div.
- WesPac Energy Group
- Westfield Corporation, Inc.
- Winner and Associates
- Woodside Natural Gas, Inc.
2007 FINANCIALS

Statement of Financial Position
DECEMBER 31, 2007

Cash and investments $ 834,881
Accounts receivable, net 266,606
Other assets 290,786
Property, net 4,238,990
TOTAL ASSETS $ 5,631,263

Accounts payable $ 591,015
Deferred revenue 791,714
Total liabilities 1,382,729
Net assets 4,248,534
TOTAL LIABILITIES AND NET ASSETS $ 5,631,263

Functional Expenses
YEAR ENDED DECEMBER 31, 2006

Program services $ 3,473,381
Management and general 1,339,805
Activities and membership development 463,058
TOTAL FUNCTIONAL EXPENSES $ 5,276,244

Statement of Activities
YEAR ENDED DECEMBER 2007

REVENUES
Membership dues $ 1,669,313
Events and activities 1,422,046
Rental and investment income 667,535
Other revenues 1,581,072
TOTAL REVENUES 5,339,966

EXPENSES
Salaries and related expenses 2,378,225
Events and activities 561,499
Professional services 447,540
Meetings and travel 529,967
Telephone and supplies 213,915
Repairs and maintenance 548,621
Depreciation 149,812
Other Expenses 446,665
TOTAL EXPENSES 5,276,244

CHANGE IN NET ASSETS $ 63,722