Access Sacramento leads largest delegation yet.

Nearly 1,100 Los Angeles stars in the business, political, and civic world came together under the downtown Los Angeles skyline to celebrate the Chamber’s 116th year at the annual Inaugural Dinner on February 10. The gala event, set against the rainy backdrop of the newly dedicated City National Plaza, glistened with the presence of Mayor Jim Hahn, County Supervisor Zev Yaroslavsky, members of Congress and the L.A. City Council, and a host of business executives and entrepreneurs. At the gala the Chamber honored community and business leaders John Mack of Los Angeles Urban League, with the Civic Medal of Honor, and Sharon Allen of Deloitte & Touche USA LLP with the Distinguished Business Leader Award, and City National Bank with the Corporate Leadership Award. The event was a microcosm of the function of the Chamber, which continually brings together business, political, and civic leaders to help propel Los Angeles into the future as a successful and prosperous world city.

The Chamber took the opportunity amongst the “movers and shakers” of Los Angeles to install Christopher Martin, CEO, AC Martin Partners, California’s oldest planning, architecture, and engineering firm as the new chair of the Board in Los Angeles. Martin succeeds Immediate Past Chair George Kieffer, a partner at the law firm Manatt, Phelps & Philips, LLP.

At the end of the trip it was clear the Chamber had done something unprecedented and phenomenal in the realm of business lobbying. "With so many business leaders from throughout the region lobbying for the same thing, it was clear we left an impression on the administration and legislature," said David Herbst, senior vice president of the MWWW Group and past chair of the El Segundo Chamber of Commerce. “With the high level of collaboration with other local business groups, Access Sacramento sets a high standard for advocacy.”

The 2005 Access Sacramento trip lived up to its name, granting 85 Los Angeles business leaders access to key officials at the state capitol March 1-2 to push the Chamber’s agenda and fight to ensure the prosperity and growth of Los Angeles. The trip, part of an annual lobbying effort orchestrated by the Chamber, is considered the largest lobbying trip of any business leaders access to key officials at the state capitol. They also emphasized the importance of keeping the L.A. Air Force Base open, investing in outreach efforts for underserved youth, and funding local healthcare facilities and programs.

“Our strategy this year was to hold this trip early in the legislative session before issues got redefined in the partisan debates,” said Chamber President and CEO Rusty Hammer. “We were able to present our positions in a constructive sense, as opposed to obstructive, which was appreciated by lawmakers in Sacramento.”

The 85 participants were broken up into six teams -- Goods Movement, Public Transportation, Health Care, Education & Workforce Development, Environmental Quality and Business Issues. The teams discussed everything from transportation funds to the Los Angeles housing shortage with various legislators in the state capitol. They also emphasized the importance of keeping the L.A. Air Force Base open, investing in outreach efforts for underserved youth, and funding local healthcare facilities and programs.

The Chamber has an annual tradition of presenting extraordinary civic leadership at the Inaugural Dinner gala. The 2005 honorees were:

- Civic Medal of Honor - John Mack, President, Los Angeles Urban League
- Distinguished Business Leader - Sharon Allen, Chair, Deloitte & Touche USA LLP
- Corporate Leadership Award - City National Bank

In the spirit of community-building, the Chamber annually recognizes extraordinary civic leadership at the Inaugural Dinner gala. The 2005 honorees were:

Inaugural Dinner: Chamber starts 2005 with a splash

The gala event also welcomed Chamber President & CEO Rusty Hammer back into the limelight after a long battle with leukemia. Although Hammer continued to serve as Chamber president & CEO throughout his illness, his public appearances were few.

"Words cannot express how happy I am to be here this evening," said Hammer at the gala. "Let’s do some great things for Los Angeles this year. Since 1888, the L.A. Area Chamber has championed regional solutions for our growing population and business community. Southern California is at a pivotal crossroads, and the Chamber in 2005 will be doubling its efforts to promote investment in our infrastructure.”
A Message from Rusty

Yes…you are holding our new quarterly newsletter. Don’t you recognize it? Hopefully you’ve noticed over the past two months a redesign of several of the Chamber’s communication pieces. Our weekly communication, L.A. Business This Week, provides you with timely, up-to-the-minute updates on Chamber activities and issues. In addition, the Business Perspective, my weekly editorial column, now includes a calendar of events to keep you informed about Chamber happenings.

And today I’m proud to introduce our new quarterly publication, Chamber VOICE.

Simply put, we think that our members, as professionals in a challenging, ever-changing business environment, deserve up-to-date, easily digestible information. In redesigning our membership communications, we wanted to present information to our members in a more effective way that meets your needs. More targeted feature stories. More focused delivery of news. More bite-sized information. You should never feel lost inside these pages.

In terms of look and feel, all of the credit goes to our marketing & communications department. They came to the project with great enthusiasm and the results speak for themselves. We’ll continue to dig deeper into the issues and keep you informed on the policy debates impacting the Los Angeles regional business community.

So, please enjoy the new Chamber VOICE and all of the issues to come. Here’s to the future, and happy reading.

RUSSELL J. HAMMER
President & CEO
Los Angeles Area Chamber of Commerce

**“Schwarzenegger’s proposed budget could derail attempts to unplug several troublesome bottlenecks.”**

Rusty Hammer, president of the Los Angeles Area Chamber of Commerce, cited several endangered projects, including building northbound carpool lanes on the San Diego Freeway between the Santa Monica and the Hollywood freeways, extending a light-rail line to Santa Monica and expanding a Crenshaw Corridor bus transit way.”

— Los Angeles Times, Jan. 11

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**Calendar of events**

Mark your calendars! Here’s the lineup of the next quarter’s events. For event details, visit the new and improved online calendar at [www.lachamber.org](http://www.lachamber.org) or call 213.580.7500

**APRIL 2005**

**WED Apr. 6**
Health Care Committee Meeting

**THU Apr. 7**
Connection Point: Networking in Color
Business After Hours Mixer

**FRI Apr. 8**
Education & Workforce Development Committee Meeting

**TUE Apr. 12**
Referral Network

**WED Apr. 13**
Executive for a Day
Technology Industry Council featuring Oracle

**THU Apr. 14**
Executive Committee Meeting

**FRI Apr. 15**
Accenture Pancakes & Politics with Los Angeles Mayor Jim Hahn

**SUN Apr. 17**
Access D.C.

**MON Apr. 18**
Access D.C.
World Trade Week General Committee Meeting

**WED Apr. 20**
Power Hour Lunch Series: Creating a Mindset for Building Your Business, Part 1

**THU Apr. 21**
Export Seminar Series #7: Legal Due’s & Don’ts for Exporters
Non-Profit Plus, Session #1

**FRI Apr. 22**
Leadership LA #4

**TUE Apr. 26**
Referral Network

**WED Apr. 27**
Construction Industry Council

**THU Apr. 28**
Economic Development & Land Use Committee Meeting

**MAY 2005**

**WED May 4**
Health Care Committee Meeting

**THU May 5**
Leadership LA Cinco De Mayo Mixer

**FRI May 6**
Accenture Pancakes & Politics with Assembly Speaker Fabian Nunez

**TUE May 9**
Referral Network

**WED May 11**
Power Hour Lunch Series: Creating a Mindset for Building Your Business, Part 2
Education & Workforce Development Committee Meeting

**THU May 12**
Executive Committee Meeting

**TUE May 17**
Transportation & Goods Movement Committee Meeting
Small Business Awards Luncheon

**THU May 19**
Non-Profit Plus, Session #2
Environmental Quality Committee Meeting

**FRI May 20**
Leadership LA #5

**TUE May 24**
Referral Network

**THU May 26**
Export Seminar Series #8: Freight & Logistics – Delivering Goods
Economic Development & Land Use Committee Meeting

**JUNE 2005**

**WED Jun. 1**
Health Care Committee Meeting

**WED Jun. 8**
Power Hour Lunch Series, Session #3
Education & Workforce Development Committee Meeting

**THU Jun. 9**
Executive Committee Meeting

**FRI Jun. 10**
Accenture Pancakes & Politics

**TUE Jun. 14**
Referral Network

**THU Jun. 16**
Environmental Quality Committee Meeting
Non-Profit Plus, Session #3

**FRI Jun. 17**
Leadership LA #6

**TUE Jun. 21**
Transportation & Goods Movement Committee Meeting

**THU Jun. 23**
Economic Development & Land Use Committee Meeting

**TUE Jun. 28**
Referral Network

**SIGNATURE EVENTS & NEW PROGRAMS**

**Sunday-Wednesday, Apr. 17-20**
Access D.C.

While 43 percent of the nation’s commerce enters through LA County, we’re getting only 77 cents back in each tax dollar we send to Washington. Join the Chamber for meetings with key lawmakers and cabinet secretaries as we fight for Los Angeles’ fair share.

**Wednesday, April 20**
Power Hour Lunch Series: Creating a Mindset for Building Your Business, Part 1

A four-part series that will provide a focused forum for members to enhance their businesses’ performance by increasing their selling, marketing and leadership skills through practical exercises and interaction.

**Thursday, Apr. 21**
Non-Profit Plus, Session #1

An eight part series designed to help non-profit members master the business of non-profit management.

**Wednesday, May 4**
World Trade Week Kick-Off Breakfast

For 79 years, the annual education and outreach activities of World Trade Week have highlighted the importance of international trade to our region and educated the community about its direct and indirect benefits. Please join us for the Los Angeles region’s signature world trade event.

**Tuesday, May 17**
Small Business Awards Luncheon

Presented by the Chamber in partnership with the U.S. Small Business Administration, this event attracts over 500 hundred small business owners to honor the achievements of small business advocates in 10 award categories.
Chamber testifies on a topic and Chair,
Pasadena Star News hosted a meeting in
California Research &
LA Downtown News DuckDuckMousse
ABL Inc City Jan. 21.
LA Times Taste of Chamber mixer
Chamber meets with LA Times and vice-Chamber members
Classic Fare Jan. 24.
Cash for College, LA Times, Jan. 3.
Passionfruit Leadership LA 2005, and
The Connection Point, Mar. 14.

endorsed Hahn for reelection as L.A. Mayor.

Chamber testifies at goods movement meeting
Fian of Majestic Realty Co. and vice-chair of the Chamber’s Transportation & Goods
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Suzy Wright explained to CalPFAA Secretary
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Based on where the candidate stands on the
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and air quality, especially along the corridors linking the seaports to distribution centers in the
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The 83 participants in the Chamber’s annual
Accurate Sacramento lobbying trip went to bat for
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California

- California houses 12.2 percent of the nation's population.
- California pays 13 percent of the nation's total federal taxes.
- For every paid federal tax dollar, California receives 79 cents back in federal expenditures, shortchanging us by $50 billion last year.
- Federal per capita spending in California in 2001 was $5,566 compared to national average of $6,321.
- California has been a donor state for 18 consecutive years.
- California is home to a quarter of the nation's 11 million undocumented immigrants, 485,000 of whom enter into the country each year.

Los Angeles County

- Today's leading sectors include:
  - International trade (306,400 jobs)
  - Tourism (256,100 jobs)
  - Film/TV production (225,300 jobs)
  - Wholesale trade & logistics (200,700)
  - Technology (182,900 jobs)
- LA County's population is 10.7 million people, which is larger than 41 states.
- LA County's emerging economies include bio-medical, environmental and digital technology as well as creativity.
- Los Angeles is the largest major manufacturing center in the U.S., with 500,000 workers in these activities in 2003.
- The LA Customs District, which includes LAX and the seaports of Long Beach, Los Angeles and Port Hueneme, is the nation's largest, based on value of two-way trade. In 2003, this totaled $235.0 billion, compared with $219.6 billion for the second place New York.
- LA County has 171 colleges and universities, some of which rank among the world's leaders in research and academia.
- LA County's GNP ranks 17th in the world among countries.

The Port of Los Angeles

- The Port of Los Angeles is the busiest port in the nation and eighth busiest in the world, handling 8.109 ships each year.
- The Port handles $122.1 billion worth of cargo annually.
- The Port handles nearly 150 million metric revenue tons of cargo annually.
- Last year, the Port moved 7.4 million TEUs, a national record.
- Port of Los Angeles benefits include:
  - 259,000 full and part time jobs in Southern California
  - 1,353,500 jobs nationwide
  - $26.8 billion annually in industry sales

Los Angeles Air Force Base

- LAAFB provides 50,000 jobs and $8 billion in economic activity in LA County; 112,000 jobs and $16 billion economic activity in the state.
- Since 1988, California lost 93,456 military and civilian jobs, which was 55 percent of the nation's net personnel cuts due to base closures.
- LAAFB provides vital missile defense information and meteorology to armed forces throughout the world.
- No other region in the world can provide the skilled workforce and private sector support needed to adequately operate the LAAFB's unique services.

L.A.'s business agenda

Chamber members work to strengthen the region by keeping L.A.'s people, goods and economy moving forward

As the voice of business in L.A. County, the LA Area Chamber works every day to build a better business climate and improve quality of life in the region. At right is the short list of our 2005 Regional Advocacy Agenda priorities. In each issue of the Chamber VOICE this year, we'll highlight helpful facts and figures and Chamber policy advocacy positions in each of the three major categories at right. This first installment covers issues related to the Chamber's efforts in promoting business vitality and economic growth, a timely topic as Chamber members head to Washington, D.C. this April for the annual Access D.C. advocacy trip.

As part of our Business Vitality and Economic Growth agenda, the Chamber advocates for:

Competitiveness

To improve the region's business climate and to create jobs, the full impact of legislation on employers must take into account competitiveness as it relates to taxation, regulations, workplace standards and other employer costs.

International Trade

As a leader in international trade, strengthening Southern California's logistics infrastructure and efficiency must be a priority for policymakers throughout the region.

Transportation & Goods Movement

As nearly half of the nation's imports enter through Southern California, federal transportation monies must be secured to relieve congestion on local roads, highways, seaports and airports.

LA Area Chamber

2005 Regional Advocacy Agenda

(1) Business Vitality & Economic Growth
- Competitiveness
- International Trade
- Transportation & Goods Movement

(2) Governance & Fiscal Reform
- Fair Share
- Fiscal Reform
- Political Reform

(3) Infrastructure & Social Services
- Education & Workforce Development
- Environmental Quality
- Health Care
- Housing

L.A.’s people, goods and economy moving forward

As part of our Business Vitality and Economic Growth agenda, the Chamber advocates for:...
**BUSINESS ADVOCACY UPDATE**

A quick run-down of the issues the Chamber’s working on right now, positions we’re advocating, and how they impact L.A. business.

**Let the Bay Area pay for its bridge**

The Oakland Bay Bridge in Northern California is now more than $3 billion over budget. As the Bay Area community has resisted making cost-saving design changes, Southern California leaders, including the Chamber, are urging state lawmakers not to use L.A.’s transportation monies to pay for these cost overruns. With L.A. in a transportation crisis, we can’t afford to pay the estimated $500 million it will cost our region for this bridge’s escalating costs. We ask the Bay area leaders to find creative ways to finance the project—from private funds to toll increases—to complete the project fairly.

**BOTTOM LINE:** Southern California can’t afford to spare transportation dollars to continue funding this expensive project, now $3 billion over budget.

**Save L.A. Air Force Base**

The Chamber is lobbying hard to spare Los Angeles Air Force Base from the federal government’s Military Base Realignment and Closure process. Previous BRAC rounds were especially tough on L.A.’s defense industry: between 1988 and 1995, 29 major installations, and 95,000 jobs, were lost in our state due to base closures, by far the most of any state. Los Angeles Air Force Base provides 59,000 jobs and $8 billion in economic activity in L.A. County (112,000 jobs and $16 billion in the state). LAAFB provides vital missile defense information and meteorology to armed forces around the world. Programs include the Global Positioning System (GPS), space-based radar, development of the next generation of ballistic missiles, infrared satellites used to track enemy missiles, and some of our nation’s most secretive space weapons systems. Since 1998, California has lost 93,456 military and civilian jobs—55 percent of the nation’s net personnel cuts—due to base closures.

**BOTTOM LINE:** LAAFB must be spared from closure. No other region in the world can provide the skilled workforce and private sector support needed to adequately fulfill this facility’s unique mission.

**Nurture L.A.’s emerging logistics industry**

Rapidly gaining prominence for replacing declining manufacturing jobs, the “logistics” industry comprises the activities of goods movement—from cargo arriving at ports and airports, transported by truck and rail to warehouses, and distributed to stores and factories across the nation. Only recently have economists begun to identify this cluster of related jobs and services as an industry, and it’s one for which L.A. is a natural-born leader as a world trade hub. The best news about these jobs: they are similar to the manufacturing jobs we’re losing in not requiring a college education, but they pay even better.

**BOTTOM LINE:** With 43 percent of the nation’s imports entering through the L.A. area, we must invest in port upgrades, airport modernization, and transportation infrastructure to take advantage of our central role in world trade.

**MEMBERS SPEAK**

The Chamber brings together a diversity of people and businesses. Here, four members share how they’re affected by the Chamber’s work.

**Bob Hammer**

Pareto Point Industries

Member since 2002

Bob has been in business for six years as a light manufacturer for the automotive industry. As a small business owner, he takes advantage of the Chamber’s networking events and policy committees. Bob believes that access to valuable resources is one of the benefits that derives from membership in the Chamber. Through events and programs like the Access advocacy series and Pancakes & Politics, Bob has taken advantage of the Chamber’s access to information and their expertise. He also recognizes the importance of the Chamber’s role in providing insight and education.

**Vicky Panossian**

IMD, Integral Market Developer

Member since 2004

Panossian says the Chamber does things that matter to business. IMD specializes in foreign market development, assisting small- to medium-size businesses in expanding overseas. Her geographical areas of expertise include Europe, China, and many Persian Gulf nations like Dubai, Bahrain, and most recently, India. She recently attended LA Chamber events and saw value in the Chamber’s events and programs.

**Joe Stevens**

Bridge Consultants, Inc.

Member since 2003

Joe is in the business of workers compensation consulting. He and his partners created Bridge Consultants to provide strategies, advice, information, answers, and specific programs to help reduce the cost of workers compensation to companies. Joe joined the Chamber a few months after starting his company and has been involved in the Chamber’s efforts to reform workers comp. His connection with the Chamber dates back to the day when he was a sales and marketing manager at a previous company. “I learned you can waste a lot of time with different groups and organizations. But I attend LA Chamber events and saw value in its people and functions.”

**Stephen Williams**

E-Chx Inc., Payroll Solutions

Member since 2002

“My business is payroll.” Chamber member E-Chx works with companies, taking on a range of payroll processing related issues, including tax liabilities and issuing checks and W-2s. A member of the Chamber’s Ambassadors Club, member who assist other members in maximizing their invest in the Chamber. Stephen says he joined for the relationships, networking, and perspectives on the community that the Chamber provides. He believes this knowledge is crucial for doing business in Los Angeles. For Stephen, one of the biggest advantages to operating in L.A. is the multitude of companies with which to interact and do business. He acknowledges the presence of a certain degree of L.A. bureaucracy, but is confident that if this is reformed thanks to the work of the Chamber, the community will benefit as a whole. “I think the Chamber is doing a great job right now as far as communicating with members and educating members on how to utilize the Chamber and its networks, which is something that is often overlooked.”

**Secure L.A.’s fair share of transportation dollars**

The Chamber is lobbying for L.A.’s fair share of federal Transportation Equity Act Legacy user funds and state Prop. 42 funds to jump-start backlogged transportation projects to improve mobility in the region. These projects include: METRO’s Gold line rail extension, the Expo Line from Downtown L.A. to Santa Monica beaches and improvements at the seaports for smoother goods movement.

**BOTTOM LINE:** L.A. County’s infrastructure facilitates the national economy and millions of jobs locally. If goods and people don’t move, our jobs will.

**Reform the California Environmental Quality Act**

Signed into law in 1970, the California Environmental Quality Act mandates review of all land use and development projects with potentially significant environmental impacts. The act’s unintended consequences have included heavy challenges for housing developers. Chamber Immediate Past Chairman Peter Klepper has been appointed by the Governor to the CEQA Improvement Advisory Group, which is exploring ways to encourage efficient land-use patterns in the development of housing and infrastructure while protecting valuable natural habitats and productive farmland. The Chamber is also hosting a CEQA reform dialogue in April with regional opinion leaders and the Schwarzenegger Administration.

**BOTTOM LINE:** We are encouraged by the Governor’s intentions to reform CEQA and will work to ease burdens on developers for infill development in urban areas.

**Headquarter the new stem cell institute in L.A.**

The California Institute for Regenerative Medicine is the body overseeing the implementation of Prop. 71, the initiative to fund stem cell research in California. CIRM is currently considering locations for headquarters of the institute, and the Chamber is advocating that it be located in Los Angeles area, where some of the nation’s most cutting-edge biomedical research institutions and skilled workers are located.

**BOTTOM LINE:** With a base of operations in L.A., the stem cell institute will tap into the region’s unparalleled network of cutting-edge breakthroughs in biomedical science and technology.
Member Advantage: member-to-member discounts

Member Advantage gives members the opportunity to save money on the products and services of fellow members. If you would like to add your discount to this list, please contact the Chamber at 213.580.7593. You may also view the complete list at www.lachamber.org.

ADVERTISING
Smallbiz4U
Chamber members get two months of advertising for free with no obligation for more, after the two months members get the $40 ad for $25 if they renew. Contact: John Brennan 323.876.8113.

ART
Los Angeles World Group
Fine art, gift, and 15% off all breathtaking images, focusing on landscape and interior art in white and color. Contact Hal Myers 626.695.1144.

AUDIO VISUAL
CCS Presentation Systems, Inc.
Chamber members receive a $15 discount on projector rentals. Call Gina Rael 323.954.7754 x12.

Cutting Edge Productions, Inc.
323.807.4400. Contact only. Call Bill Dedes 323.360.4500.

AUTOMOBILE SERVICES
Enterprise Rent a Car
10% off all low flat-rate, medium price 32w2630. Call 1.800.593.0505 or your local office.

Top Shelf Cleaning Company
30% off auto wash and detail services provided at your location. Call James Douglas 214.830.3579.

BUSINESS SERVICES
Cham Community Development Corporation
Chamber members receive 10% off the purchase of Cham’s ABC’s of Starting a Business Kit. Maximum order of 5 per order. Call Anita Rodriguez 323.269.0751.

Catering
Iziz Catering
10% discount on food cost for any catered event. Contact Gilberto Cetina, Jr. 213.741.1075.

CHIROPRACTIC CARE
Dr. John McKeon, Chiropractor
30% discount on chiropractic treatment. Free full spine massage with first paid visit. Call Dr. John McKeon 323.650.6565 (4325).

COMPUTER/COMPUTER NETWORKING
Virtual IT (technology)
Computer and computer networking services at 10% of dollars per hour (regular rate at $95). New customers only. Call John 213.224.0382.

COMPUTER CONSULTING
Avatar Computer Consulting
Receive 25% off hourly rates for PC, server and maintenance. Call Rob Poston 323.664.0100.

CREDIT CARD AND CHECK PROCESSING
E-commerce Exchange
No application fees and $99 off any equipment, software or the set up of any services including debit, gift card and EBT. Contact Tim Rogers 310.361.2840. Trento@ecn.com, www.ecn.com.

Superior Merchant Services
Free set up, installation, support and shipping is $395.00 Value. Plus 10% off monthly transaction rate for first year. Contact Chris Miller 800.318.3088, chris@superiormerchant.com.

DENTISTS
LA Dental Spa
50% off at home bleaching kits. Contact: Emma Garcia 323.655.1350.

DESIGN DEVELOPMENT
Fludesign
10% off any design projects; logos, Web sites, re-branding. Also search engine optimization. Mention code “chamber” when requesting quote. Call Alexandria Schmitt 310.836.6100.

EDUCATION PROGRAM
The Anderson School at UCLA
Save 10% on any Executive Education Program. Acquire top-level management skills and leadership skills to guide your organization. Call 310.825.2001. Restriction: Cannot combine with any other discount.

ENTERTAINMENT
Bill (C) and His Quartet
Will perform for all and any occasion at a $200 discount (regular $650.00). Call Bill Chico 323.887.0464.

EVENT PLANNING
All In The Planning
10% off the management fee for your meeting or event. Call Jami Williams 818.774.9594.

FABRIC
Libra, LTD
Receive 10% off on silk fabrics five yards or more. Contact Christina customer service for more information 213.747.2406.

GIFT & FRUIT BASKETS
Bouquet of Fruits
9% off on 20-piece online catalog for Chamber members. Call Stephen Paul 594.2907.

Gotta Getta Gift
10% off any purchase of $100 on gift baskets or promotional products. Call Matt Cohen 310.324.3224.

Melissa World Variety
Product, Inc.
15% off all exotics. Call Frank LaBelle 888.598.0153 x 340.

First AI AD SERVICES
Emergency-1
10% off all email and print services for new customers. No equipment charges.

GA curves for Women (Las Vegas Figurative)
60% off any use. This club only with LAACC adjoiner, etc. Contact Michelle Moore Sanders at 213.746.3488.

HOME IMPROVEMENT
Emili’s Hardware
20% off (w/ cash or check) 10% off with credit card. Discount off most items purchased with courtesy card. Call Markus Mondol 818.840.0911.

GYM
Curves for Women (Las Vegas Figurative)
60% off any use. This club only with LAACC adjoiner, etc. Contact Michelle Moore Sanders at 213.746.3488.

HOTEL
Elan Hotel Modern
Special room rates for LAACC members beginning at $135 with confirmed upgrade. Breakfast included. Contact Rob Allman 323.658.5300.

HOUSING
National Corporate Housing
Chamber members receive a special 10% discount on any temporary housing stay of 30 days or more. Contact Melissa 888.604.7368.

Pegasus Apartments
Chamber members receive a special 9% security deposit fee and one month free on a years lease. Upon approved credit. Call Kathy Kingele 213.430.8111.

HUMAN RESOURCES
Diversified Risk Management, Inc.
Pre-employment background screening services. Sign up today and receive your second background for free! Rates start at $6.99. Call Joce Levy 800.810.9508.

INTERIOR DESIGN
Design Theory/Interior Design Solutions
15% off design hourly rate or 10% off design flat fee. Visit www.design-theory.com.

LEGAL SERVICES
Henchin Law Firm, P.C.
10% off regular billable hour of $200.00 for partners and $125.00 for associates. Call John Henchins 213.239.0500.

MEETING PRODUCTION
Focus Creative Group
10% off all staging, lighting, and sound equipment. 15% off video production, presentation and management fees.

Robert Crossman 818.728.9200 x240.

MEMBERSHIP DISCOUNT
Los Angeles County Museum of Art
10% discount on automatic services or membership dues. Call Cami Lee 323.932.5861.

MOVING AND STORAGE
Ortiz Bros. Moving and Storage
10% off packing materials, 10% off moving services. Call Richard Slowery 323.221.3393.

OFFICE SUPPLIES AND EQUIPMENT
Bayview Digital Systems
50% discount on any service calls for copiers or printers and 10% off new copiers or toner cartridges. Call Ed Bryant 866.127.3137.

Konica Minolta Business
Solution
25-30% off the retail price of any digital copiers (black & white or color), digital cameras or get a digital camera. Contact Kathy 310.270.2415.

PARCEL SERVICE
E-chx, Inc. Payroll Solutions
10% payroll services with a 50% discount on one-time set up fees. Promotion offered through telephone orders only. Call Stephen Williams 626.216.5000.

PHOTOGRAPHY
Architectural Photography & Design
Save 10% on architectural photography services includes exteriors, interiors, construction progress, and claims for use as promotion purposes or contract. Call Richard Levy 213.250.0100.

Ricoh Business Systems
Receive 25% discount on any of your digital copiers (black & white or color), fax machines or get a digital camera. Contact Randy 866.127.3137.

PROMOTIONAL PRODUCTS
Bazic Promotional
Discount to all LA Chamber members.

PUBLIC RELATIONS
MAYO Communications
Discount on public relations and marketing services are on an hourly basis. Call Sydney Weisman 323.730.0133.

ROYALTY Roofing Company
10% off expert roofing and roof repairs. Flat rate, expertly done. Call Imperial Roof, 10% off monthly. Call Al Aust 323.938.3933.

Search Finance Group
10% off the standard fee for your first permanent placement with us. New customers only. Call Denise Schmitz 310.914.1400.

The Job Shop
Discount to all LA Chamber members. Hire a temporary employee from The Job Shop for 5 days and the 6th day is FREE. Please contact Brett Adams at 310.581.5710.

TECHNOLOGY
ABCO Technology
Weisman Hamlin Public Relations
10% off all public relations and marketing services are on an hourly basis. Call Sydney Weisman 323.730.0133.

SADA Systems, Inc.
Receive 15% off of hourly rates for all technology consulting and support, and web service development services. Call Tony Saitian 818.705.4699.

Soho Network Services
10% off all management/ configuration of equipment and services, also 20% off monthly managed contracts first 3 months. One year contract minimum does not include equipment.

WEB SITE AND TECHNOLOGY DESIGN
Cloworks
Receive a 10% discount off all published prices pertaining to logo, web, e-card, and e-newsletter design. Call Ole Conners 818.973.7140.
MEMBER ANNIVERSARIES

Congratulations to our renewing members! We greatly appreciate your continued support and involvement.

110 years
- Fluor Corporation
- Vulcan Materials Company CalMat Division

88 years
- Charles Dunn Company, Incorporated

85 years
- Unified Western Grocers, Inc.

75 years
- Pepperdine University

45 years
- California State University Los Angeles

35 years
- Arden Group/Gelson’s Market

25 years
- Dearden’s Furniture

15 years
- Archdiocesan Youth Employment Services of Catholic Charities of LA
- Greif & Company

10 years
- Avis Rent-A-Car
- First Regional Bank
- Fleishman-Hillard, Inc.
- LAUSD
- Los Angeles Area Council Boy Scouts of America
- Mayer, Brown, Rowe & Maw
- The Mobile Storage Group
- Unite LA
- Washington Mutual Bank

5 years
- AIG American General
- Alameda Corridor Transportation
- Bibby Financial Services
- Carsmith Ball, LLP
- Craft Resources, Inc.
- Dougherty Laser Vision
- Gotta Getta Gift
- Greer, Dailey and Minter Public Affairs
- Jacob Bear
- Korea Business Development Center - LA Roselle Financial
- Lachner Communications
- Stuart F. Cooper
- United Assurance Company

1 year
- Branham

* denotes Circle Level Member

WELCOME TO THE CHAMBER

Thanks to our new members, who joined the Chamber between January and March of this year. To learn more about Circle Level membership benefits, call 213.580.7546.

Silver Circle
- J P Morgan Fleming Asset Management, David C. Sears, 310.860.7047, Financial Services

Bronze Circle
- Broadway Federal Bank, Jonathan Heywood, 323.634.1700, Banks
- Circle, Inc., Lee M. Asby, 909.392.7564, Printing/Repair
- Cumbre Insurance Services, Inc., Rate Shop, 213.499.6262, Insurance/Brokers
- March of Dimes, Rita T. Higgins, 213.637.9377, Health Care
- Rockefeller Group Technology Solutions, Erica J. Sandman, 310.545.7960, Telecommunications/Telephone Systems & Service
- Stoton Construction Company, Thomas Limas Walsh, 714.255.7080, Contractors
- Robert M. Courtney, 818.708.1770, Consultants/Real Estate
- Richard Gamboa, 661.510.3196, Construction/Management
- Lee Ashby, 909.392.7564, Printers/Cleaning & Repair
- Rita T. Hopkins, 213.637.5037, Health Care
- David C. Sears, 310.860.7047, Financial Services
- Michael J. Rolbin, 323.939.4228, Staffing
- Juan Antonio Estevez, 213.596.7300, Accounting/CPA
- Mary Sirounian, 323.660.3667, Pharmaceuticals
- Pirouz M. Adeli, 213.612.4949, Trucking/Local Cartage
- Hal Myers, 626.695.1144, Art
- Stephanie E. Branch, 213.628.2200, Attorneys/Legal Services
- Pamela S. Johnson, 310.477.9000, Photography
- Tania Beltran, 323.953.7500, Dating Service
- Erica J. Sandman, 310.545.7960
- Kenadie Cobbin, 310.350.0575, Community Organizations/Youth Programs

Standard Members
- Allan Hoffenblum and Associates, Robert W. Manikowski, 310.205.8811, Consultants
- American Limousine, Mehrdad Baghi, 310.665.0024, Limousines
- Anderson-Pacific, LLC, James R. Anderson, 310.689.2300, Real Estate/Developers
- Ager Solutions, Lone Moore, 310.328.5800, Community Organizations/Social Service Organizations
- Bangkit USA, Inc., dba Basic Promotional, Ruby L. Katana, 323.859.8838, Advertising/Specialties
- Bayview Financial, Lance W. Newton, Lance W. Newton, 661.775.1544, Financial Services
- Beyond The Pharmacy Inc., Mary Sirounian, 323.660.3667, Pharmaceuticals
- California Certification Board of Chemical Dependency Counselors, Paula Torres, 323.581.8547, Community Organizations
- Campus Circle, Sean Bello, 323.939.8477, Publishers/Newspapers
- City Business Services & Shipping, Prouz M. Adeli, 213.612.4949, Traveling/Local Cartage
- Courtyard Property & Investments, Inc., Robert M. Courtney, 818.708.1770, Consultants/Real Estate
- Dr. Kim’s California Dental Group, Tania Beltran, 323.953.7500, Dentists
- E.H. Financial & Realty, Shawa N. Henry, 562.461.3780, Real Estate/Investments
- Eos World Creative Group, Hal Myers, 626.695.1144, Art
- Freedom Builders Los Angeles, Jeff Hoffman, 626.296.2935, Business Organizations
- Hana Kawano, Hana Kawano, 323.640.6958, Health Care/Services
- Harvard-Wilshire Medical Group, Peter Hahn, 213.387.9400, Medical/Government
- HerShe Group, Kendrae Cobb, 310.350.0575, Community Organizations/Youth Programs
- Improvised Program Services, Major Lewis, 323.957.0264, Health Care/Services
- InFocus - NOW, Patricia S. Johnson, 310.477.9000, Photography
- Konica Minolta Business Solutions, Inc., Andrea Carlson, 213.437.3600, Office Supplies
- The Los Angeles Greek Festival at St. Sophia Cathedral, Kelenie K. Libatsos, 323.737.2424, Community Organizations
- LA Singles.com, Stuart F. Cooper, 310.689.2300, Dating Service
- Los Angeles Times Federal Credit Union, Bruce Lund, 213.237.5373, Credit Services/Unions
- Maginnis Knechtel & McIntyre, Arthur J., Thielner, 626.448.3466, Accounting/CPA
- Maxim Healthcare Services, Michael J., Robbin, 323.939.4228, Staffing
- Nouveau Riche Academy, Cheny Chen, 801.647.2999, Schools/Vocational
- OC Block Works, Stephen J. Klitsky, 310.844.8956, Butcher Blocks
- Preferred Plush, Geralin Tan, 323.278.8188, Importers & Exporters
- Premiere Global Services, David Allen, 818.951.6070, Telecommunications
- Ramp, Rachel L. Elmar, 323.617.1345, Graphic Designers
- Schotth, Creyoff & Associates, APC, Timothy P. Creyoff, 626.963.7161, Attorneys
- Shanghai Spring International Travel Services, Jing Huang, 626.571.5800, Travel Agencies
- Shomer & Associates, Amy Shomer, 310.734.5681, Production/Distribution
- SONO Network Services, Wayne A. Legaux, Jr., 949.203.6491, Information Technology/Services
- Sonnett & Associates, Stephanie E. Branch, 213.628.2200, Attorneys/Legal Services
- Southern California Indian Center, Inc., Abel Moreno, 310.387.5772, Community Organizations/Social Service Organizations
- Special Inspection Services, Inc., Timothy P. Creyoff, 626.963.7161, Attorneys
- Stoton Construction Company, Thomas Limas Walsh, 714.255.7080, Contractors
- Unique Corporate Team Enhancement, Michael Carter, 877.372.2783, Contractors/Mechanical
- VELAH Group LLP, Juan Antonio Estevez, 213.596.7300, Accounting/CPA
- Wiltel Communications, Alli Wrhihi, 861.535.8351, Telecommunications/Providers

DOING BUSINESS IS A BREEZE

with the Chamber’s online member directory

Find goods and services quickly with the LA Area Chamber Member Directory online. Just go to www.lachamber.org and click on “Spending in LA.” Search for member companies by keyword, business name, city and zip code, or view listings by business category, from “advertising” to “warehouse rentals” and more. The listings link directly to company Web sites so you can find what you need in just a couple of clicks.
AT SBC, WE MEAN BUSINESS.

That’s why we’re providing businesses with simple, cost-effective communications tools to enhance productivity. SBC companies are industry leaders in Internet Protocol networking, delivering Voice over IP, video and data services that meet the needs of almost any business. The advanced communications applications possible with IP-based solutions can translate into competitive efficiencies and advantages for many business operations. SBC Hosted IP Communication Service combines voice and data communications on a single network, giving you personalized control, simplified management, potential cost savings and advanced applications to drive your business success. HPCS functionality can be accessed from any Internet connection, which means you can be reached at the same number whether you’re at your desk, in a conference room, or working remotely across town or around the globe.

Unified Communications allows you to check all your email, landline voicemail, Cingular voicemail and faxes through a personal computer. With cutting-edge text-to-speech technology, you can have the contents of an email message or fax read to you whether you are checking messages from your office or remotely with Cingular. With SBC’s FreedomLink, when you leave the office, you roam with high speed Wi-Fi accessing SBC “hotspots” at airports, hotels, convention centers, car rental offices, bookstores, coffee shops, and other high traffic venues.

Our Wireline/Wireless integration offers wireline calling with great value and features, plus Blackberry connectivity and Cingular wireless access all on one easy, convenient bill. SBC is meeting business needs like no other company can. Find out how SBC can help your business identify the right strategy and assist with every stage of implementation and management by calling 1-800-750-2355 or long on to www.sbc.com.

BUSINESS CUSTOMERS TO BENEFIT FROM ACCESS TO NEW NATURAL GAS SUPPLY SOURCES

Ensuring a reliable supply of reasonably priced natural gas continues to be a key goal of Southern California Gas Co. (The Gas Company). As domestic gas production continues to decline, non-traditional supplies such as liquefied natural gas (LNG) will be required. The Gas Company believes customer access to new supply sources will increase reliability and competition among suppliers, helping to reduce price volatility and create lower prices for all customers. Also, diversity of natural gas supplies is key to the future well being of our state. That is because a large number of residents and businesses in the region depend on natural gas to heat their homes and fuel their processes. In fact, the percentage of homes, businesses and electric power plants fueled by natural gas is greater in Southern California than anywhere else in the nation.

With increased reliability, there will be less risk of a supply shortfall or price spikes that might occur if something happens on an existing pipeline or in an existing supply basin. Industry experts estimate that the total savings in gas costs from bringing LNG into the west coast will be at least several hundred million dollars a year, and could be as much as $1 billion a year.

The California Public Utilities Commission last year approved our proposal to allow LNG supplies to flow into California from several receipt points through our extensive pipeline system. We expect customers will see lower gas bills due to more competition created through increased diversity in supply sources.

The LA Area Chamber wishes to thank our Diamond Club members for their support. The Diamond Club is the highest level of Chamber membership, reaping the most benefits and supporting the Chamber’s efforts to seek full prosperity for the L.A. region. For more information on Diamond Club opportunities, contact Vice President of Membership David Eads, 213.580.7546 or deads@lachamber.org.

Our 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.

Diamond Club
The Los Angeles Area Chamber of Commerce gratefully acknowledges the support of the Diamond Club members:

- Bank of America
- ChevronTexaco Corporation
- Kaiser Permanente
- Los Angeles Times
- SBC
- Southern California Edison
- The Gas Company, a Sempra Energy utility
- Wells Fargo

The views contained in the LA Area Chamber Voice reflect positions taken by the Los Angeles Area Chamber of Commerce and do not necessarily reflect the views of our Diamond Club members.

IN THIS ISSUE:

Your Chamber working for you

LA Area Chamber activities in the first quarter

Feature: L.A.’s business agenda
Useful facts and policy positions affecting L.A.’s business climate

Member-to-member discounts
Do business with fellow members and save

The LA Area Chamber wishes to thank our Diamond Club members for their support. The Diamond Club is the highest level of Chamber membership, reaping the most

benefits and supporting the Chamber’s efforts to seek full prosperity for the L.A. region. For more information on Diamond Club opportunities, contact Vice President of Membership David Eads, 213.580.7546 or deads@lachamber.org.