The Chamber advocated for issues important to our region in our state’s capital and plans next Access event in Los Angeles.

A successful trip to our nation’s capital in March, the L.A. Area Chamber, headed to Sacramento in May to meet with dozens of legislators and staff members on important issues affecting our region. The 100-member delegation met with officials on the Chamber’s annual Access Sacramento trip, emphasizing the strength and importance of L.A. County within the state.

“Our region’s economy and infrastructure are crucial to the rest of California,” said Chamber President & CEO Gary Toebben. “We must continue to receive the funding we need to maintain our economic powerhouse.”

The delegation, consisting of business and community leaders from throughout Los Angeles, met with elected officials and policymakers on key issues including: education; energy and environment; health care; international trade; small business; transportation; and water.

With several health care reform proposals recently introduced by legislators and Gov. Arnold Schwarzenegger, health care was a key issue discussed on the trip. The delegation’s health care team and members of the Chamber’s Board presented the Chamber’s health care reform guiding principles to legislators during the trip. The Chamber’s principles stress the need for access, shared costs and incentives.

Members of the delegation also urged legislators to move forward on preventive action against a major disaster at the Sacramento-San Joaquin Delta.

“The health of the Delta is critical to the health of California,” said State Sen. pro Tem Don Perata, during a meeting with several members of the delegation.

The delegation included members of NAWBO-LA, the Pasadena Chamber of Commerce and participants from the Southern California Leadership Network’s Leadership Southern California class.

During the trip the group met and heard from a wide range of legislators and state officials including: Assembly Majority Leader Karen Bass; State Controller John Chiang; Gov. Arnold Schwarzenegger’s Chief of Staff Susan Kennedy; Chief Legislative Analyst Elizabeth Hill; State Sen. President pro tem Don Perata; Director of Communications for the Southern California Leadership Network; and numerous city officials, including: Assemblymember George Kosian; Assistant County Supervisor John DeSaulnier; NAWBO-LA President Jane O’Hara; NAWBO-LA President & CEO Gary Toebben; Controller John Chiang; Gov. Arnold Schwarzenegger; Mayor Antonio Villaraigosa; Senate Majority Leader Karen Bass; State Sen. Elizabeth Hill; State Sen. President pro tem Don Perata; during a meeting with the health of California, “said State Sen. pro Tem Don Perata, during a meeting with several members of the delegation.

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A Unified Business Voice is a Powerful Tool

The collective voice of the Los Angeles Area Chamber of Commerce and its members and partnering organizations has been loud and effective during the last three months. If it were not for our many members who contributed their time and money to send powerful messages to city, state and federal officials, we would not have accomplished all that we did this past quarter. Thank you to…

• Our 100 members who visited our state capital to talk about funding for transportation and housing, health care reform, education, water and the environment, international trade and the needs of small business during our Access Sacramento advocacy trip in May.
• Members who contributed to the Los Angeles Business Political Action Committee enabling the Chamber to make direct and in-kind contributions totaling $243,000 toward the election of three new members of the Los Angeles Unified School District Board of Education.
• Businesses who funded and successfully petitioned the courts to overturn the Los Angeles International Hotel Living Wage ordinance passed by the City of L.A.
• Members who wrote e-mails, made phone calls and showed up at L.A. City Hall to successfully amend an expansion of the L.A. rent control ordinance with a compromise that was acceptable to business interests.
• Members who have been regularly engaged in communications with the commissions governing the Los Angeles World Airports and the ports of L.A. and Long Beach to voice support for modernizing the capacity of these three major economic engines in our region.

In this issue you’ll read about our trip to Sacramento and our plans for Access L.A. City Hall in September. You’ll also learn about what the Chamber is doing to help fight gang violence in L.A. and our efforts to get youth ready to enter the workforce.

The time and money that L.A. Area Chamber members invest in building the economy of our region and improving our quality of life continues to make a difference every day.

Our region is a better place to live, work and play because of your efforts and we thank you.

Gary L. Toebben
President & CEO
Los Angeles Area Chamber of Commerce

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Chamber VOICE is a quarterly publication of the Los Angeles Area Chamber of Commerce 501 S. Bixel St., Los Angeles, CA 90017 For membership information, contact the Chamber at 213.580.7549 or visit www.lachamber.org.

The Chamber VOICE is produced by the L.A. Area Chamber Marketing & Communications department in conjunction with Chamber staff.

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Gary L. Toebben
President & CEO
Los Angeles Area Chamber of Commerce

Little Ethiopia, home to more than 50,000 Ethiopians in L.A., is the first officially designated African area in the United States.

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Chamber Events

- "Big Push For Small Campuses," Sept. 10.
- "Chamber Changes Teachers Union Compact," Sept. 10.
- "The Los Angeles Area Chamber of Commerce is urging the mayor, the school board, the superintendent and the teachers union to sign a compact and develop a shared agenda."

- "A better L.A. is our business" - Los Angeles Area Chamber of Commerce
- "The Los Angeles Area Chamber of Commerce is urging the mayor, the school board, the superintendent and the teachers union to sign a compact and develop a shared agenda."

- "About 100 people representing businesses and public agencies from throughout the region have joined the Los Angeles Area Chamber of Commerce in its annual lobbying trip to the Capitol!"


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IN THE NEWS
Chamber media highlights

- "We are pushing for comprehensive health care reform that would in the end result in smaller increases in financial outlay for our members and for their employees," said Chamber President and CEO Gary Toebben.


- "About 100 people representing businesses and public agencies from throughout the region have joined the Los Angeles Area Chamber of Commerce in its annual lobbying trip to the Capitol!"


- "The Los Angeles Area Chamber of Commerce is urging the mayor, the school board, the superintendent and the teachers union to sign a compact and develop a shared agenda."


Reliable professional photos at an affordable price

Have an event or special occasion that you want to remember for a long time? PDP Photography takes professional photographs for head shots, weddings, theater and other events. As an L.A. Area Chamber member, you will receive 25 percent off normal hourly rates or 15 percent off packages. For more information, contact Patrick Boll- Forbes at 323.309.3332.

The Chamber’s member-to-member discount offers a variety of savings, from hotel rooms to printing to shipping. If you’d like to offer Chamber members a discount on your products or services, contact Membership Manager Pat Clark, 213.580.7595 or pclark@lachamber.org.

www.lachamber.org

For more information, contact Program Manager Bridget Netter, 213.580.7576 or bnetter@lachamber.org.

THU | JULY 26
L.A.’s Largest Mixer IX
Network with other businesses at the Shrine Auditorium. Bring together more than 100 exhibitors, L.A.’s Largest Mixer provides the best place for power networking. For more information, call 323.860.9999 or visit www.lachamber.com.

THU | AUGUST 2 & 23
The Connection Point
Maximize your networking efforts and empower yourself with skills and techniques to succeed in making the right connections at The Connection Point series. Two sessions of the six-series program will be held in August. For more information, contact Program Manager Bridget Netter, 213.580.7576 or bnetter@lachamber.org.

THU | SEPTEMBER 20
Access L.A. City Hall
Join hundreds of business leaders at L.A.’s premier business advocacy event. Hear from city officials on key policy issues and meet with local leaders to discuss how to improve the region’s business climate. Topics discussed will include transportation, housing, public safety, budget issues, workforce development and more. For more information, contact Public Policy Manager Vanessa Rodriguez, 213.580.7531 or vrodriguez@lachamber.org.
The Chamber and partnering organizations, including NAVBO- LA, the Pasadena Chamber of Commerce and Southern California Leadership Network, visited our state capital in May for Access Sacramento, the Chamber's state-level advocacy trip. The delegation met with numerous state legislators, including Assembly Majority Leader Karen Bass and State Sen. President pro Tempore Don Perata to seek funding for issues affecting our region.

Bottom line: The lack of affordable housing in our region is hurting our economy and the overall quality of life for many Angelenos. Extending rent control to new construction is not the answer. It will hurt the very residents that it seeks to protect and is an unacceptable intrusion on the private property rights of apartment owners.

4 | Helped negotiate exemptions to rent stabilization law

The Chamber, together with the Apartment Association of Greater Los Angeles, the California Apartment Association and the Central City Association, helped negotiate key exemptions to the L.A.-Rent Stabilization Ordinance passed unanimously by the L.A. City Council in May. The Chamber's efforts resulted in exemptions for owner-occupied buildings with four units or less, new buildings with 20 percent or more affordable units, or payment of an in-lieu fee or land donation.

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5 | Sponsored Cash for College bill passed by Assembly

Assemblywoman Anna Caballero, who championed the Cash for College program as a Assembly member, introduced a bill that would provide additional funding to educate young people on how to navigate the college admissions process and obtain financial aid, especially Cal Grants. Bottom line: The future of our economy depends on a workforce with the skills for today's jobs. Cash for College is helping to build a 21st century workforce for L.A. This year more than 90 workshops in L.A. and more than 400 workshops statewide were conducted, helping more than 15,000 students apply for financial aid.

6 | Engaged small businesses on issues affecting their bottom line

During the spring months, the Chamber facilitated discussions for small businesses to talk about the affect of information technology on their businesses and to discuss sustainability and the affect of the green Business Administration and the Chamber honored small business owners who advocate for their achievements on May 30 at the annual Small Business Awards. Bottom line: L.A. is a small business capital of the world with more than 200,000 small businesses. The Chamber continues to be a strong advocate for small businesses, which are the backbone of L.A.'s economy.

7 | Spread the message on world trade's impact

The Chamber kicked off its 18th annual World Trade Week at a breakfast May 1. This year's theme, "Globalization and Beyond," focused on the current state of globalization in the L.A. region and beyond. Throughout the month of May, world trade was celebrated and discussed at numerous events in Southern California. The Chamber also joined Mayor Antonio Villaraigosa for a trade mission to Mexico City, Mexico to discuss business opportunities.

Bottom line: With 500,000 jobs in L.A. created by international trade last year alone, world trade is a key driver of Southern California's economy. World trade is also essential in addressing L.A.'s goods movement and infrastructure needs, with more than 40 percent of all goods entering the ports of L.A. and Long Beach each year.

8 | Assisted in forming small learning communities

The Chamber has helped the Los Angeles Unified School District form small learning communities (SLCs), which have so far resulted in the creation of 200 SLCs, with the goal of creating 500 by the end of this school year. The Chamber is an advocate for SLCs not only in high schools, but also in middle schools, like John H. Liechty Middle School in South LA, which opened Sept. 5, 2007 on Wilshire, in downtown Los Angeles.

Bottom line: Research shows that personalized small learning environments produce significant results, including improved test scores, increased attendance and graduation rates, and reduced discipline problems.

9 | Strengthened civic leadership in Southern California

Partnerships of the Southern California Leadership Network's L.A. and Leadership Southern California classes heard from leading business and civic leaders in the spring, including: CityView Chair, Henry Cisneros; former L.A. City Council member and Los Angeles County Supervisor, Supervisor Sheila Kuehl; and Supervisor Zev Yaroslavsky, Chair of L.A. County Board of Education.

Bottom line: For more than 25 years, Leadership Southern California and Leadership L.A.—the region's two premier providers of leadership training—have trained and developed a network of exemplary and diverse leaders with the knowledge to address the challenges facing the Southern California region.

10 | Kept members informed on L.A.'s economic outlook

Chamber members were informed about the state of L.A.'s economy and what to expect in the future, through the Chamber's new economic outlook briefing. Housing price appreciation has played a major role in driving consumer spending, with consumers spending more than they make, said Christopher Thornberg, Beacon Economics. The need for more workforce housing in L.A. was emphasized.

Bottom line: Hearing from economists like Thornberg keeps Chamber members engaged on issues affecting L.A.'s economy. The Chamber's outlook briefing will be offered again in the fall.

Your investment in the Chamber helps us build a stronger economy and quality of life in the region. Here are a few ways we helped improve L.A. business this quarter:

1 | Advocated for state funding in Sacramento with 100 Los Angeles area business and civic leaders

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Bottom line: A STRONG EDUCATION: Assembly Majority Leader Karen Bass, Assemblymember and CEO of ACE Funding, David Ratray, Chamber President & CEO Sandy Totakson, and Maria Lindsey joined Rep. Marisol Alcatey at the breakfast, with State. Sen. Gil Cedillo, Hickenlooper, the Chamber received the inside scoop at the Los Angeles Times. Meanwhile, the City Council approved the city's $4.4 billion budget that includes a 3.8 percent increase in spending and a 0.1 percent increase in taxes. The budget was celebrated and discussed at numerous events in Southern California. The Chamber also joined Mayor Antonio Villaraigosa for a trade mission to Mexico City, Mexico to discuss business opportunities.

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Bottom line: Hearing from economists like Thornberg keeps Chamber members engaged on issues affecting L.A.'s economy. The Chamber's outlook briefing will be offered again in the fall.
Finding youth who want to make money is not difficult. But finding young adults with the skill set and drive necessary to succeed in today’s workforce can be a challenge.

One of the biggest short-term needs of employers is the ability to hire qualified entry-level workers, according to a 2005 Institute for a Competitive Workforce Study. Businesses spend billions of dollars each year to train new employees and remediate the educational skills gap of those already in the workforce.

Today’s youth, or the Generation Y group, who were born between the early 1980s and the early 1990s, lack the skills—how to dress, how to act in an interview, proper phone etiquette and professional behavior—necessary to obtain a job, according to a recent article by the San Bernardino County Sun.

The job skills gap among today’s youth needs a solution. The L.A. Area Chamber’s Work Readiness Certification program is helping to bridge that gap.

“We don’t have a skills problem in Los Angeles. We have a skills problem. We must all work together to get our youth prepared with the proper work skills if they are going to succeed in today’s work environment,” said L.A. City Council President Eric Garcetti.

“The L.A. Area Chamber’s Work Readiness Certification program is the right step toward helping our youth enter the workforce.”

The program mimics “real world” employment hiring practices. To qualify for the certificate, young adults must complete a series of steps to prove they’re work-ready, including an online application, a hard copy application, a math skills test, a customer service assessment and a resume. Plus, volunteer business professionals facilitate mock interviews using a set of interview questions to validate that the young adult has successfully mastered the core competencies needed to obtain entry-level employment.

Having youth go through the necessary steps in preparation for an interview teaches them what they will need to know in order to secure a job.

“We need youth to know that they’re not going to step out of high school with a diploma and earn $50,000 a year because that’s what they deserve,” said Clarence Espinosa, coordinator of the First Source Hiring Program at the Los Angeles World Airports.

“There’s no substitute for preparing for the interview. The Work Readiness Certification program gives youth a place to start. It gives them prepared to present themselves in the best possible way.”

More companies are finding value in the Work Readiness Certification program, including Vons, United Parcel Service and Wells Fargo.

Vons, a sponsor of the program, has had several employees participate in the workshops with the youth. The company has found such great success that their locations in San Diego and Las Vegas have reached out within their communities for similar programs.

“It’s a great prototype for how public agencies, nonprofits and private business can work together,” said Robert De Santiago, human resource manager of Vons.

“When I was 17 years old, I would have loved to participate in the Work Readiness Certification program, it is what I was looking for—how to prepare a resume, how to interview and how to do research.”

“Young adults who complete the program receive an edge over those who don’t, and employers are noticing. They’re more prepared and they have their job skills developed,” said Roberta Jefferson, a recruiter for Universal Studios Hollywood. “After going through mock interviews, the youth are better prepared and more comfortable.”

The Work Readiness Certificate has played a critical role in Mayor Antonio Villaraigosa’s HIRE LA 18-24 campaign designed to connect youth to jobs. As a partner in that campaign the Chamber has tripled the number of Job Skills workshops for youth on track to obtain the certificate.

The entire process is designed to help employers reduce cost and time in the recruitment of entry-level staff, turnover reduction and training costs.

“The Work Readiness Certification program allows businesses in L.A. the opportunity to hire some of the best and brightest youth in our community,” said V.P. of Education & Workforce Development David Ratratt. “At the same time, youth are given the chance to gain work experience to help jump start their careers.”

Arnold Yanez, a corporate trainer for Warehouse Shoe Sale, couldn’t agree more. For the last two years Yanez has hired several youth who have completed the Work Readiness Certification program for the company’s internship program.

“The Work Readiness Certificate gives youth the opportunity to present themselves in the best possible way. It allows them to be more comfortable.”

For more information, contact Director of Education & Workforce Development Alma Salazar at 213.580.7566 or asalazar@lachamber.org.

How the Work Readiness Certification program works:

To qualify for the certificate, young adults must complete an online job application, a hard copy job application, a math skills test, a customer service assessment and a resume.

Volunteer business professionals facilitate mock interviews based on actual hiring practices.

The process is designed to help employers reduce cost and time in the recruitment of entry-level staff, turnover reduction and training costs.

Employers will have access to young job seekers who successfully complete the certificate program and have demonstrated the basic skills necessary to obtain and retain entry-level employment.

SIGNATURE EVENTS

Scenes from some of the Chamber’s key events during spring 2007.

1. Port of Los Angeles Chief Financial Officer Molly Campbell and President of the Los Angeles Board of Harbor Commissioners 5. David Freeman receive the Bob Kleist Leadership Award on behalf of the Port Downtown Hotel. 2. More than 400 attendees came together to celebrate international trade and hear from keynote speaker Howard Shatz, The RAND Corporation, at the World Trade Week breakfast. 3. U.S. Commercial Services, West Los Angeles Center; and Eileen Sánchez, City National Bank. 4. Members of the delegation met with numerous legislators in Sacramento. From left: State Sen. Mark Ridley-Black, the business owners and advocates at the 26th Annual Small Business Awards on May 30 at the Millennium Biltmore Hotel. 5. The Small Business Awards mistress of ceremonies L.A. City Council President pro-tem Wendy Greuel and Chamber President & CEO Gary Toebben. "The L.A. Area Chamber’s Work Readiness Certification program gives youth a place to start. It gives them the training to work in the real world. And we get the benefit of having well educated individuals come through our stores.”

For more information, contact Director of Education & Workforce Development Alma Salazar at 213.580.7566 or asalazar@lachamber.org.

A better L.A. is our business

Education & Workforce Development

Bridging the job skills gap

INTERVIEW MODE: Santee High School Senior Francisco Garcia does a mock interview with Wes May, employment manager for American Girl Place, at a Work Readiness Certification session on June 2.
Economic development Corp.
downtown Hotel
Lindsey addresses attendees at her welcome reception on June 19 at the.

omni Los Angeles Hotel
Members of the delegation met with numerous legislators in Sacramento. From left: State Sen. Mark Ridley-Thomas; Chamber Board Second Vice Chair Fran Inman,

Los Angeles World Airports
3 years. The Chamber supports nonmonopulastic market plans that includes major improvements to LAX along the expansion of regional airports.

L.A. City Industrial
Land Policy
As the city of L.A. renews its industrial land use policy, the Chamber continues to work with stakeholders to ensure the protection of vital industrial lands and related jobs, while recognizing that housing and mixed-use developments are more appropriate for certain areas. Key areas include downtown L.A., the San Fernando Valley and along the L.A. River. The Chamber also supports creating a regional industrial land use plan.

Small Business
Credit/Incentives
California should support small businesses by bringing its statutes into conformity with federal law and extending the net operating loss carryover period over a greater amount of time. Increasing investment in new economic development projects is vital, as is strengthening research and development tax credits to stimulate job growth and innovation.

Free Trade
Agreements and Renewal of the Trade Promotion Authority
The Chamber supports the concluded free trade agreements with Colombia, Panama, Peru and South Korea. If the free trade agreements are approved by Congress, all tariffs and other trade barriers with the countries will be removed. The Trade Promotion Authority expires on July 1, 2007 and has been an essential part in negotiating free trade agreements. The renewal would allow for new free trade agreements.

Container Fees
State Sen. Alan Lowenthal’s container fee bill, SB 974, will increase the cost of moving containers through the ports of L.A. and Long Beach and send the money to Sacramento with no guarantee of fulfilling its promise of improving infrastructure. The bill provides no money for desperately needed congestion relief on local roads and freeways and imperfectly protects locally collected funds from state budget manipulation.

Improve L.A.’s
Business Climate
The Chamber supported the implementation of the L.A. Planning Department’s proposed amendments to the City of L.A.’s SB 1818-implementing ordinance, but opposes a city requirement that low and very low income units in a condominium or other planned unit development be offered for sale without the option of also offering these units for rent. The Chamber also opposes the City of L.A.’s right of first refusal, which disproportionately the creation of affordable units in condo projects in the areas of the city that need these units the most.

SB 1818
(Hollingsworth-2004) Amendments
The Chamber supports the implementation of the L.A. Planning Department’s proposed amendments to the City of L.A.’s SB 1818-implementing ordinance, but opposes a city requirement that low and very low income units in a condominium or other planned unit development be offered for sale without the option of also offering these units for rent. The Chamber also opposes the City of L.A.’s right of first refusal, which disproportionately the creation of affordable units in condo projects in the areas of the city that need these units the most.

LAX - Aviation
Modernization
Los Angeles International Airport continues to lag behind other major airports in modernizing its facilities to eliminate congestion and to accommodate the next generation of aircraft. Our region is losing key international business and tourist travel to other West Coast cities. The Chamber supports nonmonopulastic market plans that includes major improvements to LAX along the expansion of regional airports.

Big dreams for a better L.A.
For nearly 120 years, the L.A. Area Chamber has advocated and helped establish L.A.’s port, international airport, water system, entertainment industry hub and freeway system. We asked members of the Chamber Board of Directors about their dream project or policy idea for the L.A. region that the Chamber can help make a reality.

“My hope is that every major company in L.A. will bring forward one rising star executive to learn and experience the Chamber’s Southern California Leadership Network to expand the network of relationships and learn how to do business through relationships in this region.”
—Betsy Bergher-Credaire, Board Member, Southern California Leadership Network

“My dream is that on a national and international level, the infrastructure changes and investments advocated by the L.A. Area Chamber will ensure that Los Angeles is able to punch through current traffic problems, drive innovation, investment and growth.

—John B. Gattin, SVP & General Counsel, Nestlé USA, Inc.

“My dream is for L.A. to have a first-class education system that rivals some of the nation’s best to make the city a partner in building a workforce with the skills needed for the 21st century economy. The business community must continue to work with the district and our partners to strengthen our schools for all students.”
—Barry C. Levin, Chairman and CEO, Smag King Corp.

Stopping the cycle of gang violence, from page 1
Washington, D.C. trip to press the passage of national gang legislation and urge funding for L.A.
A positive school environment is important in the fight against gang proliferation. The Chamber’s work to create summer youth jobs and form small learning communities in the Los Angeles Unified School District will help youth receive the personalization and social network that is so often lacking in larger school environments. Research shows that students attending small learning communities have improved test scores, increased attendance and graduation rates, reduced discipline problems and are more likely to go to college.

"Small learning communities are an essential antedote to preventing gang involvement," said the Chamber’s V.P. of Education & Workforce Development David Rattray. "Restructuring middle and high schools will ensure kids feel like they belong in the constructive environment of school."

The Chamber is also committed to helping youth find jobs to learn the skills necessary to succeed in the workplace.

Father Greg Boyle of Homeboy Industries has said, "Nothing stops a bullet like a job." Studies have shown that early positive work experience is critical for youth to stay out of trouble and have a constructive pathway to success.

The Chamber also collaborates with the L.A. mayor’s office and many city and regional partners on education and workforce development programs, including the HIRE L.A. 18-24 campaign.

The program is a campaign to provide every young adult with job opportunities, short-term work experiences, and internships, in which youth receive training and gain work experience. For more information, contact V.P. of Education & Workforce Development David Rattray, 213.580.7568 or drattray@lachamber.org.
Small business spotlight: Small business owners put health care reform under examination

Health care reform is at the top of the to-do list for California legislators this year, and is a particularly important issue in Los Angeles County, where more than 2 million residents lack health insurance.

The L.A. Area Chamber developed a set of guiding principles on health care reform as several proposals make their way through the state legislature, including bills from Gov. Arnold Schwarzenegger, State Sen. President pro Tem Don Perata, Assembly Speaker Fabian Núñez and State Sen. George Runner.

Comprehensive health care reform that preserves what currently works and eliminates what doesn’t, is needed for change to take place. The state’s system will not survive unless reforms are put in place to lower costs for businesses, reduce the number of uninsured patients and increase access to preventive care.

“Health care reform is a priority in California,” said Chamber President & CEO Gary Toebben. “All stakeholders must work together to identify how to reduce overall costs and spread the financial burden if we want to see significant change in our health care system.”

Health care reform is being closely watched by small business owners—many who do business in Los Angeles, the small business capital of the United States. For small business owners, the cost of health care can be a challenge.

“Businesses in California are always struggling to find good talent and to maintain their competitive advantage. Companies that can offer health care benefits are able to strike an advantage in that arena,” said Brandon Shamin, president, Beacon Management Group, a business management firm, and chair of the Chamber’s Small Business Council.

“Small businesses have to balance how they can maintain a competitive advantage of maintaining and attracting employees with the cost of business.”

For several Chamber small business owners, health care costs are one of the major issues facing them when it comes to running their businesses.

“Health care is a huge issue—the biggest one out there right now,” said Brenda Zamzow, president, The Zamzow Group, Inc., a professional accounting services business. “I’ve been in business now for four years and I can’t afford to provide health care for my employees. I want to, but I just can’t.”

A shared program or incentives would allow Zamzow the opportunity to provide health care for her 20 employees.

“A pooling mechanism, where business groups like the Chamber can offer reduced costs for health care, would help small business owners,” said Shamin, explaining that the more people in an insurance pool, the lower the costs of premiums.

Premium costs are what hurt many small business owners, like David Kimmelman, president and CEO, Kimmelman Media, a promotional products business.

“We continue to struggle with annual double-digit insurance premium increases that make providing and maintaining coverage more difficult,” he said.

The increase in premiums means additional costs for Kimmelman to operate his small business. But instead of increasing his prices, these costs eat into his overall profit margins.

A focus on health insurance mandates would be detrimental for small business owners, Kimmelman said, explaining that it would make it more difficult for businesses to be competitive because the cost to operate would be higher.

In May, the Chamber’s 100-member delegation advocated for health care reform during Access Sacramento. Delegation members met with State Sen. President pro Tem Perata and State Sen. Runner to discuss their proposals and also met with other legislators close to the debate, including Assemblymembers Merv Dymally and Patty Berg.

Among its 18 guiding principles for health care reform, the Chamber advocates for: access to accurate, reliable health plans and health care providers; shared costs among all stakeholders in the health care system, including government, health plans, individuals and employers; and incentives for Californians to participate in healthy and fit lifestyle programs.

For more information, contact Director of Public Policy Samuel Garrison, 213.580.7568 or sgarrison@lachamber.org.

Bottom-Line Benefits

Save money everyday—a benefit of your membership.

Because you are a Chamber member, you have the key to unlock Bottom-Line Benefits: big savings on everyday business costs, including shipping with DHL Express, airport parking at The Parking Spot, discounts on office supplies with Office Depot and savings with NationJob Network. For more information, contact Membership Manager Pat Clark. 213.580.7595 or pclark@lachamber.org.

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A better L.A. is our business
MEMBER ANNIVERSARIES

Congratulations to our returning members! We greatly appreciate your continued support and involvement. *Circle Members levels are in bold

90 Years
80 Years
70 Years
65 Years
60 Years
50 Years
45 Years
40 Years
35 Years
30 Years
25 Years
20 Years
15 Years
10 Years
5 Years

University of Southern California
Latham & Watkins
Baker Commodities, Incorporated
SMACNA-LA
Los Angeles Cold Storage
Jerry’s Metal
CPC Presentation Systems, Incorporated
Coneo, O’Connor
Los Angeles Athletic Club

Shakas Frys
Candy Staux, 626.576.8158, Restaurant/Food Service

STANDARD MEMBERS
Ag Concepts, Inc.
Wendy Landrum
Brookside Organization of a New Dynasty (BOND)
Pamela A. Rieppel, 909.802.4893, Consultant/Environmental

5 Years
Advantage CDC
Andrews Kurth LLP
Central Parking System
domain Technology & Economy Development, Inc.
PCC Group, International USA, Inc.

California Certified Farmers Market
Laura Ruff, 213.262.1037, Consultants

Los Angeles Sparks
Nicole M. Lawrence, 213.929.1300, Sports/Professional

3 Years
Santa Monica City College

1 Year
1st PMB Bancorp
AGF Media Services
Airbus North America Holdings, Inc.
Argus University
Billboard Connection Outdoor Advertising
CIFS-INFOREICATION

WELCOME TO THE CHAMBER

Thanks to our new members, who joined the Chamber during March, April and May 2007. To learn more about Circle Level membership benefits, call 213.580.7500.

2007 New Members

Delta Air Lines, Inc.

Los Angeles Athletic Club

30 Years
Jerry’s Motel

35 Years
Los Angeles Cold Storage

40 Years

45 Years

The Salvation Army, Southern California Division

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When invention becomes the mother of necessity.

“When you’re in a competitive business—high-speed data connections, for instance—life is very daily. As soon as something important is discovered, everybody knows about it, and the game starts over at that new place. Research and development has gone from important to critical to life-or-death.

“Nowhere are the new stakes more obvious than at the world’s leading research universities. That’s where the biggest, fastest changes are taking place. That’s where the lion’s share of all research is migrating, bringing new roles and new rules.

“The only exception is new product development, the nearest of the near term. Private industry continues to control this, as it should. Companies may have very sophisticated, long-term strategies, but they need to concentrate their resources on their clearest possibilities. The horizon is usually two or three years. No more than that.

“At the other end of the parade, virtually all basic research today is university-based, with a 10- to 20-year horizon. As that work finds its way into applied research, the engineering schools pick it up and drive it to real-world applications.

“But, the big middle, the vast majority of applied research, is in the 3- to 5- to 10-year time zone. These are high-priority, high-yield concepts that have been identified by industry or government. That’s where the universities have taken command.

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