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 2009 helped us come closer to our mission as we continue to make a better L.A. our business.

The Chamber launched the Accelerate Recovery initiative in 2009 to help retain and create jobs in the Los Angeles region. By tracking jobs — both created and lost — the Chamber sent a clear message to local and state elected officials that job retention is the most important priority for the region. We communicated with elected officials that status quo lawmaking in Los Angeles and California will not replace the 434,700 jobs lost since 2007, and urged legislators to send a message to entrepreneurs and companies outside the State that California is ready to compete for business and jobs.

The Chamber also helped save 57,000 jobs in Southern California by supporting the passage of SB 827, which will end the moratorium on South Coast Air Quality Management District permits and unfreeze more than 3,000 local development and upgrade projects.

In 2009, we successfully lobbied for a comprehensive water package, which will help fix the fragile Sacramento-San Joaquin Delta and ensure a safe and reliable water supply for all Californians.

In addition, the Chamber outlined plans to improve the tax code and made it easier for businesses to interact with City Hall. On the Chamber’s recommendation, the L.A. City Council established a new Business Tax Advisory Committee to recommend improvements to the City’s gross receipts tax to attract and retain business. The Chamber also worked with the City to recommend a mandatory Economic Impact Analysis for City initiatives that could affect private sector jobs, the business climate and the overall economy.

Education and workforce development continued to be a priority for the Chamber in 2009. The Chamber and its Cash for College Campaign partners awarded 689 scholarships totaling more than $1 million to local high school graduates. The Chamber plans to increase the amount of scholarship opportunities in 2010 with additional revenue through the Russell J. Hammer Scholarship Fund.

Through our continued efforts in 2009, the Chamber has become a focal point in global trade and investment in the region. Interacting with local, state and federal agencies, as well as the international community, has put the Chamber in a unique position and provided a platform for job creation in global trade and investment.

We are only as strong as our members, and the Chamber is continuously working to help enhance the businesses that make our organization an influential alliance. We are pleased to present this annual report, which highlights the Chamber’s activities in 2009. We are honored to continue serving the thriving business community of Los Angeles while fulfilling our mission: A better L.A. is our business.

Fran Inman
SVP, Corporate Development
Majestic Realty Co.
2009 Board Chair

Gary Toebben
President & CEO
MEMBERSHIP SECTORS

<table>
<thead>
<tr>
<th>Sector</th>
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<td>Business Services</td>
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<tr>
<td>Professional Services</td>
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<tr>
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<td>Hotels &amp; Motels</td>
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<tr>
<td>Insurance</td>
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<tr>
<td>Manufacturing</td>
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<tr>
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<td>Printing &amp; Publications</td>
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<tr>
<td>Technology</td>
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</tr>
<tr>
<td>Utilities</td>
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</tbody>
</table>

**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.

**MEMBERSHIP BY BUSINESS SIZE**

<table>
<thead>
<tr>
<th>Employees</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>1-20</td>
<td>59%</td>
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<tr>
<td>21-50</td>
<td>12%</td>
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<td>51-100</td>
<td>8%</td>
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<tr>
<td>101-500</td>
<td>11%</td>
</tr>
<tr>
<td>501+</td>
<td>11%</td>
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</tbody>
</table>

**LONGSTANDING MEMBERS OF THE CHAMBER, BY YEARS OF MEMBERSHIP**

- Los Angeles Times 122
- Woodbury University 122
- O’Melveny & Myers LLP 116
- AT&T 115
- Bank of America 114
- Ralphs Grocery Company 114
- Southern California Edison 112
- Union Pacific Railroad Co. 110
- Forest Lawn Memorial Park & Mortuaries 100
- The Gas Company, a Sempra Energy utility 99
- PricewaterhouseCoopers LLP 99
- KPMG LLP 98
- Chevron Corporation 97
- WBT Industries, Inc. 97
- Union Bank 96
- Automobile Club of Southern California 95
- Deloitte 95
- University of Southern California 93
- Los Angeles Public Library 91
- Charles Dunn Company, Inc. 90
- Farmers Insurance Group of Companies 89
- C.W. Cole & Company, Incorporated 88
- Ernst & Young, LLP 87
- Los Angeles Junction Railway Company 87
- Millennium Biltmore Hotel 87
- United Parcel Service 87
- Fluor Corporation 85
- Vulcan Materials Company CalMat Division 85
- Verizon 83
- Golden State Water Company 82
- United Airlines 82
- Coca Cola Enterprises West 81
- Watson Land Company 81
- American Airlines 80
- Unified Grocers 80
Championed new round of L.A. City business tax reforms
The Chamber successfully advocated for the creation of a new business tax reform committee at City Hall, which includes a Chamber appointee. The committee will finalize its recommendations on how the City can become more business-friendly in late 2010. In addition, the Chamber championed much-needed tax relief for Internet-based businesses in Los Angeles, which saved hundreds of good-paying jobs, and will create more.

Joined CleanTech Los Angeles to spur emerging business growth
The Chamber joined a multi-institutional collaboration between the City of Los Angeles; University of California, Los Angeles (UCLA); University of Southern California (USC); California Institute of Technology (Cal Tech); Jet Propulsion Laboratory (JPL) and fellow business groups to establish Los Angeles as the global leader in research, commercialization and deployment of clean technologies. The coalition is committed to attracting new jobs and environmental innovation to the city.

Successfully advocated for historic state water agreement
The Chamber played an integral role in passing the most important state water legislation in nearly 50 years. The Legislature’s agreement will help prevent a Hurricane Katrina-like levee disaster in the Sacramento-San Joaquin Delta and improve water delivery to Southern California. These improvements are absolutely essential to long-term economic growth and quality of life in our region.

Was the key business voice to re-open Martin Luther King, Jr. Hospital
Reopening Martin Luther King, Jr. Hospital in South Los Angeles is vital to relieving emergency room overcrowding throughout L.A. County and strengthening our region’s health care safety net. The Chamber was the primary business advocate for reopening the hospital under new management and in partnership, with the University of California.
Led largest regional advocacy trip to the nation’s capital
The Chamber led 225 business and civic leaders on its annual advocacy trip, Southern California on the Hill – ACCESS Washington, D.C. in March with the message that “Southern California is America’s Economic Recovery Engine.” The partnership included the City of Los Angeles, fellow business groups and community stakeholders. The delegation held more than 100 meetings with members of Congress and Obama Administration officials on issues ranging from modernizing Los Angeles International Airport (LAX) to securing greater federal investment in local workforce development.

Created innovative business leaders task force to end homelessness
The Chamber partnered with the United Way of Greater Los Angeles to establish a task force of senior business executives charged with developing new solutions to the homelessness crisis. Los Angeles is the homelessness capital of the United States, and this group is focused on expanding “permanent supportive housing” for the chronically homeless in order to alleviate crime and improve our business districts.

” The L.A. Area Chamber continues to provide solutions as we climb out of an economic downturn and face dramatic population growth in Southern California. “
— Mayor Antonio Villaraigosa
City of Los Angeles

2009
PUBLIC POLICY COMMITTEE CHAIRS

AVIATION
Christopher C. Martin
AC Martin Partners

EDUCATION & WORKFORCE DEVELOPMENT
Edward Muñoz
Raytheon Company

ENERGY, WATER & ENVIRONMENT
Ron Gastelum
Cordoba Corporation

GLOBAL INITIATIVES
Kaylynn Kim
Los Angeles Harbor Commission

HEALTH CARE
Jeff Shapiro
The Walt Disney Company

JOBS & BUSINESS GROWTH
Karen Hathaway
Los Angeles Athletic Club

LAND USE, CONSTRUCTION & HOUSING
Daniel Gryczman
TriCal Construction, Inc.

TRANSPORTATION & GOODS MOVEMENT
Bruce Russell
Jacobs Engineering Group, Inc.

2009 ANNUAL REPORT

JULY
San Francisco Mayor and Former Gubernatorial Candidate Gavin Newsom spoke at the California Candidates Series.

AUGUST
Former eBay President & CEO and Gubernatorial Candidate Meg Whitman spoke at the California Candidates Series.

SEPTEMBER
California Insurance Commissioner and Gubernatorial Candidate Steve Poizner spoke at the California Candidates Series.

OCTOBER
L.A. City Controller Wendy Greuel discussed her plans to advance the Chamber’s advocacy agenda at ACCESS L.A. City Hall.

NOVEMBER
Dr. Jonathan Fielding, director, L.A. County Department of Public Health, shared an update on H1N1.

DECEMBER

OCTOBER
Supervisor Mark Ridley-Thomas spoke about his partnership with the Chamber to re-open Martin Luther King, Jr. Hospital at the Accenture Pancakes & Politics Breakfast Speaker Series.
Created jobs through exports at The Americas Business Forum

U.S. Secretary of Commerce Gary Locke addressed business leaders at the first annual The Americas Business Forum, hosted by the L.A. Area Chamber, UCLA and the U.S. and Foreign Commercial Service. The Americas Business Forum convened senior commercial officers stationed at 14 U.S. Embassies in the Western Hemisphere and nearly 200 regional business leaders to discuss export opportunities that create jobs, bolster trade and grow the economy.

Promoted global trade at the World Trade Week Kickoff Breakfast

Ambassador Ronald Kirk, United States Trade Representative, joined more than 400 executives and members of the diplomatic corps to kick off World Trade Week, featuring keynote speaker Dr. Steven Sample, president of the University of Southern California. For more than 80 years, the Chamber has helped educate the region about the importance and benefits of global trade through World Trade Week, held each May. More than 40 events are held throughout the month of May in Southern California to promote and advance global trade.

“Trade opportunities mean job opportunities.”

— Gary Locke
U.S. Secretary of Commerce

GLOBAL INITIATIVES: Seen + Heard in 2009

FEBRUARY

Colombian Vice President Francisco Santos discussed how safety and security have drastically increased in the Latin American country in the past several years.

MARCH

The Chamber, the Consulate General of Germany and the Transatlantic Climate Bridge focused on challenges and successes in greening today’s economy. Dr. Stefan Bluem, head of the Department of Energy for the German company MVV decon GmbH, and Peter Garforth, Garforth International LLC, briefed the Chamber on sustainable and efficient energy models and urged the City of Los Angeles to integrate greening efforts.

APRIL

The Global Initiatives Committee hosted a private breakfast with LTG (Ret.) Daniel Christman, Senior Counselor for National Security Affairs to the U.S. Chamber of Commerce, who provided an assessment of President Barack Obama’s trade policy agenda.

MAY

Ambassador Ron Kirk, United States Trade Representative, addressed more than 400 business executives at the World Trade Week Kickoff Breakfast.

JANUARY

Canadian Minister of International Trade Hon. Stockwell Day indicated an interest in creating stronger commercial and industrial ties with Los Angeles.

JUNE

The Chamber, the Consulate General of Germany and the Transatlantic Climate Bridge focused on challenges and successes in greening today’s economy. Dr. Stefan Bluem, head of the Department of Energy for the German company MVV decon GmbH, and Peter Garforth, Garforth International LLC, briefed the Chamber on sustainable and efficient energy models and urged the City of Los Angeles to integrate greening efforts.
Built international relationships with the Trade Commissioners Networking Group
The Chamber launched the Trade Commissioners Networking Group (TCNG) in 2009 to provide the infrastructure and venue where members can develop their own international trade strategies and programs as they perform their professional responsibilities. Trade Commissioners are foreign diplomats who represent their countries and are key players in the economic development of the region. There are currently more than 20 members of the TCNG. Meetings in 2009 included Tim Olson of the California Energy Commission; Dario Gomez of the International Trade Office of Mayor Antonio Villaraigosa; Elga Sharpe of the City of Los Angeles; Kevin Weeks of the Los Angeles U.S. Customs and Border Protection; and Jenny Chavez of the Office of Councilmember Janice Hahn.

Expanded trade opportunities through Memorandums of Understanding
As part of these agreements, the Chamber will encourage, promote and organize trade missions, matchmaking and networking opportunities for businesses based in Los Angeles and respective countries. The two organizations will also share foreign trade, investment and economic information.

Spain
The Chamber signed a MOU with the High Council of Chambers of Commerce of Spain, which includes 85 chambers of commerce, to promote trade and investment following the first-ever California-Spain Business Forum.

Chile
The Chamber signed a MOU with the American Chamber of Commerce in Chile based in Santiago, to promote trade and investment following the Americas Competitiveness Forum in Santiago.

Celebrated a 50-year sister chamber relationship with Nagoya, Japan
The Chamber and the Nagoya Chamber of Commerce & Industry in Japan celebrated the 50th anniversary of the relationship between Los Angeles and Nagoya. Nagoya, often referred to as “Japan’s Industrial Heartland,” is a sister city of Los Angeles, while the Port of Nagoya, Japan’s largest port, also fosters a strong relationship with the Port of Los Angeles.

“...The world is coming together in Los Angeles — we must seek mutual understanding and respect. There is no better place to be than in the City of Angels — the capital of the Pacific Rim.”

— Dr. Steven Sample
President
University of Southern California

JULY
L.A. City Councilmember Janice Hahn discussed the role of the Port of Los Angeles and Los Angeles International Airport on international trade. She referred to them as “our own economic stimulus package.”

OCTOBER
Miguel Sebastian, Spain’s Minister of Industry, Trade and Commerce and Dale Bonner, California’s Business, Transportation and Housing Agency Secretary, participated in the morning welcome session at the California-Spain Business Forum.

NOVEMBER
Chamber members had a private luncheon with Hon. Duk-Soo Han, Korean ambassador to the United States, who discussed U.S.-Korea relations and the negotiated Free Trade Agreement between the U.S. and Korea.

JULY
Deputy Director General of the Board of Investment of Sri Lanka, A.M.C. Kulasekera, discussed the business climate and opportunities in the South Asian country.

OCTOBER

NOVEMBER
Dr. Judy D. Olian, Ph.D., dean of UCLA Anderson School of Management discussed the global strategic alliances recommended for universities to develop programming that improves academic and practical experiences of students in global management.
**Strengthened workforce development and career access**

L.A. Youth at Work, an initiative of the Chamber, facilitated 70 *Job Skills Workshops*, helping more than 1,000 low-income youth ages 16-24 increase their ability to obtain and retain entry-level employment.

L.A. Youth at Work also hosted 79 Work Readiness Certification sessions attended by 1,629 young adults, of which approximately 45 percent successfully completed the certification process and were awarded a Work Readiness Certificate.

**HIRE LA’s Youth Campaign** – In cooperation with Mayor Villaraigosa’s HIRE LA’s Youth Initiative, the Chamber managed a private sector engagement effort, which helped 1,592 youth secure part-time or full-time employment opportunities in 2009.

“Employers that hire youth through the L.A. Area Chamber’s L.A. Youth at Work initiative know they’re getting someone qualified, trained and ready every time … that reputation translates into more job opportunities for more youth.”

— *Mayor Antonio Villaraigosa*

City of Los Angeles
Drove education reform in Los Angeles area schools

Small Learning Communities — The Chamber and its affiliate UNITE-LA, Inc. worked with Small Schools and Small Learning Communities (SLCs) within Los Angeles Unified School District by assigning full-time education professionals to turn around low-performing schools with technical assistance and strategic planning. Jefferson New Technology High School increased its Academic Performance Index (API) score by 43 points, improving from 669 in 2008 to 712 in 2009. In addition, Chamber-supported SLCs Belmont, Franklin, Jefferson, L.A. School of Global Studies, Miguel Contreras, New Tech Student Empowerment Academy and Santee were all among the top 12 schools in LAUSD that improved passing scores in the California High School Exit Examination (CAHSEE).

L.A. Compact — The Chamber cultivated support for the education reform strategies outlined in the historic L.A. Compact document, and assisted the primary partners in securing support of their members. The partners include the Los Angeles Unified School District (LAUSD), the Mayor’s office, the teachers’ union and the L.A. Compact’s higher education steering committee, which includes 11 of the largest local institutions of higher education.

Los Angeles School Development Institute — The Chamber led the development of the Los Angeles School Development Institute (LASDI), designed to provide capacity-building support for LAUSD’s K-12 schools participating in the Public School Choice Initiative. LASDI is a partnership of the Chamber, United Teachers Los Angeles, Associated Administrators of Los Angeles, LAUSD School Board and Superintendent Ramon Cortines, and UNITE-LA.

Business-Education Partnerships — Pillar, a partnership between the Chamber and LAUSD, initiated the Allied Health Advisory Group, which will advocate for a regional career pathway agenda and pipeline. Pillar has also documented more than 400 business-education partnerships initiated to support local public high schools.

Increased access to college financial aid

2009 College & Career Access Program — The Chamber and its partners assisted more than 7,500 high school seniors and their parents to complete federal and state college financial aid applications for the 2009-10 school year at the 2009 L.A. Cash for College Workshops. The Chamber organized the 2009 College & Career Convention, where more than 13,000 middle school and high school students and their parents learned how to prepare for college from more than 60 workshop presenters and nearly 100 exhibitors from two- and four-year higher education institutions from across the United States.

California Performance-Based Scholarship Demonstration Project — The Chamber, in collaboration with the California Student Aid Commission and California Cash for College, awarded nearly $1 million in scholarships to 689 high school seniors attending two- and four-year institutions throughout the State. These awards are part of the California Performance-Based Scholarship Demonstration, a study that will use data collected over the next two years from scholarship recipients to determine the extent to which the scholarships increase their ability to complete college.
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.

**Explored Southern California’s ethnic communities**
SCLN launched its Global Connections series in 2009, exploring the local perspectives, economic connections and global policy linkages of Southern California’s ethnic communities. The series kicked off with an event hosting the Korean-American community and continued with dinners focusing on the Iranian-American community. Future events planned include the Mexican, Chinese, Filipino, Vietnamese, Russian and Thai communities, among others.

**Developed global leaders through a partnership with the German Marshall Fund of the United States**
SCLN is now the Southern California regional recruitment and selection partner with the German Marshall Fund of the United States. In 2009, SCLN recruited a record-breaking number of Southern California leaders to participate in the 2010 American Marshall Memorial Fellowship. The prestigious and competitive program is a 23-day fellowship in Europe for emerging leaders aged 28-40, in government, business and the nonprofit sector who are committed to strengthening transatlantic relationships.

**LEADERSHIP: Seen + Heard in 2009**

**JANUARY** Leadership Southern California Class of 2009 (LSC ‘09) visited Orange County to learn about demographics, ethnicity, politics, transportation, and a case study on science, technology and innovation at the University of California, Irvine.

**FEBRUARY** Hon. Juan Marcos Gutierrez, Consul General of Mexico, joined Southern California Leadership Network alumni at a Conversations with Leaders event to discuss security and economy issues in Mexico and the crossborder region.

**MARCH** LSC ‘09 traveled to San Diego and Mexico, where crossborder leaders discussed the importance of Mexico to the California economy, and emphasized the need for additional security, smoother border crossings and infrastructure.

**MARCH** Leadership L.A. Class of 2009 launched its nine-month program.

**APRIL** LLA ‘09 focused on arts, culture and creativity in Los Angeles, beginning with an overview of the creative sector’s contribution to the economy by Jack Kyser, Chief Economist, Los Angeles County Economic Development Corporation.

**MAY** LLA ‘09 met at the newly-acquired USC University Hospital to discuss health care access, delivery and reform.

**MAY** LLA ‘09 focused on the connections between land use, housing and transportation with a case study along Metro’s Gold Line, stopping to meet Pasadena Mayor Bill Bogaard, architects and developers along the way.

**JUNE** LSC ‘09 joined the Chamber delegation to the state capital for ACCESS Sacramento, where they heard from legislators on the current budget crisis, including Governor Arnold Schwarzenegger.
Focused on economic trends for civic leaders
SCLN added a new skill development component, “Economics for Civic Leaders,” to its LSC curriculum. This enhancement is being delivered in partnership with Beacon Economics, and focuses on the economic trends affecting our business climate and the road to recovery.

Cultivated leadership skills with new curriculum
SCLN added a new leadership development curriculum to its core programs. These enhancements are being delivered in partnership with some of Southern California’s leading higher education institutions including the University of Southern California’s School of Policy Planning and Development, Pepperdine University Graziadio School of Business and Management, and The Peter F. Drucker and Masatoshi Ito Graduate School of Management.

Honored the region’s top leaders
SCLN received record-breaking attendance at its annual Southern California Visionaries awards luncheon, held at the Walt Disney Concert Hall, which honored some of the region’s top business, government and community leaders.

Grew the bottom line in a difficult economy
SCLN significantly grew its overall budget and diversified its revenue sources, moving beyond just tuition and the annual event as revenue by adding new fee-for-service alumni programming, securing grants, and securing other event sponsorships and in-kind trades for services.

“ I see my Leadership Southern California experience as an investment in my personal development, which has continued to pay dividends to me professionally and as a fellow Southern Californian. It raised my level of awareness of the diverse issues that we face throughout the region.”
— Francisco Uribe
Senior Manager of Government Relations, Home Depot; and graduate, Leadership Southern California Class of 1998

Leadership L.A.
Leadership L.A. (LLA) is a nine-month program for individuals with expanding leadership roles in their organizations and communities. LLA participants gain in-depth knowledge of challenges and opportunities shaping L.A. City and County, covering a range of topics affecting our communities today, including health care, education, public safety and trade infrastructure. Fellows leave with a better understanding of L.A., while honing their leadership and relationship-building skills through activities and dialogue with their peers.

Leadership Southern California
With a regional focus on Southern California, Leadership Southern California (LSC) is a 10-session leadership program for those who hold active leadership roles of regional significance in their civic and/or professional lives. LSC embodies the values of regional stewardship, experiential learning and a deep exposure to the people, places and trends shaping our region. Fellows travel to Los Angeles, Orange, San Bernardino, Riverside and Ventura counties; Sacramento and the San Diego/Mexico border.
Today, growing a business is more challenging than ever. Competition comes from home and abroad, government regulations increasingly impact the bottom line and businesses must do more with less. As the nation and the region continue toward economic recovery, more businesses are partnering with chambers of commerce in their long-term business strategies. For 121 years, businesses in Los Angeles County have relied on the Los Angeles Area Chamber of Commerce. Representing the interests of more than 235,000 diverse businesses, including more than 1,600 member companies from more than 35 industry sectors, the L.A. Area Chamber provides the connections, access, savings and resources needed to grow your business and engage in the community.

“The L.A. Area Chamber consistently provides quality resources and opportunities for entrepreneurs to connect and grow their businesses.”

— Scott Orsulich
President
Start That Business!

MEMBERSHIP PROGRAMS: Seen + Heard in 2009

JANUARY Chamber President & CEO Gary Toebben presented the Distinguished Business Leader award to Dr. Ray R. Irani, Chairman & Chief Executive Officer of Occidental Petroleum Corp. at the Inaugural Dinner.

APRIL The Chamber, in partnership with the Armenian American Chamber of Commerce, hosted a Business After Hours Mixer at The Mike Curb Free Enterprise Center for Finance Park at Junior Achievement of Southern California.

MAY Microsoft Corporation Chief Operations Officer Kevin Turner discussed the importance of using technology to accelerate the recovery and gave details on Microsoft’s new initiative, Elevate America.

JUNE James G. Ellis, dean of the University of Southern California’s Marshall School of Business, kicked off the 2009 Power Hour Series with a discussion on innovation.

JUNE The Chamber, in partnership with NAWBO-LA, hosted a Business After Hours Poolside Mixer at the Los Angeles Downtown Marriott.

MAY The Chamber and the U.S. Small Business Administration - Los Angeles District Office paid tribute to small business owners at the 28th Annual Small Business Awards at the Millennium Biltmore Hotel. Former Chamber Board member Jane Skeeter, Ultraglass Inc., received the Women in Business Champion of the Year award at the Small Business Awards.
Initially, I saw the L.A. Area Chamber as a source of business contacts. But over time, I have come to really see it as a valuable executive education tool.

— Tom Anderson
President
Anderson Associates Recruiting Corp.
and Chair of the Small Business Owners Roundtable

CONNECTIONS

Whether you are a small business or a mature enterprise, referrals and connections are essential to growth. Throughout the year, the Chamber offers a variety of programs and events to connect business owners and forge relationships. From referrals to business matchmaking, the business development programs provide connections with potential purchasers and relationships throughout the year.

Ambassadors Club
Ambassadors are member volunteers who educate and involve other members in Chamber programs and services to maximize their membership investments.

Business After Hours Mixers
More than 1,400 people attended the Chamber’s six Business After Hours Mixers. Held bi-monthly, these events create an opportunity for members and nonmembers to mingle and build business relationships in an informal, relaxed business setting. The mixers are held in partnership with other local business organizations and attract large crowds from many industries.

Chamber Referrals
Each year, the Chamber receives hundreds of product and service inquiries, and makes more than 40,000 direct and indirect referrals to our members. This past year, the Chamber tracked more than 3,000 direct member referrals.

Connect For Lunch
Launched in 2009, this program allows Chamber members to “Connect For Lunch” to make personal connections with three other members in an intimate lunch setting. Members swapped referrals and learned about each other’s businesses at these Chamber-organized lunch meetings.

International Business Matchmaking & Trade Missions
The Chamber arranged one-on-one meetings between foreign business delegates and local U.S. companies and supported trade missions with potential partners overseas.

Occidental Petroleum Power Hour Series
The Occidental Petroleum Power Hour Series returned last year, and allowed nearly 300 members to connect with influential business leaders while receiving expertise that can help with business development needs. Presenters shared business successes and strategies at each of the four events.

Referral Network Breakfast
The Referral Network met twice monthly in an effort to help members build business relationships in order to increase sales and revenue.

Small Business Owners Roundtable
The Chamber’s Small Business Owners Roundtable met six times to connect small business owners and help them build relationships, discuss issues, share challenges and find solutions to further develop their businesses.

July
Matt Miller, Fortune contributing editor and host of “Left, Right & Center,” discussed ideas for health care reform during the Power Hour Series.

August
The U.S. Senate Committee on Small Business & Entrepreneurship, led by Donald Cravins, Jr. – the committee’s Staff Director and Chief Legal Counsel – hosted a discussion for small business owners.

September
Members heard from social media experts at a panel discussion, “Social Media: Biz Tool or Trend?” at the Business After Hours Mixer at the Los Angeles Public Library.

December
The Chamber’s annual Holiday V.I.P. Reception was held at the Millennium Biltmore.

July
The summer V.I.P. Reception at the GRAMMY Museum included a tour of the museum, which explores and celebrates the enduring legacies of all forms of and the history of the GRAMMY Awards.

August
More than $25,000 was raised for the City of Los Angeles’ Summer Night Lights gang reduction program at the Hot Summer’s Night Benefit Reception at the GRAMMY Museum at L.A. LIVE featuring University of Southern California Football Coach Pete Carroll.

September
Macy’s Chairman, President and CEO Terry J. Lundgren was the featured speaker at the Power Hour Series.

November
The Pre-Holiday Business After Hours Mixer at the Taglyan Cultural Complex supported the Los Angeles Regional FoodBank.

December
Mark Goldston, chairman, president and CEO of United Online, Inc. shared how he built a world-class internet company at the Power Hour Series.
INFLUENCE

As the voice of business in the L.A. region, the Chamber works with members to develop and advance a progressive pro-business policy agenda to improve the region’s business climate and quality of life. It does so by providing members the opportunity to meet with lawmakers face-to-face through a number of programs and events including:

ACCESS Event Series
Nearly 800 attended one of the three programs in the ACCESS Event Series, which provides members the opportunity to meet elected officials and policy makers at the city, state and federal levels.

Industry Councils
Industry Councils give members assistance in developing target programs to stimulate business within select industry sectors.

Accenture Pancakes & Politics Breakfast Series and the California Candidates Series
Over the past year, nearly 700 members attended the Accenture Pancakes & Politics Breakfast Series, and another 400 attended the California Candidates Series. Both of the series bring together current and potential lawmakers and distinguished panelists to engage with Chamber members on specific political topics.

Public Policy Committees
The six committees enable businesses to help shape the Chamber’s overall advocacy agenda. Over the past year more than 1,700 people participated in a Chamber policy committee.

Public Policy Counsel
Public Policy continued to provide Gold, Platinum and Diamond Club Chamber members with political support on specific industry issues impacting their businesses.

“ It’s absolutely vital to hear the voice of the Chamber. The idea of a network is to raise the passionate voice of business.”

— LTG (Ret.) Daniel Christman
senior counselor for National Security Affairs to Chamber President Tom Donohue, U.S. Chamber of Commerce; and Former Senior Vice President of International Affairs
SAVINGS

Through targeted partnerships with vendors, the Chamber provides discounts to its members for a variety of services that directly affect members’ bottom lines.

Benefits include:
- A complimentary one-year subscription to the Los Angeles Business Journal for new members
- Discounted parking at the Los Angeles International Airport from The Parking Spot
- Discounted office supplies at Office Depot
- Human resources expertise from the Employers Group
- e-Certify Certificates of Origin
- Meeting room rental discounts at the Chamber’s building
- Discounted prescriptions with the Los Angeles Area Rx Card

Rebates include:
- Southern California Gas Company
- Los Angeles Department of Water & Power
- Metropolitan Water District of Southern California
- Southern California Edison

RESOURCES & INFORMATION

Professional development and resources to stay abreast of key business issues are tools that can help every organization. Through its many leadership programs, skill development opportunities and award-winning publications, the Chamber provides the tools and resources for business owners to gain a competitive edge in today’s changing political and economic landscape. Programs include:

The Southern California Leadership Network
The Southern California Leadership Network offers top leadership programs Leadership L.A. and Leadership Southern California, which foster community citizenship, experiential learning and deep exposure to local and regional policy issues.

SCORE Counseling
SCORE Counseling offers free one-on-one counseling services from members of the Service Corps of Retired Executives.
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Los Angeles Lakers
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Ernst & Young, LLP
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Los Angeles Department of Water & Power
Los Angeles Dodgers, Inc.
Los Angeles Lakers
Los Angeles World Airports
Metro

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Six Flags Magic Mountain & Six Flags Hurricane Harbor
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Unified Grocers
URS Corporation
Vulcan Materials Company CalMat Division
Waste Management-LA Metro
WesPac Energy Group
Westfield Corporation, Inc.
Woodside Natural Gas, Inc.
2009 FINANCIALS

Statement of Financial Position
DECEMBER 31, 2009

Cash and investments $1,615,270
Accounts receivable, net 287,659
Other assets 233,052
Property, net 4,239,276
TOTAL ASSETS $6,375,257

Accounts payable $739,324
Deferred revenue 911,013
Notes payable 421,926
Total liabilities 2,072,263
Net assets 4,302,994
TOTAL LIABILITIES AND NET ASSETS $6,375,257

Statement of Activities
YEAR ENDED DECEMBER 31, 2009

REVENUES
Membership dues $1,685,234
Events and activities 1,216,150
Rental and investment income 669,172
Other revenues 1,656,333
TOTAL REVENUES 5,226,889

EXPENSES
Salaries and related expenses 2,558,071
Events and activities 707,491
Professional services 219,253
Meetings and travel 389,030
Telephone and supplies 200,283
Repairs and maintenance 458,416
Depreciation 181,704
Other Expenses 336,553
TOTAL EXPENSES 5,050,801

CHANGE IN NET ASSETS $176,088

Functional Expenses
YEAR ENDED DECEMBER 31, 2009

Program services $3,353,893
Management and general 1,253,791
Activities and membership development 443,117
TOTAL FUNCTIONAL EXPENSES $5,050,801

Activities and membership development 9%
Management and general 25%
Program services 66%
Chamber Senior Staff

Gary Toebben, President & CEO
Ellie Ramseyer, Executive Assistant/Assistant Corporate Secretary
David Eads, Executive Vice President & COO
Noly Lallana, CFO & Vice President of Administration
David Rattray, SVP of Education & Workforce Development
Carlos J. Valderrama, SVP of Global Initiatives
Kevin Cottrell, VP of Leadership Programs
Samuel Garrison, VP of Public Policy
Lee Ligons, VP of Business Development
Gwen Oldham, VP of Marketing & Communications
Alma Salazar, VP of Education & Workforce Development
Michelle Attebery, Director of Events

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Monika Medina, Senior Interactive Marketing Manager
Alejandro Guzmán, Communications Manager
Ali Noller, Marketing Communications Manager
Lily Tran, Graphic Designer