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IMPACT REPORT

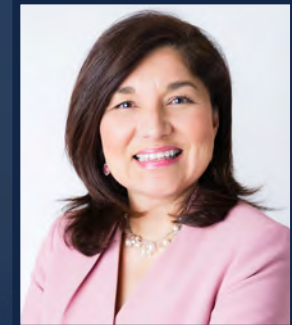


LOS ANGELES AREA
CHAMBER OF COMMERCE

TABLE OF CONTENTS

Letter from the president & CEO	3
Our Priorities & Initiatives	
• Public Policy & Advocacy	8
• Global Engagement	10
• Community Collaboration For Local And Regional Economic Growth & Mobility	12
Education & Workforce Development	14
The CEO Council	15
Our Membership	16
Financials	17
Diamond Club	18
Our Board Members	19

LETTER FROM THE PRESIDENT & CEO



In a whirlwind year for the L.A. region and the world, the Los Angeles Area Chamber of Commerce was a force to be reckoned with as we worked to build A Thriving Region for All. As the COVID-19 pandemic continued to wreak havoc on our public health, our communities, and our economy, the Chamber wasted no time in ensuring that our members and the L.A. business community received the resources, information, and guidance it needed, not only to survive, but to prosper.

In 2021, our priority was to ensure that our businesses can take part in an economic recovery that is far reaching, equitable, and profound. Through the leadership of our board and the diligent work of the Chamber's staff, we put on programming that helped keep our businesses stay afloat and allowed our communities to keep earning a livelihood, and we advocated for policies that would allow for innovation and embolden entrepreneurship, and against policies that would stifle progress and recovery.

Guided by our values to be Bold, Transformative, Inclusive, and Responsible, I am confident that our work is paving the way toward a brighter future.

Thank you to our Board, members, sponsors, and friends for continued engagement and partnership. Together, we will realize our vision of creating A Thriving Region for All.

Maria S. Salinas
President & CEO Los Angeles Area Chamber of Commerce



LOS ANGELES AREA CHAMBER OF COMMERCE

L.A. AREA CHAMBER RECEIVES FIVE-STAR ACCREDITATION HONOR FROM U.S. CHAMBER OF COMMERCE

The Los Angeles Area Chamber of Commerce has been awarded a five-star accreditation from the U.S. Chamber of Commerce, the highest level of accreditation available. The U.S. Chamber of Commerce's accreditation program is the only one of its kind which defines excellence in chamber performance and planning. There are roughly 7,000 chambers of commerce throughout the country, but only 201 chambers nationwide and seven in California carry this prestigious honor.

[You can read the press release here!](#)



A THRIVING REGION FOR ALL



ABOUT US:

The Los Angeles Area Chamber of Commerce represents the interests of the business community with a broad spectrum of members focused on job creation and innovation, members include private, non-profit, academic, and public agencies. As a regional Chamber, we represent the counties of Los Angeles, Orange, Ventura, San Bernardino, and Riverside.

Our mission is to design and advance opportunities and solutions for a thriving regional economy that is inclusive and globally competitive. With a deep legacy in the region, the Chamber is committed to promote a vibrant regional economy to realize the Chamber's vision of A Thriving Region for All.

For more information, visit www.lachamber.com.

2023 BOARD OFFICERS



BOARD CHAIR
A.G. Spanos
President of
Business Operations
Los Angeles Chargers



**FIRST
VICE CHAIR**
Janet Lamkin
President
California United
Airlines



**SECOND
VICE CHAIR**
George Pla
Founder & CEO
Cordoba Corporation



**IMMEDIATE
PAST CHAIR**
Mark Louchheim
Chairman & CEO
Bobrick Washroom
Equipment, Inc.



TREASURER
Greg T. Geyer
Partner
KPMG LLP



PRESIDENT & CEO
Maria S. Salinas
President & CEO
Los Angeles Area
Chamber of Commerce

2023 POLICY COUNCIL CHAIRS



**WOMEN'S
POLICY COUNCIL**
Michele Ruiz
CEO & Co-Founder
BiasSync



**TRANSPORTATION &
GOODS MOVEMENT**
Stephen Finnegan
Government &
Community Affairs Manager
Automobile Club of Southern
California (AAA)



HEALTH CARE
Augustavia J. Haydel
General Counsel
L.A. Care Health Plan



**EDUCATION &
WORKFORCE
DEVELOPMENT**
Francisco Rodriguez
Chancellor
Los Angeles Community
College District



**GOVERNMENT &
FISCAL AFFAIRS**
Philip Recht
Partner
Mayer Brown LLP



**INNOVATION &
TECHNOLOGY**
Whitney O'Neill
Senior Director of
Government Affairs
Charter
Communications



**LAND USE,
CONSTRUCTION &
HOUSING**
Phillip Tate
Senior Vice President
Development and
Government Affairs Kilroy
Realty Corp



**ENERGY, WATER &
ENVIRONMENTAL
SUSTAINABILITY**
Brissa Sotelo-Vargas
Director, Community
Relations & Government
Affairs
Valero Energy Corporation

2023 BUSINESS COUNCIL CHAIRS



SMALL BUSINESS
Michael Ochoa
CEO
Transcend Onsite



NONPROFIT
**Charlene
Dimas-Peinado**
President & CEO
Wellnest



GLOBAL INITIATIVES
Nicole J. Simonian
Partner
Crowell & Moring LLP



**LOS ANGELES
REGIONAL EXPORT
COUNCIL (LAREXC)**
Brian Peck
Director, Transnational
Law & Business Center
USC Gould School of Law



**TRAVEL,
TOURISM AND
SPORTS COUNCIL**
Javier Cano
Vice President &
Market General Manager
Mariott International

OUR PRIORITIES & INITIATIVES



OUR MISSION

We design, advance opportunities and solutions for a thriving regional economy that's inclusive and globally competitive.

PUBLIC POLICY & ADVOCACY

Leading through policy advocacy. The L.A. Area Chamber engages with civic leaders and legislators on behalf of the business community. Our efforts help ensure economic prosperity and equity to improve opportunities for the region.

Goal: Be a bold advocate for business as a driver of a strong economy that enables prosperity for all.

Initiatives:

- Foster policies that encourage and enable businesses to locate, expand and prosper in the region.
- Promote policies that assist and accelerate the personal development of entrepreneurship and career readiness in the region.
- Advance economic mobility and successful communities.
- Invest in leadership that promotes economic vitality.

OUR WORK:



Access DC: Convening policy makers and business leaders at the Capitol



Engaging with key policy makers and community leaders



Access Sacramento: Leading Policy Analysis



Pancakes & Politics: Providing access to key policy makers for our members

OUR PRIORITIES & INITIATIVES



OUR VISION

A thriving region for all.

GLOBAL ENGAGEMENT

The Greater Los Angeles region, including the counties of Los Angeles, Orange, Riverside, San Bernardino and Ventura, is one of the most vibrant economies in the world. The region's ports, airports, world-class educational institutions, diversified economy and industrial base continues to be a powerful magnet for international business transactions and investors. It is the key trade hub between the United States and global markets with over \$400 billion in yearly exports and imports.

Goal: Advance Los Angeles' role as a powerful and dynamic region integral to the global economy.

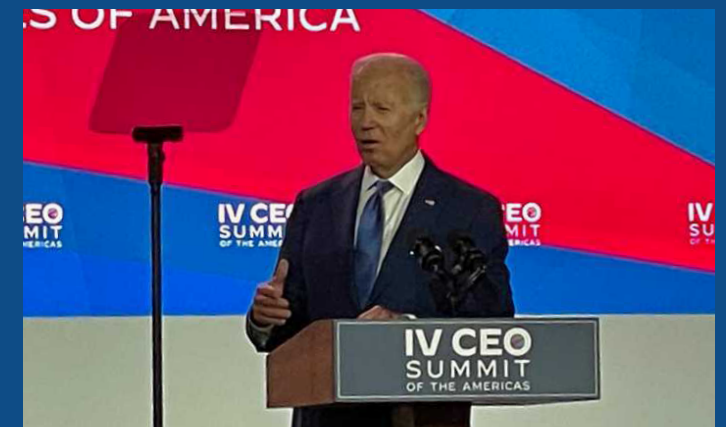
Initiatives:

- Champion investment - foreign and domestic - in innovation, trade and infrastructure that enables regional businesses to succeed in the global economy.
- Foster international connections that support economic growth in the region.
- Advance economic mobility and successful communities.
- Ensure that actions, programs and convenings have a global perspective.

OUR WORK:



World Trade Week: Expansion of foreign market access



Summit of the Americas: Engaging in constructive dialog



Convening international leaders tackling important issues



World Trade Week: Convening industry leaders

OUR PRIORITIES & INITIATIVES



OUR VALUES

- Bold
- Transformative
- Inclusive
- Responsible

COMMUNITY COLLABORATION FOR LOCAL & REGIONAL ECONOMIC GROWTH & MOBILITY

The Chamber's small business programs ensure the L.A. region is a desirable place to conduct business and an affordable place to live, work, and learn. We promote and support emerging industries, small businesses, and entrepreneurs. Our efforts promote investments in infrastructure and connectivity which drive the regional economy, as well as support the geographically diverse composition of the economy. From startup companies, to microentrepreneurs, to rapidly expanding businesses, we assist small business owners and their employees through a variety of business and professional development programs.

Goal: Advance and support efforts that eliminate barriers and maximize opportunities for economic prosperity.

Initiatives:

- Deliver programming that provides economic mobility for entrepreneurs, small business owners, and the next generation workforce.
- Create a pathway to contract opportunities for local, small and diverse businesses through our OneLA Inclusive Procurement program.
- Provide technical assistance and capacity building training to assist small businesses to help increase sales, provide access to capital, expand into new markets, and position organizations for long-term growth.

OUR WORK:



Providing platforms to share resources through our Small Business Summit



Providing access to capital for business growth



Champion for diversity and technical assistance for small businesses



Collaborating for the small business community through our partnerships with Small Business Advocate inside of the Governor's Office of Business and Economic Development

lachamber.com

OUR COMMITMENT TO THE FUTURE



Engaging local education leadership



Advocating on behalf of the future workforce

A WORKFORCE FOR TOMORROW

The Los Angeles Area Chamber of Commerce advocates for the improved alignment of developing a cradle-to-career educational pipeline - from early childhood to K-12, to post-secondary education and into the workforce. We are committed to ensuring the development of a 21st century workforce capable of competing in a global economy with an emphasis on expanding opportunities for at-risk and underserved populations. Ensuring California's students have a strong foundation will have an immense impact on their educational success and our regions competitiveness.



Balance California

THE CEO COUNCIL

BALANCE CALIFORNIA AND THE CEO COUNCIL

With the California economy at a significant post-pandemic crossroads, the Los Angeles Area Chamber of Commerce formed The CEO Council, an advisory group of top business leaders dedicated to bringing balance back to the state's public policies, encourage the economy and promote a robust business climate.

The CEO Council will focus on two crucial areas, ensuring affordable housing for middle-income families and building a workforce which is prepared for the good-paying jobs of the future.

More than one hundred regional CEOs and senior level executives representing the diversity of industries in the Los Angeles region have joined the advisory council and are committed to promoting and engaging in Balance California, an initiative launched by the L.A. Area Chamber to unify business leadership and advance discussions as well as policies which ensure our region remains globally competitive.

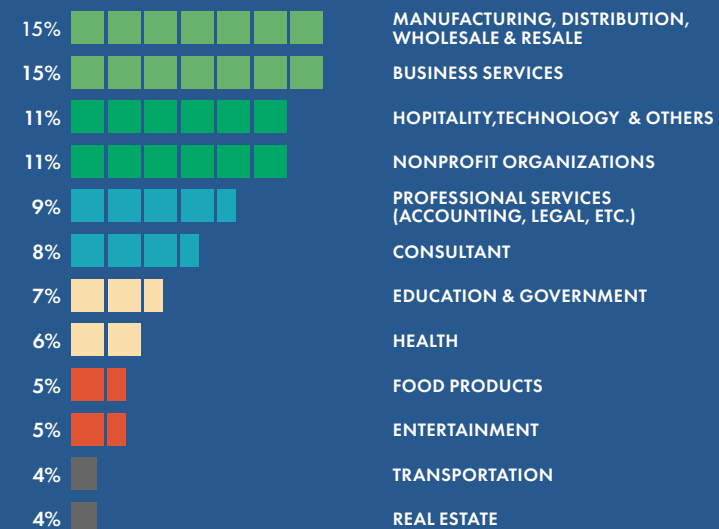
Additional partners of the Balance California initiative include the Inland Empire Economic Partnership and the Orange County Business Council. All are focused on ensuring California's diverse communities benefit from their work leading to increased employment opportunities and social mobility.

The CEO Council will serve in an advisory capacity to the Los Angeles Area Chamber of Commerce to ensure there is a collective voice which provides meaningful results for the community at large. By unifying business leadership, the greater Los Angeles region can drive the change which is needed.

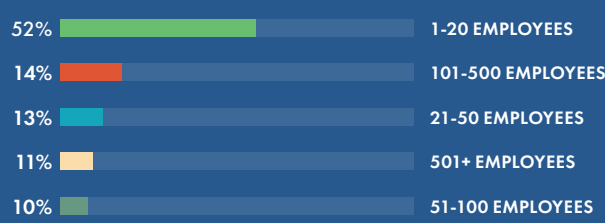
OUR MEMBERS

The L.A. Area Chamber represents the interests of businesses throughout the Southern California region. Our members vary in size and industry sector but all benefit from our business development programming, one-on-one advising, contracting assistance, policy advocacy and cost-savings programs.

MEMBERSHIP BY SECTORS



MEMBERSHIP BY BUSINESS SIZE



DEDICATED MEMBERS BY THE YEARS

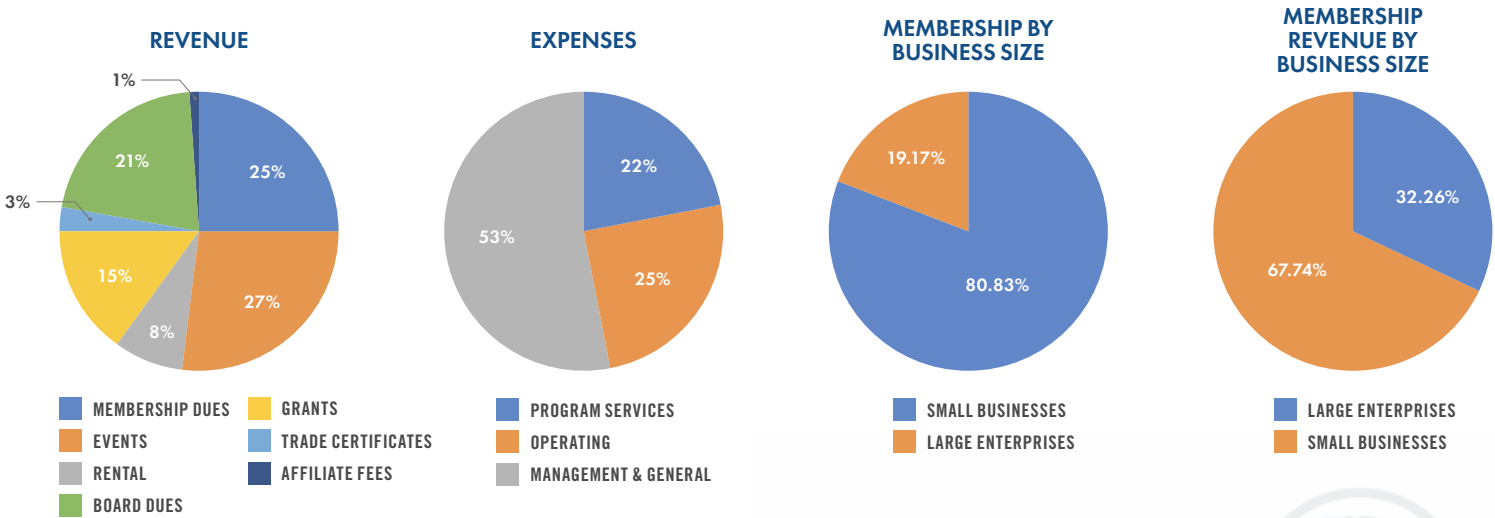
159	Union Pacific Railroad	106	Automobile Club of Southern California	91	American Airlines
148	Ralphs Grocery Company	106	Deloitte LLP	85	Cedars-Sinai Health System
140	Los Angeles Times	104	University of Southern California	84	AC Martin Partners
137	Woodbury University	102	Los Angeles Public Library	84	Beverly Hills Greater Los Angeles Association of Realtors
136	O'Melveny & Myers LLP	100	Farmers Insurance Group of Companies	84	Latham & Watkins LLP
125	Southern California Edison	98	Ernst & Young, LLP	82	YMCA of Metropolitan Los Angeles
111	Forest Lawn Memorial-Park Association	98	Millennium Biltmore Hotel	81	IBM Corporation
110	PricewaterhouseCoopers LLP	98	UPS	80	Albertsons/Vons/Pavilions
110	Southern California Gas Company, a Sempra Energy Utility	94	Verizon	80	Musick Peeler & Garrett LLP
109	KPMG LLP	93	Golden State Water Company	79	ACCO Engineered Systems, Inc.
108	Chevron Corporation	93	United Airlines	77	Aon Risk Insurance Services West, Inc.
108	WBT Industries, Inc.	92	Reyes Coca-Cola Bottling	76	Blue Shield of California
107	Union Bank	92	Watson Land Company	75	Gibson Dunn
				75	Stein Shostak Shostak Pollack & O'Hara, LLP

FINANCIALS

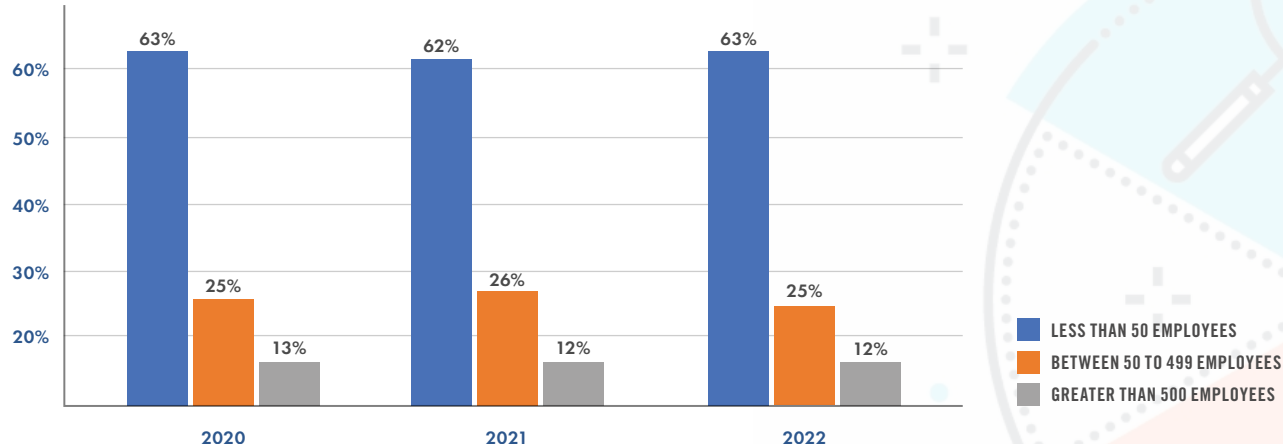
FINANCIAL HIGHLIGHTS

The voice of business in Los Angeles for more than 134 years, the Los Angeles Area Chamber of Commerce has been a champion for economic prosperity and quality of life in Los Angeles. With a proven track record of building coalitions, leading, convening and advocating across different sectors. The Chamber builds inroads for collaborative business support systems uniquely positioned for regional and global business success and development.

2022 FINANCIAL & MEMBERSHIP DATA



MEMBERSHIP BY NUMBER OF EMPLOYEES BY YEAR



DIAMOND CLUB

The Los Angeles Area Chamber of Commerce gratefully acknowledges the support of our Diamond Club members, our premiere investors, for their generocity and commitment to our region.



BOARD MEMBERS



Our Board membership is diverse, with more than 150 corporate and small business leaders serving on behalf of the Chamber. Board members determine the Chamber's policy positions on business issues and advise on strategies to further the further the success of the Los Angeles region.

A.G. Spanos, Los Angeles Chargers	Gerard Orozco, Jacobs	Michelle Gaskill-Hames, Kaiser Permanente
Adam Burke, Los Angeles Tourism & Convention Board	Gregory Geyer, KPMG LLP	Mike Silacci, AT&T Services, Inc.
Adel Hagekhalil, Metropolitan Water District of Southern California	Gregory McWilliams, Five Point Holdings	Naomi Rodriguez, Los Angeles Dodgers
Alan I. Rothenberg, 1st Century Bank	Hee-Won Lim, Pacific Palms Resort	Nicole Simonian, Crowell
Ali Sahabi, Optimum Seismic Inc.	Janet Lamkin, United Airlines	Patrick Monroe, Rose Hills Company
Andy Park, EY	Javier Cano, The Ritz-Carlton, Los Angeles, JW Marriott	Paul Granillo, Inland Empire Economic Partnership
Angela Reddock-Wright, Reddock Law Group	Jeff Ball, Orange County Business Council	Paul Little, Pasadena Chamber of Commerce
Augustavia J. Haydel, L.A. Care Health Plan	Jeff Carlin, Alston & Bird LLP	Paul Rohre, Loeb & Loeb, LLP
Betty Uribe, JPMorgan Chase Bank, N.A.	Jeff Etherington, Alaska Airlines	Phil Recht, Mayer Brown LLP
Bill A. Covino, California State University, Los Angeles	Jeff Wilson, Chevron	Phil Tate, Kilroy Realty
Brent Williams, City National Bank	Jennifer Poulakidas, UCLA	Phong Huynh, Deloitte
Brian Hernandez, US Bank	Jenny Kantor, Edelman	Randal Hernandez, Verizon
Brissa Sotelo-Vargas, Valero Energy Corporation	Jerry Neuman, DLA Piper LLP	Randall Martinez, Cordoba Corporation
Cameron Onumah, Amazon	Jesse Torres, Arroyo West LLC	Raul A. Anaya, Bank of America
Cary Jones, Snell & Wilmer L.L.P.	John Laco, O'Melveny & Myers LLP	Renata Simril, LA84 Foundation
Celeste M. Alleyne, Microsoft Corporation	Jose A. Hernandez, IDEATE California	Rick Gibson, Pepperdine University
Charlene Dimas-Peinado, Wellnest	Joseph A. Czyzyk, Mercury Aviation Group	Robert Lowe, Lowe's
Chris Espinoza, Pacific Federal	Juan Salazar, Meta	Sam Garrison, University of Southern California
Christine Essel, Southern California Grantmakers	Justin Erbacci, Los Angeles World Airports	Scott Cohen, Sams Venture LLC
Christopher J. Barton, Hudson Pacific Properties	Karla Pleitez Howell, First 5 LA	Scott Hunter, HKS Inc.
Christopher Thornberg, Beacon Economics	Ken Summers, Suffolk	Stephanie Wiggins, Metro
Constantine Marantidis, Lewis Roca	Kevin Keane, Directed Action	Stephen Roseberry, Kathy Ireland Worldwide
Dana Debel, Delta Air Lines	Kevin Klowden, Milken Institute	Steve Agor, Skanska
Daniel Murphy, Smartmatic	Larry Chung, Southern California Edison	Steve Finnegan, Automobile Club of Southern California
Darin Drabing, Forest Lawn	Layne Lawson, Clear Channel Outdoor	Stuart Waldman, VICA
David Carey, Reyes Coca-Cola Bottling	Lisa Pitney, The Walt Disney Company	Suheila Haider, Conduent
David Warner, WSP	Lourdes Ramos, Museum of Latin American Art	Alberto Carvalho, Los Angeles Unified School District
Deane Leavenworth, Leavenworth Endeavors	Lynn Priddy, Claremont Lincoln University	Taylor Hathaway-Zepeda, Gibson Dunn
Deryl McKissack, McKissack & McKissack	Maria Camacho, Los Angeles Rams	Dr. Thomas Parham, California State University, Dominguez Hills
Devorah Lieberman, University of La Verne	Maria Hoyer, Latham & Watkins LLP	Thomas Prisela, Cedars-Sinai Health System
Dominic Lowe, Unibail-Rodamco-Westfield	Maria S. Salinas, Los Angeles Area Chamber of Commerce	Tim Noonan, Lockton Insurance Brokers, LLC
Eddie Angeles, American Airlines	Mario Camara, Cox, Castle & Nicholson	Timothy Law Snyder, Loyola Marymount University
Elise Buik, United Way of Greater Los Angeles	Mario Cordero, Port of Long Beach	Tom Hsieh, AC Martin
Ellen Zaman, Children's Hospital Los Angeles	Mark Louchheim, Bobrick Washroom Equipment, Inc.	Travis Kiyota, East West Bank
Emma Schafer, Los Angeles Current Affairs Forum	Mark Prestrella, Los Angeles County Public Works	Trini Jimenez, Watson Land Company
Erika Beck, CSUN	Marlene Canter, Green Dot Public Schools	Troy Jenkins, Avison Young
Erin Smith, Southern California Gas Company	Martha Saucedo, AEG Worldwide	Tyler Bonstead, STV Inc.
Eugene D. Seroka, Port of Los Angeles	Marty Adams, Los Angeles Department of Water and Power	Veronika Morioan, TelevisaUnivision
Fran Inman, Majestic Realty Co.	Marty Hodggett, Accenture	Victor Dominguez, YMCA
Frances Teves, California State Polytechnic University, Pomona	Maureen A. Kindel, Kindel Gagan	Vincent Iacopella, Alba Wheels Up International
Francisco Rodriguez, Los Angeles Community College District	Michael Crow, Arizona State University	Wayne Feuerborn, HNTB
Francisco Uribe, The Home Depot	Michael D. Lizarraga, TELACU	Whitney O'Neill, Charter Communications
Frank Sanchez, McDonald's Corporation	Michael M. Savoy, BPM, LLP	William Allen, LAEDC
George Green, Hospital Association of Southern California	Michael Ochoa, Transcend Onsite Care	Zoila Escobar, AltaMed Foundation
George Kieffer, Esq., Manatt, Phelps & Phillips, LLP	Michele Ruiz, BiasSync	

*AS OF AUGUST 2023



LOS ANGELES AREA

CHAMBER OF COMMERCE



Los Angeles Area Chamber of Commerce
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