The CHAMBER BUSINESS REPORT

The official publication of the El Segundo Chamber

President's Message



Jim Hart Chamber President

I'm honored to serve as president of the El Segundo Chamber for 2008. I joined the Board of Directors in 2003, and I've seen our Chamber grow since then, not just in membership but in stature.

That's a tribute to my predecessors in this position—people like Liz West, Bill Crieger, David Herbst, Kim Krantz and Chris Powell—as well to those who served on previous boards and committees.

That's what's special about our Chamber: Our successes are truly team efforts. That mirrors all of El Segundo, in fact. The Chamber's motto is "The Voice for Business," but we're just one of several important parts of this community – along with City Hall, the schools and the residents. The Chamber will continue its strong working relationship with all parties. We will continue to take stands on local issues—realizing not all of the parties will agree on every issue—but we recognize that each has the community's interest at heart.

I look forward to working with the Executive Committee and the Board. We

have another excellent group for 2008, one that reflects the diverse business community in El Segundo.

This year, in addition to our regular events like the Aerospace Outlook Luncheon, State of the City address, Salute to El Segundo mixer and the Holiday Parade, we want to host a new event featuring a prominent speaker discussing education issues in our state and region. We'll also use this event to highlight the outstanding skills and talents in our El Segundo schools.

We also want to revive the Leadership El Segundo program, which helps prepare President - continued on page 2

Executive Director Message



Marsha Hansen Executive Director

Change. It's a word that we are hearing a lot of these days.

I thought about "change" recently while visiting my parents in Indiana for the holidays. When my six year old daughter tried to find the "rewind" button on her grandparent's remote control to rewind live television, I tried to explain that Grandma and Grandpa don't need to rewind an episode of "Matlock" that they have seen 148 times. It occurred to me how quickly things are changing. In almost her entire 6 years of life, she has always been able to rewind live television. However, not that long ago, we had to wait for the summer re-runs. You should have seen the look

The President's Circle

The President's Circle is a highly visible group of member businesses in the El Segundo Chamber of Commerce. This group provides solid support for the entire membership, enabling the Chamber to produce timely, successful and well-orchestrated events. Each member has made a commitment, both to Chamber excellence and to impacting our community in a positive and beneficial manner. In return, they receive invaluable publicity and recognition at each program and event as well as knowing they are helping our community to prosper. We invite all of our members to be involved in our President's Circle through their support of our yearly events. Commitment forms for 2008 will arrive at your office within the next few days.

We would like to extend a special thank you to our 2007 President's Circle Members for their ongoing commitment and support of The Chamber.

PRESIDENT'S CIRCLE

Diamond

The Boeing Company

Platinum

Chevron Products Company
Computer Sciences Corporation
DoubleTree Hotel
Mattel, Inc
Northrop Grumman

Gold

El Segundo Power, LLC Los Angeles World Airports Washington Iron Works

Silver

Continental Development Corporation
Fisher Engineering
Hacienda Hotel
MWW Group
Manhattan Village Shopping Center
Mar Ventures Inc.
Plaza El Segundo
Thomas Properties Group

2008 Board of Directors

Jim Hart - President

Northrop Grumman Corporation

Lily Craig - Vice President

Chevron Products Company

Linda Johnson - Vice President

Computer Sciences Corporation

Allan MacKenzie - Vice President

Mar Ventures. Inc.

Elyse Beardsley - Vice President

Industrial Lock & Security

Mike Rotolo - Vice President

TG Construction

Chris Powell - Past President

Washington Iron Works

Marsha Hansen - Secretary

El Segundo Chamber of Commerce

Larry Mitchell - CPA

Lawrence Mitchell & Company

Creasie Adams

AT&T California

Leonard E. Blakesley, Jr.

Continental Development Corporation

Lisa Broderick

The Boeing Company

Linda Conkey

Raytheon Company

Roy Craft

El Segundo Power, LLC

Charles Gale

Metropolitan Water District

Joe Harding

Hacienda Hotel

Michael DiVirgilio

MWW Group

Shirley Hoffmann

Los Angeles World Airports

Manny Irizarry

Hilton Garden Inn LAX/El Segundo

Sandy Jacobs

Pinsational

Marcella Low

The Gas Company

William Mason

Honeywell International

Corinne Murat

Mattel. Inc.

Mari Peters

Bank of Manhattan

Scott Reed

Second City Bistro

Charlie Smith

Thomas Properties Group LLC

Shana Yao

Manhattan Village Shopping Center

EX-OFFICIO DIRECTORS

Dr. Don Brann

Wiseburn School District.

Bill Fisher

Fisher Engineering

Christina Greer

Los Angeles Air Force Base

Carl Jacobson

Glentek, Inc.

Brenda Newman

The Jewelry Source

Ed Su

Studio Printing

Timothy Weaver

DoubleTree Hotel El Segundo/LAX

Geoff Yantz

El Segundo Unified School District

ALTERNATES

Sherry Kramer

Continental Development Corporation

Mary-Elizabeth Michaels

Mattel, Inc

Judith Miller

Hacienda Hotel

Tom Ricci

Thomas Properties Group

John Ryan

Los Angeles Air Force Base

COMMITTEE CHAIRS

Ambassador Committee

Magda Khordoc

Embassy Suites

DESI Committee

Brenda Newman

The Jewelry Source

Elyse Beardsley

Industrial Lock & Security

Education Committee

Ann Coles

El Segundo Unified School District

Tamika Lang

The Boeing Company

Government Affairs

Marcella Low

The Gas Company

Military Affairs

Bill Mason

Honeywell

Kudos!

We would like to extend a big Thank You to the Raffle Sponsors at our Salute to El Segundo Mixer as well as our Annual Holiday Mixer.

> Ayres Hotel Beach Massage & Day Spa

Canton Low Chinese Restaurant Capistrano's

Chevron

Computer Sciences Corporation

Courtyard by Marriott - LAX
Crowne Plaza Hotel Los Angeles

International Airport

DoubleTree Hotel Good Stuff

Homestead Suites Hotel

The Hummus Factory

Industrial Lock & Security

The Jewelry Source

The Lakes at El Segundo Mattel, Inc

Old Town Patio

Washington Iron Works

Whole Food Market

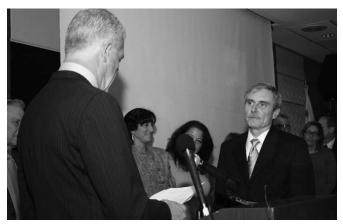
President continued from front page

the leaders of the future for civic and community service.

I also want to say how pleased I am that Marsha Hansen is our executive director. She joined us last fall full of ideas on how to improve the Chamber, and we're going to implement some of them this year. For example, we will refresh our web site to make it a "must see" for anyone who wants to find what El Segundo is all about. The vision is to make our web site serve as El Segundo's "concierge" with information on restaurants, hotels, the best places to shop, and so on. We'll sell advertising so our businesses can reach out to new and old customers while providing additional revenue for the Chamber. In addition, we'll make it possible to download membership applications and event sponsorship forms for greater convenience.

It should be another eventful year, and with your help, I'm confident we can make it a successful one!

Chamber 2008 Installation Dinner



Mayor Kelly McDowell installs 2008 President, Jim Hart



2008 Board of Directors



Ted Lieu serves as Master of Ceremonies at 2008 Installation Dinner



Outgoing President Chris Powell gives his farewell address



President Chris Powell with 2007 Committee Chairs: Bill Mason, Marie Stimson, Shirley Hoffmann, Elyse Beardsley and Brenda Newman

Calendar of Events

	FEBRUARY					
	Date	Time	Event	Location		
	2/05/08	8:30 a.m.	Ambassador Committee Meeting	Embassy Suites ~ LAX/South		
	2/19/08	7:30 a.m.	Executive Board Meeting	Hacienda Hotel		
	2/20/08	8:00 a.m.	Military Affairs Meeting	El Segundo Chamber		
	2/22/08	8:00 a.m.	Education Committee Meeting	Dana Middle School		
	2/25/08	11:45 a.m.	Government Affairs Committee Meeting	Second City Bistro		
	2/29/08	8:30 a.m.	Ted Lieu Legislative Event	Hacienda Hotel		

MARC	MARCH					
Date	Time	Event	Location			
3/11/08	8:30 a.m.	Ambassador New Member Orientation	TBD			
3/12/08	8:00 a.m.	Downtown El Segundo Inc. Meeting	El Segundo Chamber			
3/13/08	5:30 p.m.	Mad March Mixer	Flight Path Learning Center			
3/18/08	7:30 a.m.	Board of Directors Meeting	Hacienda Hotel			
3/19/08	8:00 a.m.	Military Affairs Committee Meeting	El Segundo Chamber			
3/28/08	8:00 a.m.	Education Committee Meeting	ESUSD Board Room			
3/31/08	11:45 a.m.	Government Affairs Committee Meeting	Second City Bistro			

Chamber Notes

Please join us for our Legislative Update event with Assemblymember Ted Lieu representing the 53rd Assembly District on February 29, 2008. The Breakfast event will be at the Hacienda Hotel at 8:30am to 10:30am. For sponsorship opportunities or to reserve a seat, please contact the Chamber.

The Chamber is seeking raffle prizes for the Mad March Giveaway Mixer. This much anticipated annual event will be held at the Flight Path Learning Center at LAX on March 8, 2008 in conjunction with the Rotary Club of El Segundo.

Contact Us

El Segundo Chamber of Commerce 427 Main Street, El Segundo, CA 90245 Phone: 310-322-1220 Fax: 310-322-6880

New Member Profiles

Armstrong Printing Company

524 W. Arbor Vitae Street Inglewood, CA 90301 Contact: Jo Tyler Phone (310) 677-6132 Fax: (310) 677-1964 Email: jorodtyler@aol.com Business Category:

Commercial, Social & Industrial Printing

Connect Verizon Wireless Premium Retailer

720 Allied Way #C El Segundo, CA 90245 Contact: Nick Forte Phone (310) 335-1430 Fax: (310) 524-4394

Email: nforte@connectwireless.com Website: connectwireless.com

Business Category:

We establish service for new customers as well as upgrade current customers with new equipment. We pride ourselves with giving exceptional customer service.

D's Party Shack

120 W. Grand Ave. El Segundo, 90245 Contact: Dodie Marie Phone: (310) 640-9693 Fax: (310) 640-6193 Email: dodie2marc@aol.com Website: sdnservices.org Business Category:

Party planning & consulting services.

Moldo Davidson Fraioli Seror & Sestanovich, LLP

2029 Century Park East, 21st floor Los Angeles, CA 90067 Contact: Gary Tokumori Phone: (310) 551-3100 Fax: (310) 551-0238 Email: gtokumori@mdfslaw.com Website: mdfslaw.com

Business Category:

Law firm specializing in corporate, real estate, litigation, employment, intellectual, property, bankruptcy, and receivership

Equinox Fitness 5400 Rosecrans Ave Hawthorne, 90250

Contact: Larry Schneider
Phone: (310) 279-9347
Fax: (310) 725-9546
Email: larry.schneider@equinoxfitness.com
Website: equinoxfitness.com
Business Category: Fitness Facility

Hammans & Baldino, LLP

2250 E. Imperial Hwy. #200
El Segundo, CA 90245
Contact: Ryan Baldino & Wallace
Hammons
Phone: (310) 606-5400
Fax: (310) 606-5401
Email: whammons@hblegal.com
rbaldino@hblegal.com
Website: hblegal.com
Business Category:

A full service law firm specializing in construction and real estate.

Hilton Los Angeles Airport 5711 W. Century Blvd.

Los Angeles, CA 90045
Contact: Nicole Gomes
Phone: (310) 410-6184
Fax: (310) 410-6177
Email: nicole.gomes@hilton.com
Website: losangelesairport.hilton.com
Business Category: Hotel

ScanDigital

209 Richmond Street
El Segundo, CA 90245
Contact: Anderson Schoenrock
Phone: (310) 683-0430
Fax: (310) 861-0823
Email: Schoenrock@scandigital.com
Website: scandigital.com

Business Category:

ScanDigital has developed an innovative way to convert consumers old photos, slides & negatives into digital format. The company was launched in June 2007 and currently has 10 fulltime employees. Orders are received from all over the U.S.

Iduna Medical Aeshetics

2709 N. Sepulveda Blvd.
Manhattan Beach, CA 90266
Contact: Paul Kronfli
Phone: (310) 546-3634
Fax: (310) 546-3893
Email: paul@idunamedical.com
Website: idunamedical.com
Business Category: Medical Spa

John Riley Insurance Services

953 Cedar Street #4
El Segundo, CA 90245
Contact: John Riley
Phone: (310) 414-9524
Fax: (310) 414-9525
Email: john@johnrileyinsurance.com
Website: johnrileyins.com

Business Category:

Independent insurance consultant servicing individuals and groups for health, dental, and life.

Made to Move Physical Therapy, Inc.

615 N. Nash Street #306 El Segundo, CA 90245 Contact: Michele McCarthy, MSPT, OCS,CHT Phone: (310) 535-0008 Fax: (310) 535-0009

Email: michele@madetomovept.com Website: madetomovept.com

Business Category:

Physical therapy, hand therapy, sports medicine, orthopedic physical therapy

South Bay Document Destruction

15001 S. San Pedro Gardena, CA 90248 Contact: Gina Vander Meer Phone: (310) 217-9985 Fax: (310) 327-1130 Email: gina@sbdd.net Website: sbdd.net

Business Category:

Confidential document destruction & recycling services.

Profiles - continued on page 5

Profiles continued from page 4

Signature Resources

1801 Century Park East, #2240 Los Angeles, CA 90067 Contact: Jeremiah Williamson Phone: (310) 551-1501 Fax: (310) 551-1523

Email: jwilliamson@jhnetwork.com Website: signatureresources.net

Business Category:

Signature Resources is a privately held financial service firm with a twenty year record of superior achievement. We focus on serving the personal and business needs of individuals and closely held corporations. The firm has 70,000 clients nationwide.

University of Redlands School of Business

200 E. Sandpointe Ave., #300
Santa Ana, CA 92707
Contact: Carol Beato
Phone: (714) 549-2006
Fax: (714) 549-2078
Email: carol_beato@redlands.edu
Website: redlands.edu

Business Category:

Non-profit school of business offering 3 graduate and 1 undergraduate business degrees to working professionals.

Outlaw Graphix

909 E. El Segundo Blvd. #A
El Segundo, CA 90245
Contact: Joshua Manion
Phone: (310) 647-9906
Fax: (310) 322-9048
Email: sales@outlawgraphix.com

Website: outlawgraphix.com

Business Category:

A one stop shop for all signage and advertising needs including banners, vinyl signage 3-D lettering, lightboxes & vehicle wraps. These services are combined with high quality graphic design, business cards, flyers and digital printing.

Salute to El Segundo Mixer



Current Mayor Kelly McDowell is joined by former Mayors Carl Jacobson, Bill Bue, Gordon Stephens and Floyd Carr at the Annual Salute to El Segundo Mixer held at Mattel.



Bill Mason from Honeywell presents Plaza El Segundo with the Community Betterment Award at the Salute to El Segundo Mixer. Pictures are Allan MacKenzie (Mar Ventures), Lora Vrastil (Plaza El Segundo), Sherry Kramer (Continental Development Corporation) and Toni Reina (Continental Development Corporation).



Carl Jacobson received the Citizen of the Year Award at the Annual Salute to El Segundo Mixer. Carl is pictured with his wife, Nancy, daughters and grandsons.

Outgoing President's Message



Chris Powell
Past President

During the past year it has been my privilege, along with our Executive Committee and Executive Director Marsha Hansen, to lead our El Segundo Chamber. We hear promises of change on a daily basis from all of the presidential candidates, but with our Chamber it is a reality. We have continued to grow and change this past year and I know the future is bright for our El Segundo Chamber of Commerce.

First and foremost this past year saw the successful transition from the service of West Enterprises to our new Executive Director, Marsha Hansen. West Enterprises worked successfully getting us to this point and hands over a Chamber that is both

financially and organizationally strong. I am confident that our Chamber is set to better serve our members in the years ahead.

I want to congratulate our new President, Jim Hart, for being chosen as our next

Chamber president. I have had the opportunity to work closely with Jim this past year and have the highest respect for him. I know he is anxious to continue the forward progress and I know he and Marsha will make a great team.

I encourage all of you, when called upon, to support them in their efforts. We can expect great things from our chamber but it is only possible with all of your help and input. Thank you all again for the opportunity to serve and I look forward to working again with all of you in 2008.

Director continued from front page

on her face when she picked up Grandma's telephone and saw the rotary dial.

The El Segundo Chamber has also had its share of change over the last few years. When I was involved as a volunteer in the 1990's, I remember the Staff opening up a book to give referrals and check a company's information. Now, with a simple click of a button, we can give an inquirer all the information that they desire on our member companies. Our ability to refer our wonderful members has never been greater...and we do it everyday! One of our goals this year is to continue offering new and inventive ways to be the "concierge" of El Segundo. We will strive to be a complete resource for those who have an inquiry about our business and local community.

A big change just happened this month

at the El Segundo Chamber. Under the leadership of our new President, Jim Hart, our 2008 Board of Directors was installed by Mayor Kelly McDowell on January 24, 2008 at our annual Installation Dinner. Jim is the director of civic affairs for Northrop Grumman in El Segundo, headquarters for one of the company's largest operating sectors and a proud member of our business community since 1976. Jim is a Southern California native who has lived in the South Bay for more than 30 years and served on the Chamber's Board of Directors since 2003.

evening began with the Honorable Ted Lieu, representing the 53rd Assembly District, serving as our Master of Ceremonies. Outgoing President, Chris Powell, from Washington Iron Works was honored for his accomplishments throughout his 2007 term. The DoubleTree Hotel LAX/El Segundo received the Business of the Year Award. Thomas Properties was presented with the Community Pride Award. The Downtown Merchant of the Year Award was awarded to Ed Su from Studio Printing. Shirley Hoffmann from Los Angeles World Airports was honored with the Member of the Year Award. Don Brann, Superintendent from Wiseburn School District was honored with the Public Service Award and Julie Warner, the Chair of the Annual Holiday Parade, was presented with the Volunteer of the Year Award.

We would like to give a special thank you to Tony Barthel with Sounds Like Fun Multimedia for the wonderful entertainment as well as Godiva Manhattan Beach for providing a delightful coffee and chocolate tasting. The evening was captured for the history books by Marcy Dugan Photography. Marcy has graciously donated her services for not only this event but also for the 44th Annual Holiday Parade last December and our Salute to El Segundo Mixer held at Mattel last November. Also, kudos to the Hacienda Hotel and their staff for impeccable service and the scrumptious dinner!

Change. The day after the Installation dinner, when a longtime El Segundo friend walked into my office to say hello, it occurred to me that change is good but it's nice when some things stay the same. We are fortunate to be in a community like El Segundo where we can have the best of both worlds...a progressive business community surrounded by rich traditions. For more information on the El Segundo Chamber of Commerce or events in our community, please contact us at (310) 322-1220.

VISIT OUR WEBSITE



www.elsegundochamber.org

Mattel Named One of Fortune's 2008 "100 Best Companies to Work For" List

FORTUNE announced today that Mattel [NYSE: MAT], the world's largest toy company, has been named to the prestigious 11th annual "100 Best Companies to Work For" list, ranking number 70. Mattel is the only toy company to make the 2008 list.

"We're proud to be named among this group of outstanding companies," Alan Kaye, senior vice president of human resources at Mattel, said. "At Mattel, we have some of the most talented, innovative and creative people in business; we have great employee benefits; and we have exceptional brands. We believe all these things together tell Mattel's story of why we are an employer of choice."

Mattel is noted for maintaining a very high level of employee morale and pride, even in the midst of industry-wide product recalls. Leadership, integrity and openness have all been cited by employees as the company's ongoing commitment to do the right thing.

Employee Comments:

Deborah Dicochea, associate manager of the Mattel Children's Foundation, said "If anything, I think morale is even better than before. I've been working here 16 years. People are proud to say they work here, even through these recalls. We've come together as a family."

John DeRubes, director of baby gear engineering at Fisher-Price, said "What sticks in my mind is that our CEO said, 'How you achieve success is just as important as success itself.' I tell my kids that. We saw our leader demonstrate our company's values, and this was his finest hour."

Arnaud Roland Gosselin, Marketing France, said "Mr. Eckert was very brave. He never tried to escape from the issue. We were all one team, one company all with the same goal. I will always remember that."

Karen Merline, American Girl Customer Service, said "Bob was candid about the recalls and I appreciated that and felt empowered by it. The message was always "do the right thing.' I have always been proud to work for Mattel, and even more so now."

Mattel also offers a world-class work/ life environment with competitive salaries and outstanding benefits for employees and their families. Reflecting its focus on families and children, Mattel provides a range of special perks to its employees, including half-day Fridays, new baby welcome gifts, adoption assistance, toy discounts, free tickets to local events, educational assistance and on-site childcare at key locations. FORTUNE Magazine's full list will appear in the Feb. 4 issue, available on newsstands Jan. 28 and online at www. fortune.com. The list is considered a national benchmark for employers that show leadership in human resources programs and corporate culture improvement for all employees.

About the List: To pick the "100 Best Companies to Work for", FORTUNE works with Robert Levering and Milton Moskowitz of the Great Place to Work Institute to conduct the most extensive employee survey in corporate America. Of some 1,500 firms that were contacted, 406 companies participated in this year's survey. Nearly 100,000 employees at Mattel - continued on page 8

January Membership Anniversaries

The El Segundo Chamber of Commerce wants to acknowledge and send its appreciation to the following Chamber members for their commitment to the community and region through their membership. We are proud of them and appreciate the business you, our members, give them.

23 Years

American Overseas Air Freight, Inc. Industrial Lock & Security Inc.

15 Years

Browning Ferris Industries Citizens Business Bank – form. First Costal Bank Hacienda Hotel

Jim Marak – RE/MAX Realtors

10 Years

American Capital Corporation BDP International, Inc. Konica Minolta Business Solutions U.S.A., Inc. So Cal Escrow

9 Years

The Beach House at Hermosa Bright Horizons South Bay Children's Center

8 Years

A & A Waste Rolloff Services, Inc.

Upton and Sons - Publishers/Booksellers

7 Years

Residence Inn by Marriott LAX / El Segundo ChamberWare Systems

6 Years

Mar Ventures, Inc. GeoDecor

5 Years

Hoteltravelcheck.com

3 Years

Ferrufino Interiors

2 Years

Bz Disposal Services an EDCO Company

1 Year

Antoine Roberts MD, Inc, Occasions, LLC

44th Annual Holiday Parade



Cub Scout Packs 968 and 773 carried the banner for the Chamber of Commerce. The Chamber would like to thank Parade Sponsors, Plaza El Segundo, Chevron Products Company, S&S Hardware, Thomas Properties Group and the City of El Segundo for helping to make the 44th Annual Holiday Parade possible.



The Los Angeles Air Force Base Color Guard leads the 44th Annual Holiday Parade down Main Street.



For the first time, the El Segundo Chamber sponsored a float in the parade decorated in the "Babes in Toyland" theme. On the float are children of the Chamber staff. The float is overflowing with toys from Mattel, Inc which were all donated to the Fire Department's Sparks of Love Toy Drive



Mayor Kelly McDowell (left) rode in the parade on horseback.



Just what the kids were waiting for...bringing up the end of the parade is Santa riding high in the Chevron Fire Truck.

Mattel continued from page 7

those companies responded to a 57-question survey created by the Great Place to Work Institute, a global research and consulting firm with offices in 30 countries. Most of the company's score (two-thirds) is based on the results of the survey, which is sent to a minimum of 400 randomly selected employees from each company. The survey asks questions related to their attitudes about the

management's credibility, job satisfaction and camaraderie. The other third of the scoring is based on the company's responses to the Institute's Culture Audit, which includes detailed questions about pay and benefit programs and a series of open-ended questions about hiring practices, methods of internal communications, training, recognition programs and diversity efforts, etc. After

evaluations are completed, if news about a company comes to light that may significantly damage employees' faith in management, that company may be excluded from the list. Any company that is at least seven years old with more the 1,000 U.S. employees is eligible. The deadline for applying for next year's list is March 31, 2008. For an online nomination form, go to www.greatplacetowork.com.