In the hours before the legislative deadline to place initiatives on the state’s primary election ballot, 100 Access Sacramento participants stormed the capitol to urge lawmakers to place initiatives on the state’s primary election ballot, 100 Access Sacramento participants stormed the capitol to urge lawmakers to agree on language and funding for a historic infrastructure bond. The L.A. Area Chamber’s annual lobbying trip to Sacramento on March 7-8 was designed to perfectly position local business leaders to advocate for infrastructure needs, particularly to benefit Southern California’s aging and overburdened transportation system, and positioned them well.

“Don’t recall this Chamber having so much access to so many top decision makers,” said 2005 L.A. Area Chamber Board Chair Dave Nichols, AT&T. “As the day progressed, it became clear that the Governor, Assembly Speaker, and other top policymakers recognized how effective and influential we are and enlisted us to deliver key messages to legislators.”

Unfortunately, infrastructure bond negotiations fell apart a few days after Access Sacramento, but not without a valiant effort by the Chamber and its partnering organizations. “Access Sacramento had more collaboration from other business groups than ever,” said Chamber President & CEO Rusty Hammer. “The Orange County Business Council sent a large delegation, as did the National Association of Women Business Owners-Los Angeles, which conveyed a strong message that the Southern California business community as a whole objects results on building our infrastructure.”

The Chamber’s agenda also included lobbying teams on other issues, including health care, education and economic development. The energy and environment team urged support for reforms in the California Environmental Quality Act (CEQA) to help reduce costs for building roads—and homes. “CEQA has become a major obstacle to improving the state’s infrastructure, parking projects and costing our region tens of millions of dollars and significant job growth,” observed Robert Wyma, Latham & Watkins, who led the environmental team. “The Chamber is promoting comprehensive market-based programs that, by implementing appropriate environmental standards, can simplify the CEQA process while achieving the region’s environmental and health goals.”

Some Access Sacramento participants addressed the health care side of infrastructure, asking for more time for hospitals to comply with SB 1167 as a fair compromise. Another top priority was combating runaway production. As legislative leaders are expected to renew negotiations with Gov. Schwarzenegger on crafting a bond for the November ballot, the Chamber’s Infrastructure Task Force will reconvene and develop a new strategy. Meanwhile, members are encouraged to sign up for the Chamber’s Access D.C. advocacy trip May 15-18.

For more information, contact Public Policy Manager Sam Garrison, 213.550.7368 or sgarrison@lachamber.org.

Chamber expands role in transforming L.A. schools

Affiliate UNITE-LE receives $500,000 grant to support transitions to small schools, small learning communities, “New Technology” high schools

The James Irvine Foundation has awarded $500,000 to Chamber affiliate program UNITE-LE to assist with the transformation of four Los Angeles Unified School District campuses to small schools and small learning communities. UNITE-LE will assist with organizational change at several existing LAUSD schools, including Jefferson and Jordan, and will help guide the establishment of small learning communities at new campuses, including South L.A. High School #49 (on the former Santee Dairy site) and Central L.A. High School #10, right across the street from the Chamber headquarters at Third and Bixel streets.

UNITE-LE will coach the schools’ leadership teams through the organizational transition; assist with internal communications; access leadership from national experts in small school and small learning community transitions; and develop partnerships between schools and neighborhood businesses.

Our NEW NEIGHBOR.

A rendering of the new high school set to open this fall across from the Chamber. As legislative leaders are expected to renew negotiations with Gov. Schwarzenegger on crafting a bond for the November ballot, the Chamber’s Infrastructure Task Force will reconvene and develop a new strategy. Meanwhile, members are encouraged to sign up for the Chamber’s Access D.C. advocacy trip May 15-18.

For more information, contact Public Policy Manager Sam Garrison, 213.550.7368 or sgarrison@lachamber.org.
I urge you to review this newsletter, and all of the materials we send you, and find ways to become an active and engaged member. Our strength as an organization is the engagement of our members in our events, committees, and programs. We are committed to supporting our members in their efforts to grow and prosper in a strong economy and quality of life in our region that allows our members to prosper and grow. A key element in our efforts is the engagement of our members in our events, committees, and programs.

Your Chamber continues to work hard every day of the year to pursue our objectives: to create a strong economy and quality of life in our region that allows our members to prosper and grow. Key among those are the recent Access Sacramento trip that took 100 business people to the nation's capital to discuss the importance of infrastructure investment. This trip was the culmination of a year-long effort to build support for a comprehensive infrastructure policy at the federal level.

This quarter's newsletter focuses on several important areas that we hope are of interest to you. Key among these are the recent Access Sacramento trip that took 100 business people to the nation's capital to discuss the importance of infrastructure investment. This trip was the culmination of a year-long effort to build support for a comprehensive infrastructure policy at the federal level.

The Kor Group
Get the Member Advantage

We invite you to join us in our efforts to support the Chamber as a premier business development resource, are also featured in this issue. Chamber VOICE is a quarterly publication of the Los Angeles Area Chamber of Commerce.

MEMBERSHIP PAYS. Get the Member Advantage with exclusive member-to-member deals and offers, visit www.lachamber.org/advantage.

If you'd like to offer other members a discount on your products or services, contact Membership Manager, Pat Clark, 213.580.7595 or pclark@lachamber.org.

April 18 & 26

Principal for a Day & Executive for a Day

Get a bird’s eye view at the Chamber. Go online anytime at www.lachamber.org to view and register for upcoming events. Keep up with Pancakes & Politics, our monthly speaker series, and monthly committee meetings—education and workforce development; environmental quality; health care; international trade and investments; land use, construction and housing; and transportation and goods movement. Meanwhile, below are some key dates for major events you won’t want to miss.

CALENDAR OF EVENTS

As always, it’s a busy spring at the Chamber. Go online anytime at www.lachamber.org to view and register for upcoming events. Keep up with Pancakes & Politics, our monthly speaker series, and monthly committee meetings—education and workforce development; environmental quality; health care; international trade and investments; land use, construction and housing; and transportation and goods movement. Meanwhile, below are some key dates for major events you won’t want to miss.

SAVE THE DATE

April 27

Small Business Advisory Council

Don’t miss a discussion on the current state of L.A.’s business market and the challenges of a “flat” world with superstar business columnist Jim Flanagan, who has covered national and international business and economics for 45 years. A business columnist for 20 years at the Los Angeles Times, Flanagan now writes for a variety of publications, including an upcoming book on Southern California’s vibrant business climate and its relationship with the global economy. For more information, contact Membership Manager Pat Clark, 213.580.7595 or pclark@lachamber.org.

May 3

Globalization: Our Growth, Our Future.

World Trade Week Kickoff Breakfast

With 43 percent of all U.S. imports entering through our ports, trade power the Southern California economy and lifestyle more than ever before. Join 500 business leaders for the 80th Annual World Trade Week Kickoff Breakfast at the Omni Hotel Los Angeles to recognize the benefits of world trade to our region. Mayor Antonio Villaraigosa will present his vision for a more globalized Los Angeles and keynote speaker Sherman E. Katz, senior associate at the Carnegie Endowment for International Peace, will discuss developing global markets, free trade agreements, Chinese access to the World Trade Organization and more. For more information, contact International Trade Manager Michele Cateno, 213.580.7595 or mcateno@lachamber.org.

May 15-18

Access D.C.

Help California secure its fair share! Join L.A. area business leaders and elected officials on the region’s premier lobbying trip to Washington. Meet with cabinet members and other key officials in the nation’s capital to advocate on issues of importance to L.A.’s business community—especially our infrastructure. The trip features VIP receptions, luncheons and lobbying meetings with top Congressmembers and White House officials. It’s an amazing opportunity to make a difference with L.A. leaders on Capitol Hill. For more information, contact Public Policy Manager Samuel Garrison, 213.580.7568 or s Garrison@lachamber.org.

May 1-31

25th Annual Small Business Awards

Join the Chamber, the U.S. Small Business Administration, and presenting sponsors Bank of America as we celebrate 25 years of honoring small business in Los Angeles. The annual luncheon honors excellence in small business, with categories including family-owned businesses, home-based businesses, exporters, women in business and more. For more information, contact Events Manager Michelle Attebery, 213.580.7565 or matt@lachamber.org.
10 ways the Chamber helped your business

In addition to lobbying for infrastructure investment and guiding school reforms (see cover stories), your investment in the Chamber allowed us to work every day this quarter to improve the economy and quality of life in the L.A. region. Here are just a few ways we’ve boosted L.A. business so far this year:

1. **Announced business tax reforms taking effect**
   In January, the Chamber formally announced a series of business tax reforms to considerably ease the tax burden on businesses in the city of L.A. The reforms, largely based on recommendations from the Chamber, entirely eliminate a city business tax for companies reporting less than $50,000 or $100,000 in sales for 2006 and 2007, respectively. Essentially, 60 percent of the city’s businesses will no longer pay a business tax.

Bottom line: Thanks in part to the Chamber’s efforts over the past several years, L.A. business—especially the many small enterprises that fuel our economy—will save an estimated $82 million over the next four years.

2. **Claimed victory on ‘design-build’**
   Mobility 21, the Chamber’s transportation advocacy coalition with Metro and the Automobile Club of Southern California, celebrated a major win as the state senate adopted SB1026 in January. Authorized by state senator Sheila Kuehl (D-Santa Monica), the legislation will allow Metro, in close coordination with public agencies, to speed design-build contracting methods for the planned construction of a carpool lane on the northbound I-405 between the 10 and 101 freeways. The project will also likely save federal funding, saving the state millions of dollars.

Bottom line: When infrastructure projects get completed faster and leaner through design-build, it means we can get our region’s goods and people moving more quickly again after decades of neglect. That means less time in traffic and more time with family and contributing to the economy.

3. **Vowed to support legal action on worker retention ordinance**
   The Chamber vowed to defend a reasonable legal action against the L.A. City Council for its recently passed ordinance that imposes police powers on grocery stores of more than 15,000 square feet.

The ordinance requires the buyers of all such grocery stores to retain the entire workforce for a period of one year plus for our employers.

4. **Made a deal with state architect to speed up school construction**
   Chamber Board members Chris Martin, AG Martin Partners; Don Jue, IBM; and John Semcken, Pacific Palms Conference Resort, along with LAUSD Facilities Deputy Chief Guy Mehula and the Governor’s Los Angeles Director Billie Greer, reached a potential agreement with State Architect David Thompson to cut the approval time for new school projects from 18 to 12 months to less than five. An agreement was reached for a pilot project to be implemented in April 2006.

Bottom line: Reductions will save tens of millions of dollars in facilities bond money and allow new construction of schools to be completed at a much faster rate—reducing overcrowding and improving the quality of instruction across the district.

5. **Backed early efforts for Metro’s Expo and Red lines**
   The Chamber voted to support Metro’s plans to construct the Expo Line, a light-rail project that will connect Downtown L.A. with Downtown Culver City. The Chamber also moved to officially back the concept of a Red Line extension to the beach. While the Expo Line has been funded, the Red Line extension has not; however, Westside lawmakers are lobbying to lift a ban on federal funding for such a project.

Bottom line: More public transit alternatives in more L.A. neighborhoods ease the traffic burden on our streets and freeways and boost quality of life for workers and residents.

6. **Helped thousands of students access financial aid**
   In January, 32 Cash for College workshops convened more than 350 financial aid experts, businesses, community-based organizations to assist thousands of high school seniors and their families in completing the required forms to access college financial aid. Chamber members took part with volunteers from G.H. Palmer and Associates, Wells Fargo, Citibank, Los Angeles Community College District and more.

Bottom line: By providing hands on, one-on-one assistance to L.A. students and families, the Chamber helped guarantee increased access to money that’s waiting for them, to help finance the college education they need to become productive members of tomorrow’s workforce.

7. **Kicked off job shadowing and mentoring programs**
   On Groundhog Day, the Chamber hosted more than 30 Belmont High School students to kick off our year-round job shadowing efforts. The program, facilitated by the Chamber and its affiliate, UTEC LA, encourages business members to give students a chance to spend part of the day with working professionals and make school-career connections. Later in the month, Mayor Villaraigosa visited the Chamber to call for 2,000 business mentors to enroll in community mentoring programs such as the Chamber’s.

Bottom line: Studies show that students who gain hands-on exposure to the workforce through job shadowing and mentoring are more likely to perform better in school and make successful transitions to the workforce—a major plus for our employers.

8. **Examined both sides of Mayor’s bid to take over LAUSD**
   In February, the Chamber’s education committee hosted Los Angeles Unified School District Board Member Carine Marie and C.L. Mayor Villaraigosa’s education director Marcus Castain. Castain declared LAUSD to be on a positive trajectory and acknowledged the need to accelerate reforms and invited the Mayor to collaborate. Castain laid out the Mayor’s position for more dramatic reforms and his strategy to reveal plans to take over LAUSD leadership in two months. In March, the Chamber published an op-ed in the L.A. Business Journal calling for a community compact to build consensus on our goals and strategies for reform.

Bottom line: The Chamber gave its members a head start in considering the big ideas and policy details in what has already become one of the city’s biggest issues in 2006.

9. **Examined how emerging markets counter runway production**
   At a Feb. 23 panel discussion, L.A. City Council President Eric Garcetti joined more than 100 entertainment industry executives to discuss emerging marketing, programming and distribution opportunities in ethnic niche television entertainment. NBC4 news anchor Daniel Cruz moderated a panel of leading entertainment executives who represented the Asian, Hispanic, black and gay entertainment television markets in the L.A. area.

Bottom line: As they affirmed commitments to creating incentives for local film and television companies, Garcetti, the Chamber and partners drew attention to efforts that counter “runway production” and retain local employment—and the economic boon of the entertainment industry.

10. **Voted ‘yes’ on minimum-wage hike, ‘no’ on annual indexing**
   Gov. Schwarzenegger’s call to raise the state’s minimum wage by $1 over two years won support from the Chamber’s Board, which also voted to oppose legislation to install annual “indexing.” The minimum wage ceiling would automatically increase each year at the same rate as the cost of living.

Bottom line: Fair minimum-wage earners are due for an increase. But annual indexing is far too costly for many businesses and could threaten the region’s economy should it take hold.

**PROGRAMMED FOR COLLEGE.** Seniors get free expert help submitting their college financial forms online at a Roosevelt High School computer lab on the Chamber’s fourth annual Cash for College Day.

**GET SMART.** At the Chamber’s annual Accenture Pancake & Politics breakfast in February, L.A. City Council District 8 Supervisor Jan Perry, moderator Joe Hernandez of Accenture took the podium. Members applauded Garcetti’s call for L.A. to implement annual growth indexes such as increasing housing density in transit corridors.

**Chamber serves up star power at Inaugural Dinner.**

L.A. Business Journal, Feb. 6

“Members of the Los Angeles Chamber of Commerce swarmed through the Capitol Tuesday, demanding money for public works and easing union and environmental constraints.”

—San Diego Union-Tribune, Mar. 7

“This is a discussion that should have been had over the last 20 years, and it just hasn’t risen to the top.”

—Chamber EVP Robert Banker in testimony in California’s Air Resources Board, Mar 6

“The Chamber believes it is time for a formal community agreement, or ‘compact,’ in L.A. to define our education goals. We are committed to making this compact work.”

—Chamber vo-pitch L.A. Business Journal Mar. 13

**IN THE NEWS**

Chamber media highlights

-Chamber serves up star power at Inaugural Dinner. —L.A. Business Journal, Feb. 6

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—Chamber vo-pitch L.A. Business Journal Mar. 13
Connecting L.A. businesses with world trade opportunities

International trade is L.A.’s economic engine, providing more jobs (over 500,000) and economic impact to the Southern California region than any other industry. The annual value of current trade volume through the Los Angeles Customs District clocks in at $260 billion, and by the year 2020, that number is expected to jump to $660 billion. Did you know...

- **$264 billion**: Value of two-way trade through the Los Angeles Customs District in 2004, or $502,283 per minute, 24 hours a day, each day.

- **6.6 million**: The number of 20-foot full containers the ports of Los Angeles and Long Beach handle per year. Back-to-back, these containers would span more than 25,000 miles, enough to circle the globe at the equator with 45,538 containers left over. At a growth rate of only 1 percent a year from this 2001 volume, the total span back-to-back would reach the moon by 2010.

- **50 percent**: Share of all full ocean containers entering the U.S. handled at the ports of Los Angeles and Long Beach.

- **320 miles**: The distance from Los Angeles to Las Vegas and the equivalent stretch of 12-foot wide, 4-inch thick roadway that could be resurfaced with the hot mix asphalt used to build the container terminal backland area at Pier 400 at the Port of Los Angeles, the largest proprietary container terminal in the world. Pier 400’s construction took 11 million metric tons of rock, approximately 25 times the amount of rock used to create Mount Rushmore. The terminal measures 484 acres, more than three times the combined size of Disneyland and Disney’s California Adventure.

- **500,000+**: Number of jobs international trade has created and continues to sustain in the Los Angeles County area alone. Indirect jobs account for 132,000 more.

- **Top 5**
  - **LAX’s rank among the world’s cargo airports.**
  - **$9,500**: Amount, per minute, the U.S. Treasury collected in Customs duties in FY2004 for a total of $5.1 billion.
  - **80 percent**: Amount of almonds consumed worldwide grown in California.
  - **17**
    - Los Angeles County’s gross product rank, among the world’s nations, for 2004. The county’s gross product for 2004 was $408 billion. With a gross product of $703.3 billion, the Los Angeles 5-County Area ranks just behind No. 9 Spain for the year.

Going global

Members talk about how they find value in the Chamber’s international trade programs

“Through the Chamber, we have made connections with important political decision makers of Los Angeles, who proved to be willing to listen to what the Netherlands private sector has to offer—from waste and energy projects to port and airport improvements.”

— Hans van den Dool

Consulate General of the Netherlands

“My firm’s relationship with the Barcelona Chamber of Commerce is a direct result of the L.A. Chamber. The Barcelona Chamber was bringing a trade mission to the West Coast and needed a team in the U.S. to identify prospects and partners for each of the delegate companies. Chamber staff facilitated an introduction to my firm, and we got the job.”

— Justin McCarthy

McCARTHY Direct Marketing

“We’ve built so many connections with potential clients at the Chamber by sharing our expertise on the international trade banking services that we offer—from export financing to foreign currency solutions to foreign credit information.”

— Eileen Sanchez

City National Bank

“I work in the international department of a small-medium size skincare company and we quite often have very tight deadlines to meet for export documentation. The Chamber has helped us export to Brazil. In addition we have used them for documentation in opening our Russian distributorship.”

— Lindsay Hedges

Dermawax
The L.A. Area Chamber is committed to helping our members connect with the opportunities and find solutions to the challenges that L.A.’s ever-increasing trade volume brings. For our member organizations, the Chamber:

- Fosters business opportunities for Los Angeles area companies stemming from increased trade
- Educates the public about the importance of trade and its impact on the Southern California economy
- Shapes a favorable legislative climate where international business can grow and prosper

**International Trade & Investment Policy Committee**

The Chamber’s International Trade and Investment Committee supports free and fair global trade, including the elimination of worldwide tariffs and barriers that impede Southern California products and services from reaching global markets. The committee meets bi-monthly and is chaired by Board member Carlos Valderrama, Carlsmith Ball, LLP. Activities are focused on four world regions—Asia, Latin America, Europe and Middle East / Africa—and committee members shape the policy agenda based on current events and policy issues.

**Programs and Activities**

**Trade Missions**

The Chamber’s trade missions match Southern California businesses with potential partners overseas. This year, the Chamber will support two trade missions led by Mayor Antonio Villaraigosa, to Los Angeles and Asia and Latin America.

**Country Business Briefings**

Quarterly Country Business Briefings connect local businesses with export/import representatives and trade consuls from featured nations. The two-hour briefings are designed to give an overview of the market opportunities, including an economic overview, analysis of hot industries, legal issues, logistics, business culture and a review of available resources. Experts from the private industry also share their personal experiences.

**Export Seminar Series**

The basics of exporting techniques are taught during this monthly, eight-part educational series. Experts present the topics in practical how-to terms, sharing their knowledge, experiences and insights. Participants learn how to assess their own export potential, protect themselves internationally, identify best markets, make ongoing export sales and get paid. Those who attend all sessions receive a certificate of completion.

**International Business Matchmaking Services**

At the request of foreign entities, including local consuls general and trade commissioners, the Chamber arranges one-on-one meetings between foreign business delegates and local U.S. companies.

**World Trade Week**

World trade significantly contributes to the nation’s economy and has developed a vast new horizon for America’s businesses. The success of globalization and the expansion of world trade have benefited no region more than Southern California. Yet, even among the communities that have gained the most from trade, there remains a lack of understanding about how trade works and why our 21st century lifestyle would be impossible without it. For 10 years, the education and outreach activities of World Trade Week have been held each May to highlight the importance of international trade to our region and to educate the community about its direct and indirect benefits. Beginning with the World Trade Week Kickoff breakfast signature event, scheduled for May 3, more than 20 events are planned throughout Southern California during this year’s World Trade Week observance.

**One Global California Conference**

Recent political and economic events in California have made the development of solutions to the challenges facing the state’s international business community absolutely critical. The One Global California Conference serves as a half-day gathering of leaders in the private and public sectors from all major industries. Participants discuss issues that will be used to enhance our trade legislative agenda at the local, state and federal levels. Breakout sessions also include various themes tailored for the small and medium-sized companies who are seeking to stay competitive in the global marketplace.

**International Trade Calendar**

The biweekly International Trade Activities Calendar keeps the international trade community abreast of meetings, events and conferences in Southern California. Over 4,000 business executives receive the free email update, with most of the region’s trade organizations contributing content. To receive the international trade activities calendar, call International Trade Manager Moises Cisneros at 213.580.7569 or register at www.worldtradeweek.com.

**4 tips for doing business internationally**

Whether you fly thousands of miles a year or your global business arrives via fax and e-mail, the key to success depends on your relationships with people around the globe. But it isn’t easy. People are similar yet different. Here are some quick tips to remember when doing business internationally.

1. **The clock is not king**

   Americans focuses on deadlines and schedules. For the rest of the world, people and relationships are key. Prepare for meetings that start late because conversations must be completed with other people. Completing tasks, meeting deadlines may not be seen as critically important.

2. **People come first**

   Business is relationship-based, rather than transaction-based. Before business can begin, people need to feel they know you. Taking the time to have lunch, without discussing business, can be more valuable than reviewing contract details.

3. **Communicate carefully**

   Information may be presented indirectly, formed as questions, contained in a story. Listen for the message. Directness may be misinterpreted as rude or overly aggressive. Care is required to ensure that no one will be embarrassed by questions or requests. However, be prepared for unexpected directness. You may be asked: How old are you? Do you have children? Are you married?

4. **Hierarchy matters**

   Response to your e-mail may be delayed because consultaion with senior executives is required. We value flat, collaborative organizations, but other places value clear lines of authority where all decisions are made at a senior level. How to know more? When starting to work in a country new to you, do some research. Ask your colleagues and get involved in the Chamber’s International Trade and Investment Committee. The resources are there to help you avoid surprises and to support your successful global activities.

Lanie Denslow, a member of the Chamber’s International Trade Committee, is the International Director of The Fashion Institute of Design & Merchandising, the author of World Wise: What To Know Before You Go and co-author of Working with Americans. She can be reached at 213.624.1200 or ldenslow@fidm.edu.
Public Policy Priority Issues – Spring 2006

<table>
<thead>
<tr>
<th>Issue</th>
<th>What’s going on now</th>
<th>Position</th>
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<tbody>
<tr>
<td>Grocery worker retention ordinance</td>
<td>While the Chamber is reviewing its legal options to challenge a recently adopted ordinance in Los Angeles, the cities of West Hollywood and Santa Monica are also considering their own ordinances to force buyers of grocery stores above 15,000 square feet to keep the entire workforce on the payroll for 90 days.</td>
<td>SUPPORT</td>
</tr>
<tr>
<td>Minimum wage legislation</td>
<td>The Chamber is preparing to file a $1.00 state minimum wage hike, which unlike a bill passed by both houses of the legislature last year, does not include annual indexing.</td>
<td>OPPOSE</td>
</tr>
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<td>Separation of County health departments</td>
<td>The Chamber continues to urge the L.A. County Board of Supervisors to vote to establish a separate public health department to focus on prevention, education, and outreach.</td>
<td>SUPPORT</td>
</tr>
<tr>
<td>Mayoral control of LAUSD</td>
<td>The Chamber is supporting efforts to complete the CalFed process and incorporate the tools from this series, you'll elevate your business through Chamber programs.</td>
<td>SUPPORT</td>
</tr>
<tr>
<td>Workers’ compensation</td>
<td>AB 1094 was recently introduced and is designed to re-award back pay to employees who were unlawfully terminated by their employers.</td>
<td>SUPPORT</td>
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<tr>
<td>Unemployment benefits</td>
<td>Both AB 1894 and AB 2206 would require California employers to provide UI benefits to unpaid workers even when they are on strike against the employers.</td>
<td>SUPPORT</td>
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<tr>
<td>Four-day work weeks</td>
<td>AB 1209 and SB 1394 would allow employees to work four days per week if requested and mutually agreed to by their employers.</td>
<td>SUPPORT</td>
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<td>Litigation reforms</td>
<td>AB 2526 and SB 1386 would streamline the legal process by permitting both parties to voluntarily agree to take any disputes before a judge for “summary trial,” rather than a jury.</td>
<td>SUPPORT</td>
</tr>
<tr>
<td>School construction</td>
<td>The Chamber recently facilitated an agreement between LAUSD and the School-Architect to streamline the approval process for new school designs, thereby saving the district tens of millions of dollars per school in construction costs.</td>
<td>SUPPORT</td>
</tr>
<tr>
<td>Water quality and supply</td>
<td>The Chamber is supporting efforts to complete the CalFed process and produce a long-term and sustainable water conveyance system in Delta in construction costs.</td>
<td>SUPPORT</td>
</tr>
</tbody>
</table>

Elevate your business through Chamber programs

The Chamber’s business development programs are great opportunities for members to increase your organization's visibility, talk strategy with industry leaders and strengthen networking skills. Here are just a few ways you can push up your personal and professional abilities this year with the help of the Chamber. Advance registration is required for most programs; check out our online calendar at [www.lachamber.org](http://www.lachamber.org) to register. For more information, contact Program Manager Bridget Netter, 213.580.7576 or bnetter@lachamber.org.

**Power Hour Breakfast Series**

The Power Hour Breakfast Series features a stellar lineup of L.A.'s top business leaders sharing their strategies on business success in an informal, interactive atmosphere. Presentations highlight best practices and success stories, from marketing to human resources to technology and more. Past presenting companies include Deloitte, Semistar-TV, Guilde, Kaiser Permanente, PDO Personnel Services, Southwest Airlines, Anon Worldwide Resources, AT&T and Fraser Communications. This year’s program will kick off May 10 with James Power of global marketing firm JD Power and Associates, on award-winning practices in delivering customer satisfaction.

**Connection Point**

Connection Point is a monthly program on how to build and maintain successful relationships through effective networking. You'll master the art of meeting and greeting; understand the difference between socializing and networking; adopt your style to diverse audiences; build a personal “board of directors”; and develop your own system for following up on leads. After incorporating the tools from this series, you'll connect with others in meaningful ways.

**Non Profit Plus+**

A six-part monthly roundtable series designed for non-profit executives, the Non Profit Plus+ series supports and cultivates experienced leaders of L.A.’s community-based organizations. The program includes an exploration of best practices and techniques, hands on problem-solving and shared experiences, and structured sessions on management strategy, communications and marketing, advocacy, crisis management, and additional topics generated by the participants. The program culminates with an opportunity to engage the business community on issues of shared interests. Applications are required for this program. Non Profit Plus+ meets June through December at the Chamber.

**Ambassadors Club**

The Chamber’s Ambassadors Club provides an opportunity to enhance your personal and professional development with high-profile relationships and extensive access to the Los Angeles area business community. Ambassadors volunteer with Chamber events and programs to assist members in maximizing their investment in the Chamber. Ambassadors meet on the first Wednesday of each month at the Chamber. Applications are required for this program.

**Referral Network**

The Referral Network provides a continuous forum for members to develop strategic relationships in order to grow and develop their businesses. Participants connect with individuals through the exchange of qualified referrals and represent a variety of industries, from professional services (medical, financial, legal) to sales and marketing. The meetings provide opportunities to showcase your products and services and connect with a broad base of potential clients. The Referral Network meets on the second and fourth Tuesdays of each month at the Chamber.

www.portoflosangeles.org
WELCOME TO THE CHAMBER

To learn more about Circle Level membership benefits, call 213.580.7546.

Thanks to our new members, who joined the Chamber between December 2005 and February 2006.

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

“Circle Level memberships are in bold.

MEMBER ANNIVERSARIES

95 Years
PriceWaterhouseCoopers

50 Years
American Research Bureau

45 Years
Majority Realty Co.

20 Years
Pacific Mechanical Contractors

15 Years
Dailey & Associates

10 Years
B & G Brokers

5 Years
Burlington Northern Santa Fe Railway

California Bank & Trust
City Kitchen
Gills and Boys Town
Korners Foster Homes, Inc.
Los Angeles Urban League
Rothstein Kass & Company
Webcor Builders

Anderson Pacific, LLC

Cerrell Associates, Inc.

Courtney Property & Investments, Inc.

Eos World Creative Group
Impromptu Program Services

JP Morgan Fleming Asset Management

Los Angeles Times Federal Credit Union

Magrino Kinzie & Mcintyre
March of Dimes

Maxim Healthcare Services

Schott, Crescent & Associates, APC

Stoner & Associates

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UPGRADES to Gold

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First Regional Bank

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Imagine a great river.

"I've always been interested in how things work, particularly living things. My field is molecular biology, investigating the unusual properties of biological systems. I've been at it for sixty years. It's quite addictive.

"I believe the very best work happens when research and training are intertwined. Many of my most valued colleagues have been the graduate students and postdoctoral fellows with educated imaginations, fresh perspectives and questions no one had asked.

"The Nobel work solved a classic problem—how energy is captured and used in living cells. I'd been studying this unsuccessfully for years. Then, in 1970, looking back through the old data, I saw what all of us had missed: energy wasn’t used to create a key substance. It was used to release that substance in the cell. From that moment, we were on the path to understanding how cells obtain the energy to serve the needs of living things.

"UCLA research is an enormous, diverse enterprise. Just look at the breadth and depth of new knowledge that flows from here year after year. UCLA research has a worldwide reputation for creating knowledge across an astounding range of inquiry. How does it do that?

"But, there's another factor that's less apparent but equally remarkable—a unique, deliberate research culture here that capitalizes upon that breadth and depth and thrives on interchange among researchers and disciplines. This may not sound unusual, but—in too many academic settings—competition trumps cooperation.

"You know what lures me back on campus when I could be home, working on my low back-hand volley? There are a dozen or more research groups here, moving beyond my work, asking their own questions about protein structure and function, stem cells, gene splicing and cancer.

"And who knows what else?"

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Paul Boyer. UCLA, Unabashed.

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Principal for a Day & Executive for a Day
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Join hundreds of elected officials and business leaders to recognize the benefits of world trade to L.A.

May 15-18
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