

BUSINESS REPORT

The official publication of the El Segundo Chamber

El Segundo Aerospace Outlook

August 18, 2005



The El Segundo Chamber and Presenting Sponsor Northrop Grumman and Corporate Sponsors Computer Sciences Corporation and Raytheon Company will be hosting this year's Aerospace Outlook event on August 18, 2005 at the Marriott LAX.

Please join our keynote speaker Congresswoman Jane Harman who will provide an update and overview of where our region is today as the "center of the aerospace universe". Registration and reception will begin at 11:30 am with the program beginning promptly at noon.

Congressional Circle sponsorships are available and include a premier table of ten for \$1,500. Seats are limited. Make your reservation today by calling West Enterprises at (310) 227-8100 or email lwest@westenterprises.info.

In Memorium

Mike Gordon 1958 – 2005

El Segundo and the surrounding cities suffered a great loss with the unexpected passing of Mike Gordon on June 25, 2005. An outstanding leader, Mike had been a City Councilman from 1996 to 1998 and Mayor of El Segundo from 1998 to 2004. He was elected to the California State Assembly in the fall of 2004. He had served a lifelong and distinguished career in the California political system.

Mike especially will be missed by the business community of El Segundo. He was a tireless proponent for the orderly development and growth of business in the local area. At the same time he sought a reasonable balance between the concerns of residents and economic interests.

Early on, as he served on the City Council, he promoted the formation of an economic development department within the City together with an Economic Development Advisory Committee comprised of local business leaders. This resulted in an extensive marketing campaign to attract new business to El Segundo. It was noteworthy for its novel advertisements which attracted the attention of business interests not only throughout the local area but nationally as well. It resulted in a steady growth of stable and diversified businesses, which have had a positive impact on revenues for the City of El Segundo and on the business climate that was still suffering from the downturn of business in the 1980's and 1990's.

This was only the beginning of Mr. Gordon's aggressive campaign for support of the local economy.

Fearing the adverse impact of unconstrained growth of the Los Angeles Airport on business and the quality of life, he organized an amazing regional campaign against expansion of LAX which successfully placed severe limits on the plans that were presented for that expansion.

Confronted with the possible loss of the Los Angeles Air Force Base in El Segundo, Gordon was instrumental in gathering support for a unique approach to replace the antiquated facilities of the Base with a brand new facility and at no cost to the U.S. Government. This was followed by a massive effort to garner support from elected officials in Congress, the County and local cities to successfully keep the Air Force Base off the Base Relocation and Closure list (BRAC), as the loss of this Base would have disastrous consequences to the local and regional economy.

We are continuing to see the success of his leadership in revitalizing downtown El Segundo. New businesses are coming to town, facades are being modernized and property values have increased dramatically.

There are many other efforts on his part which have demonstrated his vision for the role of business in El Segundo. Utilizing vacant industrial property for higher and better use resulted in approval of two major projects, Corporate Campus and Plaza El Segundo. A new study of the Traffic Element of the General Plan was approved and now permits an improved flow of traffic east of Sepulveda Boulevard and the opening of Douglas Street through to Rosecrans which promises major

President's Message

Dear Members:

On Saturday, June 25, El Segundo lost one of its favored sons—Assemblyman Mike Gordon. I lost a great friend. The business community lost a strong advocate.

Donations, in Mike's memory, can be made to:

- **National Brain Tumor Foundation**
22 Battery Street, Suite 612
San Francisco, CA 94111
- **American Heart Association—LA Chapter**
816 S. Figueroa St, LA, CA 90017
- **American Diabetes Association—LA Chapter**
6300 Wilshire Blvd, Suite 100, LA, CA 90048.



David A. Herbst
President,
The El Segundo
Chamber

On Wednesday, July 6, the El Segundo community held a "Hometown Tribute" for Mike. The following is an excerpt of the remarks I offered during the Tribute in my capacity as President of the El Segundo Chamber:

"Let me begin by offering a few words on behalf of the El Segundo business community. Simply put, the business community has lost a real champion. I could go through Mike's list of accomplishments, but instead I want to offer the "why." Why was Mike Gordon able to work so well with the business community on so many complicated issues and projects? It was—His word. While some elected officials twist in the wind or dance around issues—Mike Gordon took issues head on. Mike Gordon

would listen and then act. In acting, he would give his word. Friend or foe alike, you knew that when Mike Gordon gave his word that was gospel. He would not turn tail and run when the going got tough, he'd find a way through to make sure that he always made good on his word.

Why did Mike Gordon get so much done in such a short period of time?

Why did he have such a great impact on all of us?

I truly believe it was because Mike Gordon was – a man of his word."

Thank you.

David A. Herbst, Chamber President

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

Month at a Glance

8/09	Membership Committee, 4:00 pm
8/11	Downtown El Segundo Committee (DESI), 8:00 am
8/17	Education Committee 12:00 noon
8/18	Aerospace Outlook, 11:30 am
8/18	Mixer at the Doubletree Hotel, 5:30 pm

President's Circle

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

Diamond

Boeing
Chevron Products Company

Platinum

Mattel, Inc.

Gold

DoubleTree Hotel
Los Angeles World Airports
Northrop Grumman

Silver

Computer Sciences Corporation
Hacienda Hotel
MWW Group
Thomas Properties Group

relief of traffic congestion.

Mike Gordon was a tireless advocate for the business in El Segundo. He set an example for future City leaders. His legacy long will be remembered for its healthy impact on the business sector and the Chamber of Commerce. He did all of this without sacrificing the

quality of life in El Segundo. To the contrary, thanks to Mike Gordon, our wonderful City has entered into the 21st Century in the best possible way.

The Chamber and its members will always be grateful to Mike Gordon for his influence on our City.

Board of Directors

El Segundo Chamber of Commerce

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- Bill Fisher, President Elect/Treasurer
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- Mark Day, Past President
The Raytheon Company
- Holly Branch, Vice President
Marriott International
- Martin McCarthy, Vice President
Martin H. McCarthy Photography
- Corrine Murat, Vice President
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- George Torres, Vice President
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- Arllys Wyant, Interim Executive Director
El Segundo Chamber

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There's Nothing "Mini" about The Chamber's Teacher Mini-Grant Program

The Chamber's Education Committee is once again leading an effort to provide annual "Mini-Grants" to the educators in the El Segundo School District, St. Anthony and Wiseburn School Districts for the 2005-06 School Year.

For the past three years, Chamber members have contributed over \$25,000, all of which has gone directly into the classrooms. This is our invitation to Chamber members to once again, participate in the upcoming Teacher Mini-Grant Program.

All participating donors will be recognized at the Annual Salute to Businesses Supporting Education

Event, scheduled for the fall of 2005, as well as in our community newspapers. Should you have any questions, please contact the Education Committee Chair, Kim Chieppa at (310) 981-2360 or at kchieppa@sunstonehotels.com. You can also contact the The Chamber directly at (310) 322-1220.

Please note the following general guidelines for business donations:

Any amount can be donated. Checks are to be made payable to the El Segundo Chamber Education Committee and sent to The Chamber. Tax identification numbers for the school districts can be obtained by

calling The Chamber at 322-1220.

The Selection Committee will review and select funds based on teacher applications and greatest need that meet specific criteria. The Selection Committee is made up of volunteers from across the business community and PTA volunteers. Businesses can designate their preference for donations to specific teachers, schools, or areas of interest. PLEASE respond directly to The Chamber office with your preferences and note specific requests on your check or send a letter of request to The Chamber, 427 Main Street, El Segundo, CA 90245.

Timely Tips from The Shepard Group "Conquering Job Stress"

By Dr. John Shepard, President, The Shepard Group

Work is where we spend half of our waking hours, and it's responsible for a large part of our self-esteem. When you are stressed at work, it's important to identify and influence the causes. Here are some common stress-inducing situations and how to handle them.

1. You feel powerless. The National Academy of Sciences says jobs with little decision-making power can result in stress. Try to:

* Learn to speak up. Psychologists at Stress Directions in Boston say you should get clear directions on how much authority you have in order to do the job.

* Recognize that you have some control. Determine what you have power over and work to increase those areas.

* Give yourself credit for the difference you make each day.

2. Too much work, too little time. Having more to do than you can accomplish in a normal work day means you spend less time with friends, family, and healthy leisure. Try to:

* Talk to the managers. Ask them to help you set priorities. Ask which tasks you should give up in order to handle a new responsibility.

* Root out busywork. Delegate tasks that someone else could do. Manage time so you work on your most important duties and tasks first.

* Block out and protect 3-5 hours of uninterrupted planning time each week. Try leaving your office door open when you are completely available, crack it if you are somewhat available, shut it if you want only "crisis" interruptions. Communicate this to your co-workers.

3. You're bored with your job.

* Don't be afraid to leave your "comfort zone." Trying out new responsibilities and developing new skills will bring renewed vigor and excitement to your life.

The Shepard Group has been a Chamber member since 2003 and has contributed many hours of volunteer work to assist on committees and events. The group was established in 1983 as a full service organizational and counseling firm and is comprised of four divisions encompassing Employee Assistance Programs, Organizational Development and Training, Outplacement, and Educational Testing and Counseling Services. For additional information on how they might best serve the needs of your organization, please contact them at (310) 643-5180 or email at contact@shepardconsult.com.

Calendar of Events

Date	Time	Event	Location
AUGUST			
8/18	11:30am-1:00pm	Aerospace Outlook	Marriott, LAX, 5855 W. Century Blvd.
8/18	5:30-7:30am	Mixer	DoubleTree Hotel, 1985 E. Grand Ave.
ON THE HORIZON			
10/08		Richmond Street Fair	
11/03		Chamber Salute to El Segundo at Mattel	
12/08		Holiday Mixer at First Coastal Bank	
12/11		29 th Annual Holiday Parade	

29th Annual Richmond Street Fair
October 8, 2005 – 9:00 am – 4:00 pm
 Please contact us for additional information on the following
Vendors: Joan Parker at: parker419@aol.com
Volunteers: Elyse Rothstein at: info@industriallock.com
 For all other inquiries please call the chamber office at
(310) 322-1220 or awyant@elsegundochamber.org
Thank you in advance for your participation and we look forward to seeing you on October 8th!

New Members

The El Segundo Chamber of Commerce would like to welcome the following new members!

ADP Small Business Services

3900 Kilroy Airport Way, Ste. 110
Long Beach, CA 90806

Contact: Josh Wenner
Ph: (775) 741-3565

Email: josh_wenner@adp.com

Business Category: Business Products, Systems & Services

ADP is a full service payroll company. They also offer services directed at tax filing and deposits, workers' compensation, human resources, 401(K) and medical benefits.

ALPI USA Pacific, Inc.

360 N. Sepulveda Blvd, Ste. 1015
El Segundo, CA 90245

Contact: Elena Vicenzi,
Ph: 310-333-0829

Email: Elena@ALPILAX.com
Website: www.ALPIUSA.com

Business Category: Customs Broker / Freight Forwarder

We are an international freight forwarder. Much of our business is furniture, apparel, retail, etc. We offer import, export and customs brokerage services. Albini & Pitigliani was established in August 1945 by Mr. Albo Albini and Mr. Alessandro Pitigliani in Prato, Italy. Prato is located near Florence and is considered the textile centre of the region. After spending several years developing the Italian business, ALPI established offices in Florence and Milan, and appointed exclusive agents throughout Europe in order to offer a complete range of services between Italy and every European country. In June 1990 the company opened Alpi USA Chicago as its first subsidiary in the USA. Since that time, seven other Alpi USA offices were opened in New York, Boston, Dallas, Los Angeles, Atlanta and Puerto Rico. ALPI USA Pacific has been in El Segundo since 1999 serving the Los Angeles area. The company has important interests in several other companies around the world.

Indian Summer

219 Main Street
El Segundo, CA 90245

Contact: Sarwan Sudwal
Ph: (310) 322-7550

Website: www.eatatindiansummer.com

Business Category: Restaurant

Enjoy authentic Indian Cuisine. You can dine in or take out. Catering services are also available.

MOSAIC

353 Main Street
El Segundo, CA 90245

Contact: Nancy Di Rado, Owner
Email: Nancy@mainstreetmosaic.com
Website: mainstreetmosaic.com

Business Category: Gifts

MOSAIC will celebrate its grand opening in the fall of 2005! Look forward to a unique source for home, garden and gift items.

Qdoba Mexican Grill

2251 W. Rosecrans Avenue
Hawthorne, CA 90250

Contact: Ben Nematzadeth &
Hector Canales

Ph: Office (818) 285-2180
Restaurant (310) 536-9960

Email: Ben@awrnerfoods.com
Website: Qdoba.com

Business Category: Restaurant

Not just Big burritos. Qdoba has big flavors - fast, casual, fresh Mexican flavors abound: Burritos, taco salads, nachos and more. All made fast and right in front of you.

The Tavern on Main

123 Main Street
El Segundo, CA 90245

Contact: Kristian Krieger, Manager
Ph: 310-322-3645

Email: TheTavernOnMain@earthlink.net
Website: TheTavernOnMain.com

Business Category: Restaurant/Bar

The Tavern on Main is a full service restaurant with a large menu and full bar. Lunch and Dinner are served daily in a casual classic American tavern dining atmosphere. Large TV's for sporting event viewing, video games, pool table and weekend live music. The Tavern is open daily 11am-2am. Our Kitchen is open until 10pm Sunday - Thursday and 11pm on Friday and Saturday.

Xerox Federal Credit Union

2200 E. Grand Avenue
El Segundo, CA 90245

Contact: Jon L. Fate, Executive
Vice President

Ph: 310-563-2756

Email: jonfate@xfcu.org
Website: www.xfcu.org

Business Category: Credit Union

Xerox Federal Credit Union (XFCU) first opened its doors in 1964 and recently completed forty years in business. The credit union was opened to all Xerox employees in 1975 making it one of the first nationally chartered credit unions. Currently, there are 16 credit union branches nationwide. In 2003, the credit union's charter was expanded through its partnership with Heal the Bay and what was once a credit union serving only Xerox employees is now open to the community. XFCU has been recognized for its commitment to the community by the credit union industry. For the past four years, XFCU has been awarded the Dora Maxwell Award for Social Responsibility.



Mayor Kelly McDowell presented an upbeat message at the recent State of the City address held at the Doubletree Hotel.

Mixing It Up!

10th Annual Mixer In The Park at Chevron Park

Another successful Mixer in the Park was held at Chevron on Thursday, July 14. The El Segundo Chamber joined with Chevron and the Manhattan Beach Chamber in hosting this event. The Hawthorne Chamber and other South Bay communities also participated in this unique opportunity to network, enjoy wonderful food and to experience this long-standing tradition to gather in a historical setting at Chevron Employees Park. Many Chamber members contributed their time, energy and expertise in the creation of this wonderful event.

The El Segundo Chamber always takes great pride in participating with Chevron, our unique neighbor



Chevron welcoming team, Gary Yesavage and Rod Spackman!

and community partner. For over 95 years this park has been special to everyone in the area and has hosted many noteworthy events – including this wonderful Mixer In The Park!



Enjoying the Mixer In The Park at Chevron!

POOLSIDE CHAMBER MIXER

DoubleTree Hotel
Thursday, August 18, 2005

The DoubleTree Hotel El Segundo/LAX invites you to join with the El Segundo Chamber on August 18 from 5:30 – 7:30 pm.

“Hang loose” and enjoy our Hawaiian Luau festivities:
Food, Live Entertainment and Lots of Fun!!!



Location: 1985 East Grand Avenue, El Segundo

Members on the Move



IE Design + Communications representative, Ted Cordova, accepted this special recognition from The CHAMBER.

IE DESIGN + COMMUNICATIONS

IE Design + Communications represent a talented team committed to creating inspiring, effective design strategies. It is entering its tenth year with much anticipation, momentum and continued positive feedback from its clients. The agency provides the full spectrum of design services including corporate identity, annual reports, consumer and business to business collateral, package design, promotional materials, event graphics, advertising services, and digital / multimedia design. Since IE's inception in 1995, the agency has received hundreds of awards and accolades from all leading design publications and prestigious associations. With every project, the IE team exhibits its passion and expertise throughout the entire design process which ensures superior bottom-line results for its clients.

IE Design has been an active Chamber member since 2001. At the 1st Annual Downtown Dinner in 2004 they received special recognition for their significant contribution

in creating a logo for the El Segundo Chamber that will be utilized for many years in the future.

IE Design + Communications can be reached at (310) 376-9600 or www.iedesign.net.

AWARDS PLUS

Awards Plus has made a significant contribution as a member of the El Segundo Chamber since 1999. They have contributed their energy and support at many of the Chamber functions and also donated many of the plaques that are presented at our events.

For over 40 years, Awards Plus has maintained the passion and dedication to captivate each client's message. This passion has been the company's driving attribution to its success. Their devotion for unique designs and quality has rewarded them with the opportunities to create some of the most innovative items which include the following;

- Achievement Awards
- Retirement Plaques
- Memorials
- Corporate Identity Programs
- Premium Marketing Pieces

They have also been able to provide communities with support in almost all of their functions, outings, sporting events and fund-raising efforts. Whether it is a small trophy to reward a five year old child for hitting a home run or rewarding that C.E.O. for their past 35 years of inspiration to the company or even the acceptance of an award on live television in front of millions, Awards Plus has always made sure that the passion and meaning of these awards are reflected in the quality.

Two locations are available in West Los Angeles 310-253-9755 and Lawndale 310-675-3383.



The Chamber wishes to remember a long-time volunteer, Helen Blanchard, who passed away in June. She is pictured here with LA County Supervisor Don Knabe as she was honored as El Segundo's 2004 Senior Citizen of the Year.

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 readers, give them.

41 YEARS

Douglass Family Mortuary

15 YEARS

Harbor Federal Credit Union
The Little Palette

14 YEARS

Concorde Consulting, Inc.
Hi-Tek Transmissions

13 YEARS

Consolidated Disposal Service
Expeditors International

12 YEARS

Mattel, Inc.
Pacific Corporate Towers
Schofield Realty
Volt Services Group
Courtyard by Marriott - El Segundo
Craig's Automotive
Team One Advertising
Time Warner Cable
Waste Management

10 YEARS

Wiseburn School District
Marcy Dugan Photography

9 YEARS

El Segundo Employers Association
El Camino College

8 YEARS

El Segundo Residents Association - ESRA
Glentek, Inc.
Bi Pro Computers
El Segundo Women's Club
South Bay Workforce Investment Board

7 YEARS

H & R Block Premium
PIP Printing
RF International, Ltd.
Ralphs Grocery Company
Studio Printing
Courtyard by Marriott - LAX/Century Blvd.

6 YEARS

Renaissance Los Angeles Hotel - Airport
California Skate School, Inc.
United Methodist Church of El Segundo

5 YEARS

Adage Graphics, LLC
Body Dynamics Physical Therapy & Wellness Center
Los Angeles Lakers / Los Angeles Sparks
Hilltop Christian Preschool & Day Camp
OBC Publishing Co. Inc.
Playa Vista

4 YEARS

Booz Allen & Hamilton Inc.
Cargo Consultants, LLC
My Best Bud
Spinners D.J. Service
Bob Francis Photography
Purple Orchid
Waddell & Reed
El Segundo Auxiliary of Childrens Hospital
Los Angeles
Embassy Suites LAX North
Innovative Pest Management
SpringHill Suites by Marriott
TownePlace Suites by Marriott
Raytheon Company
The Boeing Company
Duhaney Home Health Care, Inc.
Full Moon & High Tide Studios, LLC

3 YEARS

Cadman Group
Franken Enterprises - World Class Sports
West Enterprises
El Segundo Council of PTAs
Storage USA
Dr. Renee MacLeod
FedEx Kinko's

2 YEARS

Runyon & Associates Inc.
The Shepard Group
U.S. Peace Corps
The Salvation Army Redondo Beach Corps
Dewey Pest Control
American Youth Soccer Organization / AYSO
Law Office of Greg Short
Morris Architects

1 YEAR

King Harbor Marina
Kirk Flooring
Dr. Mark F. Cornett, D.C.
Integrated knowledge marketing (ikm)
Equity Corporate Housing
Working Needles
Denise DiPasquale
DCA Civil Engineering Group
Hi Tech Collision and Glass Center
Trader Joe's
Advantage SCI, LLC
Grandview Inn
Pre-Paid Legal Services
Links Marketing Group
Body Smart On Main
Gold's Gym
707 LLC
JPS Gifts
Milestone Mortgage
Golfsmith
RussellWilliams
Aubry's Enterprises, Inc.
Shaw & Shaw
The UPS Store

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