A better L.A. is our business

2008 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 prosperity for the L.A. region. Our efforts in 2008 helped us come closer to our mission.

The Chamber’s advocacy efforts resulted in advancements toward LAX modernization, traffic relief and better schools. The Chamber-authored Voters FIRST initiative passed on the November ballot and will make statewide elections more competitive and politicians more accountable. Proposition 11 will create a transparent and bipartisan citizen commission to draw new legislative districts after the 2010 census.

2008 proved to be a challenging year for business as the economy began showing signs of a downturn. In Los Angeles, City Council President Eric Garcetti announced a new council committee on Jobs, Business Growth & Tax Reform and Mayor Antonio Villaraigosa unveiled a new economic development vision to combat the downturn. The Chamber partnered with the city and other business and labor interests and vowed to take swift action to attract new investment and jobs in our city and region.

The Chamber is only as strong as our members, and we are continuously working to enhance the businesses that make our organization a powerful alliance.

The focus of the Chamber in 2009 will be jobs and economic recovery, to build a solid foundation for the future.

We are pleased to present this annual report, which highlights the Chamber’s activities in 2008 to serve the thriving business community of Los Angeles.

Timothy McCallion
PRESIDENT, WEST REGION
Verizon
2008 Board of Directors Chair

Gary L. Toebben
PRESIDENT & CEO
Every initiative the Los Angeles Area Chamber of Commerce endorsed in the Nov. 4, 2008 ballot passed. “California voters sided with business by supporting critical initiatives to improve our economy and quality of life for years to come,” said Chamber President & CEO Gary Toebben. Thank you to our members for joining us in voting for a better L.A.

Proposition 11
**Voters FIRST Act, Redistricting Reform**
Passed by nearly 200,000 votes

Proposition 1A
**Safe, Reliable High-Speed Passenger Train Bond Act**
Passed by more than 600,000 votes

Proposition 3
**Children’s Hospital Bond Act**
Passed by more than 1.2 million votes

Proposition 12
**Veterans’ Bond Act of 2008**
Passed by more than 3.2 million votes

Measure B
**City of Los Angeles – Update of Low Rent Housing Authorization**
Passed by more than 200,000 votes

Measure J
**Los Angeles Community College District – Local Community College Classroom Repair, Public Safety, Nursing and Job Training Measure**
Received more than 55 percent of the vote, passed by more than 600,000 votes

Measure Q
**Los Angeles Unified School district – Safe, Healthy Neighborhood Schools Measure**
Passed by nearly 500,000 votes

Measure R
**Los Angeles County Metropolitan Transportation Authority – Traffic Relief, Rail Extensions, Reduce Foreign Oil Dependence**
Received two-thirds of the vote, passed by more than 1 million votes

Statistics provided by the California Secretary of State and County of Los Angeles Registrar-Recorder
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 level remained a focal point for the Chamber in 2008. As the voice of business, the Chamber sought to bring about change for the betterment of the L.A. region in an uncertain economic climate. 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 the economy, jobs, infrastructure, health care, green growth at the ports and much more. The Chamber’s Access advocacy trips connected business owners with policymakers in 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 related to business growth and development. The Chamber maintained daily communications with members through electronic and printed information like The Chamber VOICE, The Business Perspective and L.A. Business this Week.

I think the Chamber has a very influential and powerful voice through partnership and their advocacy with governmental leaders is critical.

– State Controller John Chiang

Aviation

The Los Angeles International Airport is a regional economic engine that supports hundreds of thousands of jobs in Los Angeles and throughout Southern California. The Chamber continued to advocate for the modernization of LAX to help it maintain its status as a global facility.

- The Chamber supported the Board of Airport Commissioner’s decision to begin an environmental impact study on proposed LAX safety and passenger experience improvements. The Chamber engaged officials from the Los Angeles World Airports and Steven R. Chealander, board member of the National Transportation Safety Board, on how to move forward on the renovation of the Los Angeles International Airport (LAX). The environmental review will provide the clearest set of data for airport officials and the city’s elected officials to decide which alternative will provide the safest, most cost-effective and environmentally sensitive solution for this potentially catastrophic problem. The review is a major step towards making LAX a world-class airport once again.
Business Growth

The Chamber continued its efforts to create more opportunities for small business success and advocated for economic development policies to incentivize job/business growth throughout Southern California in a challenging economy.

The Chamber testified on the importance of partnering with the business community to make L.A. more business friendly and to strengthen our two key economic engines — the Port of Los Angeles and LAX — at the city’s new Jobs, Business Growth & Tax Reform Committee. The committee, chaired by L.A. City Councilmember Greig Smith and co-chaired by Councilmembers Wendy Greuel and Herb Wesson, is focused on improving L.A.’s business climate and continued business tax reductions.

Chamber members heard from Dr. Christopher Thornberg, Beacon Economics, on what’s ahead for the economy at the Chamber’s Economic Outlook Briefing, held quarterly for Circle Level and Board Members.

“ All of us have to recognize that meeting the challenges that come with serving 38 million people in California during a less vibrant economy will require sacrifice — we must work together to meet these challenges. If we are going to weather the economic storm we must plan ahead and make sure we are giving our businesses the support and tools they need to succeed.”

– Chamber President & CEO Gary Toebben

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.

The Chamber-authored AB 2078 (Fuentes) for work-based learning passed the State Assembly floor with unanimous support from Democrats and Republicans. Chamber-authored AB 2648 (Bass, Steinberg), which calls for a report on increasing access to Multiple Pathways, passed State Senate Appropriations. The Chamber’s legislative package will improve high school public education to give students better tools to succeed in the global economy and provide businesses with a stronger workforce pipeline.

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. Assembly Majority Leader Karen Bass authored the bill, with State Sen. Tom Torlakson and Assemblymember Mark Leno as the principal co-authors.

The Chamber, AT&T, Vons and other businesses teamed with L.A. Mayor Antonio Villaraigosa and the City of Los Angeles to support the HIRE LA’s Youth campaign to help thousands of young adults gain access to employment opportunities during the summer. The Chamber set a new goal of providing 15,000 jobs in the coming year.

Energy, Water & Environment

The Chamber formed a coalition of state business and labor leaders to advocate for a comprehensive package to restore the Sacramento-San Joaquin Delta and ensure water quality and reliability for Southern California. Also, the Chamber, in partnership with the Metropolitan Water District of Southern California, hosted multiple inspection tours of the Delta and its aging levee system for L.A. City councilmembers, directors and commissioners. The Chamber also met with state legislators to form an L.A. County Water Caucus to address the state’s deteriorating water system.

The Chamber endorsed the Los Angeles Department of Water and Power’s (LADWP) proposed increase of local water and electricity base rates in order to fund vital infrastructure improvements with two key conditions. First, the city must establish an independent citizen oversight committee to monitor spending. Second, the new revenue generated by the increase should be earmarked for infrastructure and not diverted to the city’s general fund for other programs.
The Chamber-supported TraPac project at the Port of Los Angeles was approved by the Board of Harbor Commissioners in April. The agreement sets a precedent for future green growth projects at the port, and creates a formula that will fund substantive environmental mitigations based on future growth of container traffic. The Chamber also supported the business friendly versions of the ports’ truck plan and testified in support of the Port of Long Beach, which did not eliminate independent truck drivers.

**Governance**

The Chamber-authored Voters FIRST initiative passed on the November ballot and will make statewide elections more competitive and politicians more accountable. Proposition 11 – initiated by the L.A. Area Chamber, AARP, Common Cause and the League of Women Voters – will be the first step in ending partisan gridlock that is paralyzing Sacramento by creating a 14-person independent citizens commission to draw district boundaries for the State Senate, State Assembly and State Board of Equalization. The measure creates a transparent process that requires support from Democrats, Republicans and Independents for approval of all new district lines.


Legislation that would have required all California employers to provide paid sick leave to part-time, seasonal and temporary workers was defeated in the State Senate. The Chamber joined a coalition of businesses to oppose the mandate, which would hurt California’s competitiveness at a particularly difficult time in our economy.

The Chamber visited Washington, D.C. in April and Sacramento in June for the Chamber’s annual Access advocacy trips. Both trips included large delegations of business and civic leaders, who met with leading legislators to urge funding for critical projects and issues affecting our region.

**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.

The Chamber, together with other business organizations, hospital workers, patient advocates and local neighbors, advocated for the expansion of the Mission Hills-based Providence Holy Cross Medical Center. The L.A. City Council gave approval for the 101-bed expansion, despite the United Healthcare Workers union seeking to delay the expansion. The new beds are crucial to strengthening our hospital safety net that has suffered from 10 hospital closures since 2000.

During the summer, the Chamber joined doctors, hospitals and clinics to voice concern over proposed cuts in Medi-Cal payments that would have contributed to higher employer premiums and hurt our health care safety net.

The Chamber continued to push for real health care reform by testifying in support of Gov. Arnold Schwarzenegger’s health care reform proposal before the State Assembly urging them to move forward on reform, saying that placing the entire financial burden on the backs of business is unsustainable.
PROMOTING WORLD TRADE. Chamber Board Chair Tim McCallion, Verizon; International Trade & Investment Committee Chair Carlos J. Valderamma, Musick Peeler & Garrett LLP; Master of Ceremonies Giselle Fernandez-Farrand; Walt Disney International Chair Andy Bird; and World Trade Week Chair Steve Arnold, FedEx Services, Inc. at the 82nd Annual World Trade Week Kickoff Breakfast to launch more than 40 trade events in May.

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.

Chamber members discussed business opportunities and challenges in working with South Korea with several congressional leaders including U.S. Rep. Diane Watson and the Korean National Assembly at L.A. City Hall during the summer. Member companies, including AC Martin Partners and Unicorp, shared their experience in doing business with the country and the importance of passing the Free Trade Agreement.

The Chamber hosted international delegations during the fall from Brazil, Chile, Mexico, Turkey and Uruguay. Leaders and economic experts, including the President of Uruguay Tabaré Vázquez and the Mayor of Mexico City Marcelo Ebrard, engaged members on the benefits of doing business with their respective countries.

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

After more than three years of negotiations, the L.A. City Council, led by City Council President Eric Garcetti and Councilmember Ed Reyes, Planning and Land Use Management Chair, voted to implement a state-mandated local ordinance, SB 1818. The ordinance provides much needed incentives for developers to build affordable housing in the city. The Chamber opposes any efforts to exempt the city of Los Angeles from instituting this state measure or repeal the existing ordinance.

The L.A. City’s Housing, Community, and Economic Development and Planning and Land Use Management committees voted to create a Mixed-Income Housing Technical Advisory Taskforce, as advocated by the Chamber. L.A. City Councilmember Tony Cardenas introduced a motion requiring the Planning Department to amend the city’s Housing Element to include an analysis on how an inclusionary zoning policy may hinder housing availability and affordability.

The Chamber supports the construction of more affordable housing but opposes the implementation of inclusionary zoning unless incentives are developed to offset the additional costs and encourage the production of new housing.
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.

The Chamber supported the decision of the Los Angeles County Metropolitan Transportation Authority (Metro) to place a half-cent countywide sales tax initiative on the Nov. 4, 2008 election ballot to fund vital transportation and transit infrastructure projects throughout the county. With proper planning and oversight, the sales tax will generate up to $40 billion in new revenue over 30 years for much-needed transportation projects in our region.

At the 7th Annual Mobility 21 Transportation Summit, elected, business and transportation leaders focused on how the region can work together to secure much-needed resources in the 2009 federal transportation bill. The Chamber provided input on the U.S. Chamber of Commerce’s principles for the 2009 Surface Transportation Authorization. The principles stress the importance of investing in interstate and goods movement infrastructure and relieving congestion.

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 annual Financial Aid Workshops in February and the College and Career Convention in December, providing more than 13,000 students and families with college-access information and hands-on assistance completing financial aid forms.

Pillar – Business/Education Partnerships

The Chamber launched Pillar, a joint office with the Los Angeles Unified School District, which builds and supports measurable interactions between businesses and schools to improve student achievement and strengthen L.A.’s future workforce. Chamber affiliate UNITE-LA also received a $100,000 grant from the AT&T Foundation.

HIRE LA’s Youth

The Chamber, AT&T, Vons and other businesses teamed with L.A. Mayor Antonio Villaraigosa and the City of Los Angeles to support the HIRE LA’s Youth campaign to help thousands of young adults gain access to employment opportunities during the summer. The Chamber set a new goal of providing 15,000 jobs in the coming year.

“A college education is the gateway to a lifetime of career opportunities. The Cash for College: College & Career Convention is the first step in planning for college and understanding the financial resources that are available to all students.”

— 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. In December, SCLN received a grant from the James Irvine Foundation to begin new initiatives focused on the arts, creativity and economy; environmental sustainability; and global-local linkages.

Leadership L.A.
The Leadership L.A. Class of 2008 completed its nine month program in November, with the highest number of graduates from any other Leadership L.A. class.

Leadership Southern California
The Leadership Southern California Class of 2009 began its 10-month leadership development and issue-oriented sessions in the fall.

“...The value of the leadership network lies in its very name – network. The network provides a way to share information and ideas that can help you in the work that you do and in your career development. I cannot stress enough how important a tool like this is for professionals, particularly in an area as complex as Southern California.”

– James Herr,
Senior Manager of Global Corporate Citizenship-California Region,
The Boeing Company; and graduate, Leadership Southern California Class of 2006

Conversations with Leaders
SCLN continued its Conversations with Leaders Speakers 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. In 2008, SCLN continued to provide quality leadership development curriculum and events to its current class members and alumni, including a conversation with Los Angeles Police Department Chief William Bratton.

The Network Connection
SCLN continued its monthly email newsletter for its alumni network and other civic leaders this year, recapping all SCLN seminars, events and special programs.
Helping Members Grow

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 Tournament and Mobility 21 Summit.

Ambassador’s Club
The Chamber enhanced the recruitment process for the program and improved the quality of candidates participating in the Ambassador’s Club. The Chamber’s Ambassadors are member volunteers who educate and involve other members in Chamber programs and services to maximize their membership investments. Ambassadors were able to connect with nearly 300 new Chamber members and hundreds of existing members.

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

Economic Outlook Briefing
Chamber members heard from Dr. Christopher Thornberg, Beacon Economics, on what’s ahead for the economy at the Chamber’s Economic Outlook Briefing, held quarterly to Circle Level and Board Members.

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

Referral Network
The Chamber Referral Network—a business development program that helps members build business relationships in order to increase sales and revenue—experienced an increase in member participation, hosting an average of 40 participants each meeting and generating more than 200 member referrals.
Small Business Owners Roundtable
The Chamber Small Business Owners Roundtable provided a network of advisors to small business owners facing the challenges, problems and opportunities of running a business. The roundtable met six times during the year.

The Connection Point
These professionally facilitated forums helped member companies build successful business relationships and improve their marketing and networking skills.

V.I.P. Receptions
The Chamber hosted two receptions for the very important partners of our Circle of Support members to provide executive-level networking and timely discussion for business leaders.

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.

Mobility 21
Mobility 21, which was co-founded by the Chamber for Los Angeles County, now includes the transit agencies and leading business organizations from Ventura, Orange, San Bernardino and Riverside counties. Mobility 21 brings together elected officials, transportation providers, businesses, local municipalities, labor and community leaders to develop solutions to the transportation issues facing Los Angeles County.

Strengthening the Voice of Business
The Los Angeles County Business Federation (BizFed), a grassroots alliance of L.A. County business organizations co-founded by the Chamber, is mobilizing the collective voice of business.

PROVIDING INFORMATION AND OPPORTUNITIES

Affordable Advertising Programs
To help members increase their visibility, the Chamber offered affordable, high-exposure advertising in the Chamber Voice newsletter, weekly electronic newsletter, Web site, and annual magazine and member directory.

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.

Chamber Building
The organization continued to utilize the Chamber building as a key asset. 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 promotional channel to increase exposure.
EXECUTIVE COMMITTEE

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Timothy McCallion, President, Pacific Region, Verizon

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SECOND VICE CHAIR
Matthew A. Toledo, President & Publisher, Los Angeles Business Journal

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Carol Jackson, VP, External Affairs, Macy’s West
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Daniel E. Kinney, VP of Operations, State Farm Insurance

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Daniel Rosenfeld, Principal, Urban Partners, LLC
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Steven Scott, Vice President, Anthem Blue Cross
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Brandon F. Shammin, President & CEO, Beacon Management Group
Robert Simonds, President, The Robert Simonds Company
Roger Snoble, Chief Executive Officer, Metro
R.K. (Rod) Spackman, Manager, Public & Government Affairs - LA Basin, Chevron Corporation
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James Thomas, Chairman, President & CEO, Thomas Properties Group, Inc.
Francisco Uribe, Senior Manager of Government Relations, The Home Depot
Carlos J. Valderrama, Director, Latin American Operations, Musick Peeler & Garrett LLP
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Andrew ZehNDER, Branch President, Countrywide Insurance Services, Inc.

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Leron Gubler, President & CEO, Hollywood Chamber of Commerce
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Debi Schultz, President & CEO, United Chambers of Commerce of The San Fernando Valley
David Simon, President, Los Angeles Sports Council
Jane Skeeter, President-Elect, NAWBO-LA
Stuart Waldman, President & CEO, Valley Industry & Commerce Association
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CO-CHAIR: Joe Czyzyk, Mercury Air Group, Inc.

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CO-CHAIR: Karen Hathaway, Los Angeles Athletic Club
CO-CHAIR: Brandon Shamim, Beacon Management Group

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

Energy, Water & Environmental Quality
CO-CHAIR: Ronald R. Gastelum, Paul, Hastings, Janofsky & Walker LLP
CO-CHAIR: Robert Wyman, Latham & Watkins, LLP

Health Care
CHAIR: William Caswell, Kaiser Permanente
CO-CHAIR: Albert L. Greene, Valley Presbyterian Hospital

International Trade & Investment Committee
CHAIR: Carlos J. Valderrama, Musick Peeler & Garrett LLP

Land Use, Construction & Housing
CHAIR: Daniel Gryczman, Manatt, Phelps & Philips, LLP
CO-CHAIR: Pilar Hoyos, Watson Land Company

Transportation & Goods Movement
CHAIR: LaDonna DiCamillo, BNSF Railway
CO-CHAIR: Bruce Russell, Jacobs Carter Burgess

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Small Business Council
CHAIR: Brandon Shamim, Beacon Management Group

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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
Marnie O’Brien Primmer, Executive Director of Mobility 21
2008 DIAMOND CLUB MEMBERS

![At&t](image1)

![Kaiser Permanente](image2)

![American Airlines](image3)

![Anthem Blue Cross](image4)

![Aon Risk Services, Inc. of Southern California](image5)

![Deloitte](image6)

![DirecTV, Inc.](image7)

![Ernst & Young, LLP](image8)

![HMSHost Corporation](image9)

![JetBlue Airways](image10)

![Los Angeles Department of Water & Power](image11)

![Los Angeles Dodgers, Inc.](image12)

![Los Angeles Times](image13)

![MAJESTIC REALTY CO.](image14)

![Microsoft](image15)

![Ralphs](image16)

![San Manuel Band of Mission Indians](image17)

![Southern California Edison](image18)

![The Gas Company](image19)

![The Port of Los Angeles](image20)

![Time Warner Cable](image21)

![Toyota](image22)

![The Walt Disney Company](image23)

![Verizon](image24)

![Wachovia](image25)

![Wells Fargo](image26)

2008 CIRCLE LEVEL MEMBERS

**Platinum Level Members**
- American Airlines
- Anthem Blue Cross
- Aon Risk Services, Inc. of Southern California
- Deloitte
- DirectTV, Inc.
- Ernst & Young, LLP
- HMSHost Corporation
- JetBlue Airways
- Los Angeles Department of Water & Power
- Los Angeles Dodgers, Inc.
- Los Angeles Lakers
- Los Angeles World Airports
- Metro
- Metropolitan Water District of Southern California
- Nestle USA, Inc.
- Occidental Petroleum Corp.
- PriceWaterhouseCoopers
- Public Storage
- Raytheon Company
- Siemens Corp.
- Smith Barney (Division of Citigroup Global Markets, Inc.)
- The Boeing Co.
- The Capital Group Companies, Inc.
- Transamerica Occidental Life Insurance Company
- Union Pacific Railroad Co.
- United Airlines
- Vons - a Safeway Company
2008 CIRCLE LEVEL MEMBERS

Gold Level Members
AC Martin Partners
ACS Government Solutions
Allen Matkins Leck Gamble Mallory & Natsis LLP
Anheuser Busch Companies
Avery Dennison
Bank of the West
Baxter BioScience
Casden Properties, LLC
City of Vernon
Clark Construction Group - California, LP
Coca Cola Enterprises West
Comerica
Continental Airlines
FedEx Services
Forest Lawn Memorial Park & Mortuaries
Gumbiner Savett, Inc.
IBM Corporation
Kaufman & Downing LLP
KeyBank
KPMG LLP
Latham & Watkins LLP
Marsh Risk & Insurance Services
Mellon 1st Business Bank
Merrill Lynch
Metro PCS
Millenium Partners/Argent Ventures
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.
Plasco Energy Group
Rose Hills Company
Salesforce.com
Sony Pictures Entertainment
TELACU Industries
Tesoro Refining & Marketing,
Los Angeles Refinery
The Home Depot
The Walt Disney Company
The Westin Bonaventure
TriCal Construction, Inc.
Union Bank of California
United Parcel Service
U.S. Bank
Univision Communications, Inc.
Valero Energy Corp., Wilmington Refinery
Virgin America
Washington Mutual Bank

Silver Level Members
1st PMF Bancorp
Aetna
AIG Retirement Services, Inc.
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
Catholic Healthcare West
CDM - Camp Dresser McMee
Cedars-Sinai Health System
Cerrell Associates, Inc.
City National Bank
Countrywide Bank
CVS CAREMARK
Englander & Associates
Farmers Insurance Group of Companies
Fluor Corporation
Foley & Larnder LLP
General Motors Corp.
Gibson, Dunn & Crutcher LLP
Grobstein, Horwath & Company, LLP
Health Net
Herbalife, Ltd.
Hilton Hotels Corporation
Hoffman Search, LLC
Hudson Group
Jacobs Engineering Group, Inc.
JP Morgan Investment Management
Katten Muchin Rosenman, LLP
KTLA-TV
Loeb & Loeb LLP
Los Angeles Biomedical Research Institute
at Harbor-UCLA Medical Center
Los Angeles Community College District
Los Angeles Convention Center
Lowe Enterprises, Inc.
Macy’s West
Mattel, Inc.
Meyers Nave Riback Silver & Wilson
MWH
Northrop Grumman Corporation
Palmer Investments, Inc
Park Fifth, LLC
Parsons Corporation
PFITECH
Providence Health & Services- California
Qantas Airways Limited
RBZ, LLP
Shell Oil Company
Sheppard, Mullin, Richter & Hampton, LLP
Sidley Austin LLP
Silverado Senior Living
Six Flags Magic Mountain & Six Flags
Hurricane Harbor
Squire, Sanders & Dempsey, LLP
Tarzana Treatment Centers
The Act 1 Group of Companies
The Aerospace Corporation
The California Endowment
The Patina Group
UCLA Anderson School of Management
Unified Grocers
United Insurance Partners
URS Corporation
USC Credit Union
USI of Southern California
Vulcan Materials Company CalMat Division
WesPac Energy Group
Westfield Corporation, Inc.
Winner & Associates
Woodside Natural Gas, Inc.
## 2008 FINANCIAL STATEMENTS

### Statement of Financial Position
**DECEMBER 31, 2008**

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and investments</td>
<td>$820,930</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>$232,707</td>
</tr>
<tr>
<td>Other assets</td>
<td>$307,754</td>
</tr>
<tr>
<td>Property, net</td>
<td>$4,246,956</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$5,608,347</strong></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$713,532</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$767,909</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>$1,481,441</td>
</tr>
<tr>
<td>Net assets</td>
<td>$4,126,906</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$5,608,347</strong></td>
</tr>
</tbody>
</table>

### Functional Expenses
**YEAR ENDED DECEMBER 31, 2008**

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$3,406,458</td>
</tr>
<tr>
<td>Management and general</td>
<td>$1,375,384</td>
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<tr>
<td>Activities and membership development</td>
<td>520,427</td>
</tr>
<tr>
<td><strong>TOTAL FUNCTIONAL EXPENSES</strong></td>
<td><strong>$5,302,269</strong></td>
</tr>
</tbody>
</table>

### Statement of Activities
**YEAR ENDED DECEMBER 31, 2008**

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
</tr>
<tr>
<td>Membership dues</td>
<td>$1,741,017</td>
</tr>
<tr>
<td>Events and activities</td>
<td>$1,244,139</td>
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<tr>
<td>Rental and investment income</td>
<td>$694,050</td>
</tr>
<tr>
<td>Other revenues</td>
<td>$1,501,435</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>$5,180,641</strong></td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
</tr>
<tr>
<td>Salaries and related expenses</td>
<td>$2,579,947</td>
</tr>
<tr>
<td>Events and activities</td>
<td>$765,865</td>
</tr>
<tr>
<td>Professional services</td>
<td>$502,258</td>
</tr>
<tr>
<td>Meetings and travel</td>
<td>$202,518</td>
</tr>
<tr>
<td>Telephone and supplies</td>
<td>$215,032</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>$571,681</td>
</tr>
<tr>
<td>Depreciation</td>
<td>$157,670</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>$307,298</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$5,302,269</strong></td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$(121,628)</strong></td>
</tr>
</tbody>
</table>