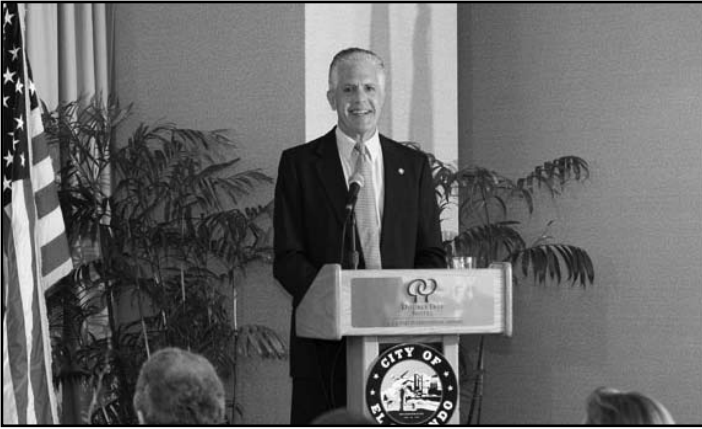


# BUSINESS REPORT

The official publication of the El Segundo Chamber



Mayor Kelly McDowell delivers the keynote speech at the annual State of the City Address held May 17 at the DoubleTree Hotel.

## Annual State of the City Address

Our Chamber hosted the annual State of the City Address at the DoubleTree Hotel on May 17. Before a large crowd of business and professional representatives, locally elected officials, government and military

personnel, and residents, El Segundo Mayor Kelly McDowell spoke of developments and trends within the city and gave an overview of what lies ahead for the city's economy, businesses and community.

McDowell quipped that, in a city that often appears adverse to change, he was tempted to recycle his speech from last year but said that the many positive changes in the city warranted attention. He outlined a business environment that showed signs of a significant turnaround in the past twelve months and prospects for an improved business outlook in 2006.

McDowell cited several indicators of robust health in the city's economy and business sector, including:

- Over \$117 million in construction activity has taken place in the past year, an increase of nearly 33 percent over the prior year.
- Plaza El Segundo, the new 400,000 s.f. retail center being developed on Sepulveda at Rosecrans, is expected to open in time for the holiday season.
- A new 140-room Homestead Suites hotel is planned for the Sepulveda corridor.
- Grand Park Plaza, a new retail development on Grand Avenue, will open in the next few months and is

See State of the City – page 3

## President's Message

There has been so much going on at our Chamber lately. Most recently, we proudly hosted Mayor Kelly McDowell's State of the City address on May 17 at the Doubletree Hotel. Be sure to check out highlights of the Mayor's outlook for business in El Segundo in this issue of *The Chamber Business Report*.

Our Committees are very active and I want to say a word of special thanks to Chad Ceretto, the new chairperson of your Chamber's Ambassador Committee. Chad has been a terrific addition to our volunteer leadership. I encourage you to join Chad and his Committee as they will be assisting at the many great events the Chamber has planned to strengthen membership networking.

Our Assemblymember, Ted Lieu, has been busy looking out for his district and El Segundo. Highlights of a few pieces of his legislative agenda that the El Segundo Chamber is supporting include:

### AB 2033: Amendment to Include CEV

This bill extends the Joint Strike Fighter (JSF) wage and property credits to taxable years beginning on or after January 1, 2006, and before January 1, 2011. The wage credit is equal to 10% of qualified wages paid or incurred in connection with an initial contract or subcontract to manufacture property for ultimate use in a JSF. The property credit is equal to 10% of the qualified property placed in service in California.

### AB 2032: Increase R & D Tax Credit

Would give all companies that carry out research and development in the state of California (including numerous El Segundo corporations) more incentive and opportunity to continue doing so while spurring investment in new technologies and encouraging innovation. It would also help prevent "drift" of high-end industries to other states and overseas.

### AB 1965: Military Pay Day Loan

Allows a service member, or his or her spouse to defer payment



Kim Krantz  
President, The El Segundo Chamber

on any deferred deposit transaction agreement entered into by the service member or his or her spouse prior to the service member's deployment.

### AB 1950: Financial Education 7-12 Grade

Permits school districts to provide instruction in economics courses related to the understanding of personal finances, including budgeting, savings, credit, and identity theft.

### AB 1380: Area Code Conservation and Consumer Protection Act

This bill was created to protect the 310 area code and other area codes in the state from potential splits by establishing guidelines on number conservation, inventory assessment

See President's Message – page 3

## Contact Us

### El Segundo Chamber of Commerce

427 Main Street,  
El Segundo, CA 90245  
Ph: (310) 322-1220  
Fax (310) 322-6880  
www.elsegundochamber.org

## President's Circle

Thanks to our generous investors, the President Circle members, for helping the Chamber fulfill its mission:

### Diamond

Boeing  
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Mattel, Inc.  
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### Gold

DoubleTree Hotel  
Los Angeles World Airports

### Silver

Computer Sciences Corporation  
Continental Development Corporation  
El Segundo Power, LLC  
First Coastal Bank  
Fisher Engineering  
Hacienda Hotel  
MWW Group  
Manhattan Village Shopping Center  
Thomas Properties Group  
Washington Iron Works

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*Boeing*

Chris Powell, Treasurer  
*Washington Iron Works*

Bill Fisher, Vice President  
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Kim Chieppa  
*Courtyard by Marriott – LAX/Century Blvd.*

Carl Jacobson  
*GlenTek*

Brenda Newman  
*The Jewelry Source*

Tina Greer  
*Los Angeles Air Force Base*

**Membership Anniversaries  
March, April, May 2006**

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 readers, give them.

**44 YEARS**

*The Aerospace Corporation*

**42 YEARS**

*Douglass Family Mortuary*

**21 YEARS**

*American Overseas*

*Air Freight, Inc.*

*Continental Development*

*Industrial Lock & Security*

*Los Angeles World Airports*

**16 YEARS**

*Harbor Federal Credit Union*

**15 YEARS**

*Concorde Consulting, Inc.*

*Embassy Suites Hotel- LAX South*

**14 YEARS**

*U.S. HealthWorks Medical Groups*

**13 YEARS**

*Air Products & Chemicals*

*Courtyard by Marriott –*

*El Segundo/LAX South*

*Courtyard by Marriott –*

*LAX/Century Blvd.*

*First Coastal Bank*

*Hacienda Hotel*

*Jim & Jack's Auto Body*

*Jim Marak- RE/MAX Realtors*

*Lockheed Martin Corporation*

*Knights of Columbus*

*Mary Kay Cosmetics*

*Mattel, Inc./Mattel Shared*

*Service Solutions*

*Meschuk Properties, Inc.*

*Pacific Corporate Towers*

*Schofield Realty*

*Studio Antiques*

*Tahiti Tourisme*

**12 YEARS**

*Summerfield Suites by Wyndham*

*Travelodge LAX South*

*C.C. Layne & Sons, Inc.*

**11 YEARS**

*Wiseburn School District*

*Wyant and Associates*

**10 YEARS**

*El Camino College*

*El Segundo Employers Association*

*WAVE Communications*

**9 YEARS**

*Accountemps/Office Team*

*Bi Pro Computers*

*Commercial Capital Bank*

*El Segundo Residents Association*

*Glentek, Inc*

*Homestead Studio Suites Hotel*

*Murad, Inc.*

*R.O.A.D. – Reach Out*

*Against Drugs*

**8 YEARS**

*American Capital Corporation*

*BDP International, Inc.*

*Group 22, Inc.*

*Kearney Real Estate Company*

*Konica Minolta Business Solutions*

*U.S.A., Inc.*

*McCormick & Schmicks*

*Seafood Restaurant*

*RF International*

*So Cal Escrow*

*T.G. Construction*

*Triton Forwarding, Inc.*

**7 YEARS**

*Bright Horizons South Bay*

*Children's Center*

**6 YEARS**

*ABD Insurance and Financial Services*

*Adage Graphics, LLC*

*Jack Pursell*

*Upton & Sons*

*Vox Entertainment*

*Wayland & Vukadinovich*

**5 YEARS**

*1(800) Hang Glide-*

*Windsports.com*

*Bob Francis Photography*

*Cargo Consultants, LLC*

*Duhaney Home Health Care, Inc.*

*Embassy Suites LAX North*

*Innovative Pest Management*

*MWW Group*

*Residence Inn by Marriott*

*LAX/El Segundo*

*Salomon Smith Barney*

*Spinners D.J. Service*

*SpringHill Suites by Marriott*

*State Farm Insurance- Ed Barnhart*

*State Farm Insurance-*

*Julie Warner*

**4 YEARS**

*El Segundo Council of PTAs*

*Mar Ventures, Inc.*

*St. Michael's Christian Center*

*Integrated Data Services, Inc.*

**3 YEARS**

*Dewey Pest Control*

*Hoteltravelcheck.com*

*Impact Mediation*

*Manhattan Beach Marriott*

*Merrill Lynch*

*Morris Architects*

*U.S. Peace Corps*

**2 YEARS**

*AFLAC- Ted Petit*

*Links Marketing Group*

*Pacific Imaging*

*The Great Sepulveda Car Wash*

*Washington Iron Works*

*Working Needles*

**1 YEAR**

*El Segundo Medical Center*

Please be sure to send us your press releases via email at [info@elsegundochamber.org](mailto:info@elsegundochamber.org) or fax to (310) 322-6880

**President's Message  
continued from page 1**

and more efficient utilization of telephone numbers throughout the state. It also requires carriers to disclose their inventory of numbers every six months so that the public can get a true assessment of whether an area code is running out of numbers.

**AB 208: Children of Military Personnel Preference**

This bill requires that school districts give preference to the children of military personnel applying to attend a school outside of their district of residence. This bill will provide greater access to a quality K-12 education for children of military personnel.

Assemblyman Lieu and his talented staff continue to move his agenda forward from their offices here in El Segundo and in Sacramento. I encourage you to drop him a message through his District Director, Rusty Hicks at [RustyHicks@asm.ca.gov](mailto:RustyHicks@asm.ca.gov).

Things are indeed happening at your Chamber and I invite you to take part. Be sure to save July 19 on your calendar for the Chevron Mixer. It will be a great opportunity to network, catch up on the latest committee activities and welcome our many new members.

Kim Krantz  
Chamber President

**Members are invited to submit your business or event flyers for distribution with our July Business Report. For details and pricing please call (310) 322-1220**

**For Information on Chamber Membership Call (310) 322-1220**

**State of the City continued from page 1**

expected to bring new retail outlets to the area east of Main Street.

- Downtown businesses are expected to benefit from marketing and promotional campaigns, partially funded by Plaza El Segundo, aimed at stimulating sales in the downtown area.

- Office vacancy rates have decreased steadily and are anticipated to drop to 14 percent, an improvement of approximately 32 percent over the 22 percent vacancy rate in 2004.

- Teledyne will move into a 125,000-s.f. space in El Segundo.

- An unnamed British consumer products company will make El Segundo its U.S. headquarters.

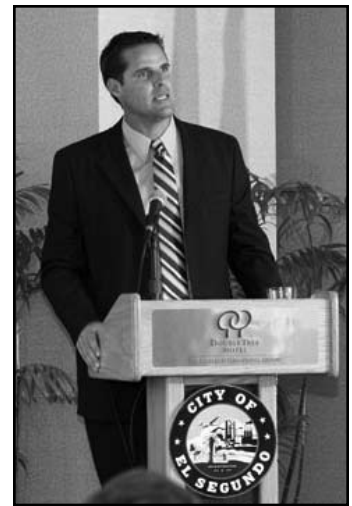
- Toyota Sports Center is negotiating with the Lakers to modify the facility to accommodate a Laker-sponsored minor league basketball team.

- The Douglas Street gap closure project is on time and budget for completion in 2007. The gap

closure, along with the restoration of Nash and Douglas Streets to two-way operation, will improve traffic flow and provide opportunities for development that will, in turn, bring new jobs and revenues to the city.

McDowell said the City's budget will finish with a surplus this year. The surplus will be used to bolster the city's capital and reserve funds that have been underfunded in prior years. McDowell's priorities for the city in 2006 include infrastructure improvements, beefing up disaster preparedness efforts, and improving public safety through increased usage of trained citizen volunteers.

"Whether El Segundo is where you work, where you make your home, or both, our unique quality of life will be ours to enjoy and preserve," McDowell said. "I know of no other city where the sense of community pride is as wide and deep as in our town."



**Mayor Pro Tem Eric Busch as Master of Ceremonies at the State of the City Address.**

The State of the City Address was co-sponsored by El Segundo Chamber and the DoubleTree Hotel, and Corporate sponsor, Continental Development Corporation.



**Quiznos on Rosecrans Celebrates Grand Re-Opening**

Quiznos Subs at 2041 Rosecrans in the Continental Center celebrated its "Grand Re-Opening" under new ownership on April 26 with a ribbon-cutting ceremony.

**Quiznos Grand Re-opening - (Front row) City Manager Jeff Stewart, Councilmember Carl Jacobsen, Quiznos owners George and Sydne Newberry, and Quiznos associates Mericia Evans, Raynisha Stringer and Ayde Flores. (Back row) Continental Development's Sherry Kramer, Chamber Director Liz West, Chamber associates Denise Wellington and Katie Adams, and Continental Development's Lianne Ibarra.**

**Calendar of Events**

Date	Time	Event	Location
<b>JUNE</b>			
6/13/06	8:30 a.m.	Ambassador Committee Meeting	El Segundo Residence Inn
6/14/06	8:00 a.m.	DESI Committee Meeting	E.S. Chamber of Commerce
06/21/06	8:00 a.m.	Military Affairs Committee Meeting	E.S. Chamber of Commerce
06/26/06	11:45 a.m.	Government Affairs Committee Meeting	Second City Bistro
<b>JULY</b>			
7/06/06	7:00 p.m.	Dodger Day	Dodger Stadium
7/11/06	8:30 a.m.	Ambassador Committee Meeting	Residence Inn El Segundo
7/12/06	8:00 a.m.	DESI Committee Meeting	E.S. Chamber of Commerce
7/18/06	7:30 a.m.	Board of Directors Meeting	Hacienda Hotel
7/19/06	8:00 a.m.	Military Affairs Committee Meeting	E.S. Chamber of Commerce
7/19/06	5:30 p.m.	Chevron Mixer	Chevron Park

# New Member Profiles

## AUTO ART PRECISION DETAIL

2121 Rosecrans Ave.  
Lower Level Parking Structure  
El Segundo, CA 90245  
Contact: Steven Petersen  
Phone: (310) 606-5595  
Fax: (310) 606-5694  
Email: Steve@autoartdetail.com

### Business Category:

#### Automobile/Automobile Repair

Auto Art offers every aspect of auto appearance care and reconditioning using state of the art methods, materials and tools. At Auto Art Precision Detail you can expect the very best in care for your vehicle and in customer satisfaction.

## BEACH CAPITAL FINANCIAL CORP.

1990 E. Grand Ave., Suite 250  
El Segundo, CA 90245  
Contact: Ala Tabatabai  
Phone: (310) 321-7352  
Fax: (310) 321-7359  
Email: Ala@bcfhomes.com

### Business Category:

#### Mortgage Company

Beach Capital Financial Corp. arranges residential financing.

## BANNER STATIONERS

415 Main Street  
El Segundo, CA 90245  
Contact: Dave Hornbecker  
Phone: (310) 726-9002  
Fax: (310) 726-9004

Email: bannerstationers@sbcglobal.net

### Business Category: Office

#### Products and Supplies

Banner Stationers is a family-owned stationary and office supply store serving the South Bay since 1957.

## BROWNING AND TRUDEAU INSURANCE ASSOCIATES, INC.

360 N. Sepulveda Blvd., Suite 1054  
El Segundo, CA 90245  
Contact: John F. Fellows  
Phone: (310) 406-8448  
Fax: (310) 406-8449

Email: fellows@browningtrudeau.com

Web: www.browningtrudeau.com

### Business Category: Insurance

Browning and Trudeau is a personal lines only insurance agency and brokerage located in the South Bay and West Los Angeles for over 50 years.

## EL SEGUNDO

### FOURSQUARE CHURCH

429 Richmond Street  
El Segundo, CA 90245  
Contact: Nina Thomas  
Phone: (310) 322-2637  
Fax: (310) 322-3921

Email: Nina@esfoursquare.net

Web: www.esfoursquare.net

### Business Category: Church

We are a Bible-based Christian church with a strong community focus for the family, single parents, marriage and parenting training, family activities and outreach. We offer Camp Vacation Bible School, UTURN Youth Program, focus groups, community outreach with "Heroes Night," and "Shorefest" honoring our city and serving where the need is.

## HENJUM GOUCHER LITIGATION SERVICES

2041 Rosecrans Ave., Suite 360  
El Segundo, CA 90245  
Contact: Melissa Card  
Phone: (310) 414-9460  
Fax: (310) 414-8135

Email: Mcard@henjumgoucher.com

Web: www.henjumgoucher.com

### Business Category:

#### Attorney/Legal Services

Provides litigation services including court reporting, videography, and reprographics.

## JP CYBERTECH, INC.

311 Main St., Suite G  
El Segundo, CA 90245  
Contact: Dr. Jeffry Padin, Ph.P., P.E.  
Phone: (310) 433-2864  
Fax: (310) 648-7898

Email: jpadin1@earthlink.net

Web: www.cybertech.com

### Business Category: Computer Engineering/Consulting

We are a high-tech company that specializes in advanced computers for home, business, car, boat or truck applications. We also do small application designs.

## PEGASUS PRESS, INC.

1730 East Holly Ave.  
El Segundo, CA 90245  
Contact: Michael Jacobs  
Phone: (310) 615-0177  
Fax: (310) 607-0238

Email: Michael@Pegasus-Press.com

Web: www.Pegasus-Press.com

### Business Category: Printing

Pegasus Press is a full service printing company with an emphasis on service. We have the experience and expertise to fulfill all your printing needs quickly, correctly, at a good price and with a smile.

## QUIZNOS SUB

2041 Rosecrans Ave., Suite 140  
El Segundo, CA 90245  
Contact: George Newberry  
Phone: (310) 291-0574  
Fax: (310) 837-5593

Email: hannibal232@comcast.net

Web: www.Quiznos.com

### Business Category: Restaurant

Quiznos is a quick-service restaurant chain that strives to stay ahead of the competition by offering a wide variety of innovative sandwiches, soups, salads, pastries, and now breakfast dishes made with the freshest, highest quality ingredients.

## STEWART WESTON BROKERAGE

One World Trade Center #2100  
Long Beach, CA 90831  
Contact: Laneshia Stamm  
Phone: (562) 436-5800  
Fax: (562) 495-2111

Email: LStamm@marcusmillichap.com

Web: www.thewestonteam.com

### Business Category: Financial Services

Our commitment is to help our clients create and preserve wealth by providing the best real estate investment research, advisory, and transactional services available.

## TRILOGY SPA

120 Eucalyptus Drive  
El Segundo, CA 90245  
Contact: Chandra Shaw  
Phone: (310) 416-9111  
Fax: (310) 416-1138

Email: chandra@trilogyspa.com

Web: www.trilogyspa.com

### Business Category:

#### Skin Care Services

Trilogy Spa is a full service spa in three locations - Hermosa Beach, Manhattan Beach and Squaw Valley Lake Tahoe - and a corporate office in El Segundo.

## STILLPOINT

### ACUPUNCTURE & HERBS

333 Richmond St.  
El Segundo, Ca 90245  
Contact: Joe Curcio  
Phone: (310) 335-0073  
Email: info@acupoint.net  
Web: www.acupoint.net

### Business Category:

#### Health and Fitness

A beautiful and serene natural health clinic located in downtown El Segundo. Stillpoint offers superb acupuncture, dietary counseling, craniosacral therapy, and herbal treatments, along with other complementary modalities that help you to achieve radiant health! We treat a variety of health issues such as digestive disorders (including weight control), asthma/allergies, headaches/ migraines, anxiety, arthritis, and chronic/acute pain, among others.

## WORLDWIDE CENTER FOR ORGANIZATIONAL DEVELOPMENT

408 Richmond St., Suite 10  
El Segundo, CA 90245  
Contact: Dr. Jon Warner  
Phone: (310) 606-5688  
Fax: (310) 606-5687

Email: joncwarner@aol.com

Web: www.od-center.org

### Business Category:

#### Management Consulting Firm

We provide organizational development solutions to middle-to-large corporations and public sector clients worldwide. We specialize in customized training and educational programs including corporate university installs.

**For Information**

**on Chamber**

**Membership**

**Call**

**(310) 322-1220**