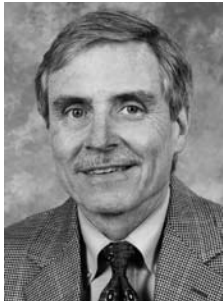


## President's Message



Jim Hart  
Chamber President

The Chamber's sponsorship of the State of the City Address provides a welcome forum each year for El Segundo's mayor to brief the business community. It's another example

of the cooperation

between the Chamber and the City that is so essential to business success.

On May 14 at the Doubletree Hotel, Mayor Kelly McDowell presented an upbeat picture of El Segundo, which at 91 is still rather spry for her age.

The City remains fiscally prudent. It

is looking to the future. And it continues to foster a business environment that attracts and retains vibrant, cutting-edge companies.

"For a ton of reasons, this is the right place to be," the Mayor said. "We're not the original Most Business Friendly City for nothing."

At the Chamber, we say: Keep it coming.

We heard Kelly say the City may see a record revenue surplus this year. That's certainly welcome news. And in these economically challenged times, a reserve fund of about \$55 million deserves a headline, too.

Kelly welcomed the arrival of one of those new companies, Frank Gehry

Partners. Architect Frank Gehry, of course, is known for his design of the Disney Hall in downtown Los Angeles and other distinctive projects.

The Mayor had nice things to say as well about some businesses that are already here.

He pointed out that one-third of everyone in the region who works in the toy industry works in El Segundo, "which demonstrates the power of the Mattel job machine."

In addition, Chevron continues to invest millions of dollars in its refinery, the largest on the West Coast. The

President - continued on page 6

## Architectural Icon Frank Gehry to Move World Headquarters to El Segundo

Internationally renowned architect Frank Gehry has selected El Segundo as the home for his new offices and design studios. The public announcement was made to a large group of civic and business leaders by Mayor Kelly McDowell during the annual State of the City address.

The move to El Segundo from west Los Angeles resulted from Gehry Partners outgrowing their current facility. Gehry's new world headquarters will occupy 60,000 square feet of space in two adjoining buildings that can accommodate all the firm's roughly 250 personnel.

"To have someone of Frank Gehry's stature headquartered here is a great coup for our city and fortifies El Segundo's growing reputation as a prime destination and center for design, the arts and creative media," stated El Segundo Mayor Kelly McDowell.

"Frank Gehry is truly a giant in the field of architecture and his works are world-renowned for their synthesis of architecture and art. We are proud to welcome him to our community."

Gehry's arrival continues a trend that has seen several prominent design, arts and media companies migrate to El Segundo in recent years. In 2007, advertising agencies Ignited Minds, LLC and David & Goliath moved to El Segundo, as did Internet media firm Tandberg Television.

"It's no accident these companies are choosing our city," added McDowell. "We provide a number of appealing amenities as an ideally situated coastal community not to mention a favorable tax base, prime and reasonably priced office space and unparalleled customer service."

Gehry - continued on page 2

### 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

### A Note From Marsha...



Marsha Hansen  
Executive Director

Every Thursday afternoon, I return from a great lunch at the Hacienda for the Rotary Club meeting. However, around 3:00pm the aromas from the Farmer's Market start to drift through the front door of the Chamber and I soon find myself hungry again. Okay, maybe I'm not really hungry...just craving those wonderful choices right outside my door. When is the last time you walked down Main Street on a Thursday afternoon? As summer gets into full swing, the smell of fresh peaches, white apricots, strawberries, fresh baked breads and more fill your senses. I usually go home with an arm load of goodies for the kids and by 7:30 that night, three baskets of strawberries are gone and my kitchen floor is covered with powdered sugar. Life is good! Make sure you stop by and check it out every Thursday afternoon.

On another note, for all my fellow commuters out there, I came along a great plan the other day. It was time for lunch and I was trying to figure out how I was going to squeeze in a haircut and get my car washed during the weekend with running to gymnastics, swimming, birthday parties and of course, our weekly trip to Disneyland to check in on our mouse friends. Denise at the Chamber office suggested I go to Chamber member Fantastic Sam's at lunch time. What a great idea. I ran to Fantastic Sam's, put my name in and drove down Grand Avenue to Chamber member The Great Sepulveda Car Wash. In 15 minutes, my car was washed, and I was having my hair cut. My total mileage was around three miles. Where we live in Orange County, these errands would have been almost 20 miles. With gas prices, this is a no brainer...saving gas, getting great prices from Chamber members and still having time for weekend activities with my kids.

Did you know that El Segundo is just 5.5 square miles? And it is 5.5 square miles packed with just about everything you need. In this mailing of the Business Report, you will find our 2008 Community and Business Directory. I would like to encourage you to open it up and check out the resources for all the errands you need to do! Just think...you can get all your weekend tasks done before work, after work and at lunch time in just 5.5 square miles! Not only will you save some of your gasoline budget, but you will have time to cheer your little ones on at that soccer game, plant a garden or just spend some family time together. Here's to a great summer!

### Gehry continued from front page

Gehry is expected to move into the new space by the end of 2008 or early 2009.

#### About Frank Gehry

A Toronto native who moved to California at the age of 18, the Pritzker Prize winning architect burst onto the scene in 1972 with his innovative Easy Edges furniture designs that incorporated cardboard as a medium. Over his career, he has completed dozens of widely acclaimed high-profile buildings, many of which have become tourist attractions.

His best known works include the Walt Disney Concert Hall in Downtown Los Angeles; the Guggenheim Museum in Bilbao, Spain; Weisman Art House Museum in Minneapolis; Dancing House in Prague; Experience Music project in Seattle, and his 1978 residence in Santa Monica.

Gehry is currently working on more than 20 new designs, including the \$2 billion Grand Avenue Project to revive Downtown Los Angeles and a new massive-scale Guggenheim art museum in the Persian Gulf.

# LUAU

## Jewelry Source Style

## On Main Street

July 19, 2008  
4pm – 7pm

Mai Tai's, fine jewelry,  
dive for pearls, drawing for a  
custom designed piece of jewelry

20% of all sales donated to  
Childrens Hospital Los Angeles



## State of the City Luncheon



Mayor Kelly McDowell addresses a sold-out crowd at the Annual State of the City Address.



Left - Council Member Bill Fisher introduces the Mayor as he shows a photo of young Kelly McDowell written by the Mayor's father many years ago.



Right - Mayor Pro Tem Eric Busch served as the Master of Ceremonies for the State of the City event.



Fire Chief Kevin Smith visits with Mari Peters and Julia Abreu Mason before the State of the City luncheon.

## Thanks to The State of the City Sponsors

The Chamber would like to thank all of the companies who helped to make the annual State of the City event a huge success. Once again, the DoubleTree Hotel LAX/El Segundo donated the entire event. The service, food and ambiance were incredible! We would also like to thank Boiling Point Creative Group for the fabulous design of our materials. To see the beautiful renderings of our city designed by the talented staff at Boiling Point, go to [www.bpoincreative.com](http://www.bpoincreative.com). We would also like to thank Graphic Venue who originally commissioned the prints of El Segundo and generously donated the printing of our materials. Check out their website at [www.graphicvenue.com](http://www.graphicvenue.com).

### Presenting Sponsors

Chevron  
Continental Development Corporation  
NRG – El Segundo Power, LLC

### Mayor's Circle Sponsors

Mar Ventures, Inc  
Mattel, Inc  
Thomas Properties Group

### Table Sponsors

The Boeing Company  
Computer Sciences Corporation  
Los Angeles Air Force Base  
Los Angeles World Airports  
Manhattan Village Shopping Mall  
MWW Group  
Northrop Grumman  
Washington Iron Works

Marcy Dugan Photography once again donated her services for the event. Centerpieces were donated by new Chamber Member, Natural Simplicity and giveaways were donated by Grayt Idea. Thanks to all of our sponsors and donors for your support!

## Calendar of Events

### JULY

Date	Time	Event	Location
7/10/08	8:00a.m.	Downtown El Segundo Inc. Meeting	El Segundo Chamber
7/15/08	7:30a.m.	Board of Directors Meeting	Hacienda Hotel
7/16/08	8:00a.m.	Military Affairs Committee Meeting	El Segundo Chamber
7/17/08	4:15p.m.	Ambassador New Member Orientation	Chevron Employee Park
7/17/08	5:30p.m.	Chevron Mixer in the Park	Chevron Employee Park
7/26/08	7:10p.m.	Dodger Day	Dodger Stadium
DARK	11:45a.m.	Government Affairs Committee Meeting	Second City Bistro

### AUGUST

Date	Time	Event	Location
8/14/08	8:00a.m.	Downtown El Segundo Inc. Meeting	El Segundo Chamber
8/19/08	7:30a.m.	Executive Board Meeting	El Segundo Chamber
8/20/08	8:00a.m.	Military Affairs Committee Meeting	El Segundo Chamber
8/25/08	11:45a.m.	Government Affairs Committee Meeting	Second City Bistro

## New Member Profiles

### AI & Sons Termite and Pest Control

141 Eucalyptus Drive  
El Segundo, CA 90245  
Contact: Roger Medina  
Phone: (310) 322-1518  
Fax: (310) 322-8094

Email: [alandsonstermite@sbcglobal.net](mailto:alandsonstermite@sbcglobal.net)  
Business Description: We have been doing business in El Segundo since 1960. We do all phases of termite and pest control.

### CpSphere

5777 W Century Blvd., #1500  
Los Angeles, CA 90045  
Contact: Ferial Moloo,  
Chief Marketing Officer  
Phone: (310) 645-0707  
Fax: (310) 645-0808

Email: [ferial@spsphere.com](mailto:ferial@spsphere.com)  
Website: [www.cpsphere.com](http://www.cpsphere.com)

Business Description: CpSphere offers a range of management consulting services for small and medium size businesses focusing on strategic planning, deployment, and execution. Our consultants always aim to bring our clients "Breakthrough Results" and "Sustainable Growth".

### DirecTV, Inc

2230 E. Imperial Hwy.  
El Segundo, CA 90245  
Contact: Bronwen Young  
Phone: (310) 964-5575  
Fax: (310) 964-0866

Email: [bmyoung@directv.com](mailto:bmyoung@directv.com)  
Website: [www.directv.com](http://www.directv.com)

Business Description: DirecTV is the nation's leading satellite television provider presenting the finest television experience to 16.6 million customers and leading the HD revolution with 92 HD channels more than any other provider.

### El Segundo Door Co. Inc.

200 W. Grand Ave.  
El Segundo, CA 90245  
Contact: Jeff Bell  
Phone: (310) 322-7300  
Fax: (310) 322-7305

Business Description: Residential finish retail products – commercial doors, and frames.

### Hangar Athletic Xchange

3203 Jack Northrop Ave.  
Hawthorne, CA 90250  
Contact: Steve Burnett  
Phone: (310) 219-0600  
Fax: (310) 219-4056

Email: [sburnett@haxla.com](mailto:sburnett@haxla.com)  
Website [www.haxla.com](http://www.haxla.com)

Business Description: Sports complex with basketball courts, indoor volleyball, café, weights & cardio rooms. Locker rooms for members.

### Lucky Strike South Bay

3525 Carson Street #77  
Torrance, CA 90503  
Contact: Jennifer Kelly/Kristen Ruffin  
Phone: (310) 802-7020  
Fax: (310) 802-7016

Email: [jkelly@bowlluckystrike.com](mailto:jkelly@bowlluckystrike.com)  
Website: [www.bowlluckystrike.com](http://www.bowlluckystrike.com)

Business Description: Upscale bowling lounge and nightclub with full restaurant and events department.

### Manhattan Beach Toyota & Scion

1500 N. Sepulveda Blvd.  
Manhattan Beach, CA 90266  
Contact: Al Wise  
Phone: (310) 546-4848  
Fax: (310) 546-1138

[alwise@manhattanbeachtoyota.com](mailto:alwise@manhattanbeachtoyota.com)  
[www.manhattanbeachtoyota.com](http://www.manhattanbeachtoyota.com)

Business Description: Comprehensive auto dealer including sales service and parts for Toyota's and Scion brands.

### Massage Envy Manhattan Beach

1590 Rosecrans Ave  
Manhattan Beach, CA 90266  
Contact: Kim White  
Phone: (310) 321-6717  
Fax: (310) 321-6718

Email: [Stephanie.mcrae@massageenvy.com](mailto:Stephanie.mcrae@massageenvy.com)

Website: [www.massageenvy.com](http://www.massageenvy.com)

Business Description: Massage Envy in Manhattan Beach is our newest location and provides stress-relieving, professional and therapeutic massage in a relaxing spa-like environment with flexible scheduling to fit the busiest of schedules (open daily 8am to 10pm) all at affordable prices just \$39 for an introductory session. Visit [www.massageenvy.com](http://www.massageenvy.com) to learn more about Massage Envy (over 400 locations open nationwide).

### Mercury Air Group

5456 McConnell Ave.  
Los Angeles, CA 90066  
Contact: David Herbst  
Phone: (310) 827-2737 X101  
Fax: (310) 827-8921

Email: [dherbst@mercuryair.com](mailto:dherbst@mercuryair.com)

Website: [www.mercuryairgroup.com](http://www.mercuryairgroup.com)

Business Description: Mercury provides aviation petroleum products, air care services and transportation as well as support services for international and U.S. commercial airlines, general aviation & U.S. Government aircraft.

### Natural Simplicity

223 Main Street  
El Segundo, CA 90245  
Contact: Marisa Scarda  
Phone: (310) 640-9932  
Fax: (310) 640-9936

Email: [Marisa@naturalns.com](mailto:Marisa@naturalns.com)

Website: [www.naturalns.com](http://www.naturalns.com)  
Business Description: Flowers for events, home and cards.

The El Segundo and  
Manhattan Beach  
Chambers of Commerce present

THE 13TH ANNUAL

# Mixer in the Park!

**Chevron Employees Park**  
(at the corner of El Segundo Blvd. & Illinois St.)

**Thursday, July 17, 2008**

**5:30 pm - 7:30 pm**

\$5.00 for Non-Chamber Members  
Bring Plenty of Business Cards!

For more information or to donate a door prize,  
call the El Segundo Chamber at (310) 322-1220  
or the Manhattan Beach Chamber at (310) 545-5313

hosted by

**Chevron**



Energy That Cares

## President continued from front page

Automobile Driving Museum and its car collection will be featured on the PBS program, "Nova."

Kelly also congratulated Northrop Grumman for winning the U.S. Air Force's aerial refueling tanker competition.

Plaza El Segundo continues the work on its next phase, which promises to be every bit as successful as the first. Plus, our downtown businesses will benefit from funding provided by Plaza El Segundo for a new promotion campaign.

Speaking of downtown and our small business community, the Chamber is working on ways to promote these businesses to the thousands of people who come to work every day at companies east of Sepulveda.

The Mayor noted the presence of Mattel, the Gehry firm and the Otis Art Institute (not to mention our aerospace and high-tech companies making it clear the City's welcome mat is out for innovation and creativity.

In another salute to a Chamber member, Kelly noted the opening in 2007 of the sports fields at Campus El Segundo, the sharp new complex in the City's northeast corner. The developer, Thomas Properties Group, made it happen when it licensed naming rights to the tune of \$1.5 million.

The Mayor ended his remarks with a nod to the Chamber. "Thanks to everyone in this room for your success, because that is the reason why things are good," he remarked.

Well said, Kelly. The relationship between the City and its businesses is one of the features that makes this community special. Our Chamber and City Hall may not agree on every issue, but a relationship built on trust and respect allows an open exchange of views.

\* \* \*

Finally, on behalf of the Chamber let

## New Members continued from page 4

### **RBH Insulation, Inc.**

825 North Nash Street  
El Segundo, CA 90245

Contact: Valli Moore

Phone: (310) 322-8883

Fax: (310) 322-7634

Email: rbh322@aol.com

Business Description: Supply and install fiberglass insulation in residential and commercial projects.

### **St. John's Lutheran Church and CDC**

1611 E. Sycamore Ave.

El Segundo, CA 90245

Contact: Jay R. Stroh

Phone: (310) 615-0211

Fax: (310) 615-0640

Email: info@stjohnselsegundo.com

Website: www.stjohnselsegundo.com

Business Description: Community based Lutheran church and a child developmental center for children ages 2-5 years old.

### **Torrance Plumbing, Heating, & Air Conditioning**

21759 S. Western Ave.

Torrance, CA 90501

Contact: Carol Boots Magee

Phone: (310) 328-4444

Fax: (310) 533-4831

Email: torranceplumbing@sbcglobal.net  
Business Description: Plumbing heating and air conditioning, commercial, residential, industrial repair installation parts and material sales large warehouse open to the public.

### **Trammell Crow Company – So Cal Development & Investment**

4 Park Plaza #700

Irvine, CA 92614

Contact: Dave Drake/Damon Austin

Phone: (949) 477-4700

Fax: (949) 477-9107

Email: ddrake@trammellcrow.com

daustin@trammellcrow.com

Website: www.trammellcrow.com

Business Description: Founded in 1948, Trammell Crow Company is a real estate development firm dedicated to the fundamental principle of building value. Combined, our field offices have developed 500,000,000 SF with \$50B in value in major cities across the US and Canada. Product types include office, industrial, retail, healthcare, student, multi-family, hotel and mixed use.

## Contact Us

**El Segundo Chamber of Commerce**

**427 Main Street, El Segundo, CA 90245**

**Phone: 310-322-1220 - Fax: 310-322-6880**

me offer a farewell and some welcomes to a few special people. We wish Lt. Gen. Mike Hamel well on his retirement from the Air Force and thank him for his stewardship of the Space and Missile Systems Center at Los Angeles Air Force Base. We wish his replacement, Lt. Gen. (select) Tom Sheridan, much success.

We also congratulate the winners in

our recent municipal election: Mayor Pro Tem Eric Busch and Councilman Carl Jacobson (each re-elected to the Council) and incoming Councilman Don Brann, a former Chamber board member. Also, congratulations to City Clerk, Cindy Mortesen and City Treasurer, Ralph Lanphere, who were elected to new terms.

**Membership Anniversaries ~ April, May & June**

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.

**44 Years**

Douglas Family Mortuary

**18 Years**

Harbor Federal Credit Union

**17 Years**

Concorde Consulting, Inc.  
Hi-Tek Transmissions

**16 Years**

Consolidated Disposal Service  
Expeditors International

**15 Years**

Courtyard by Marriott ~ El Segundo/LAX  
South  
Craig's Automotive  
Mattel, Inc.  
Pacific Corporate Towers  
Schofield Realty  
Team One Advertising  
Time Warner Cable  
Volt Services Group

**13 Years**

Marcy Dugan Photography  
Wiseburn School District

**12 Years**

El Segundo Employers Association  
El Camino College

**11 Years**

El Segundo Residents Association ~ ERSA  
El Segundo Woman's Club  
Glentek, Inc.  
South Bay Workforce Investment Board

**10 Years**

Courtyard by Marriott ~ LAX /Century Blvd.  
H & R Block Premium  
PIP Printing and Document Services  
RF International, Ltd.  
Studio Printing, Inc.

**9 Years**

Renaissance Montura Hotel, Los Angeles  
United Methodist Church of El Segundo

**8 Years**

Adage Graphics, LLC  
Hilltop Christian Preschool & Day Camp  
Los Angeles Lakers  
OBC Publishing Co. Inc.

**7 Years**

Bob Francis Photography  
Booz Allen Hamilton Inc.  
Cargo Consultants, LLC  
Duhaney Home Health Care, Inc.  
Embassy Suites ~ LAX North  
Full Moon & High Tide Studios, LLC  
Innovative Pest Management  
Raytheon Company  
Smith Barney  
Spinners D.J. Service  
SpringHill Suites by Marriott  
The Boeing Company  
TownePlace Suites by Marriott  
Waddell & Reed

**6 Years**

Cadman Group, A California Corporation  
El Segundo Council of PTA's  
Extra Space Storage  
West Enterprises

**5 Years**

Dewey Pest Control  
Morris Architects  
U.S. Peace Corps  
The Salvation Army

**4 Years**

707 LLC  
Denise DiPasquale  
Kirk Flooring  
Links Marketing Group

**3 Years**

ALPI USA Pacific  
American Lamprecht Transport, Inc.  
Sign\*A\*Rama  
The Tavern on Main  
Xceed Financial Credit Union

**2 Years**

Archstone Play Del Rey  
El Segundo Educational Foundation  
El Segundo Fish Company  
El Segundo Foursquare Church  
Embry Riddle Aeronautical University  
Friends of the South Bay Youth Project  
Pegasus Press Inc.  
Tag Physical Therapy

**1 Year**

California Associates Recruiting Firm  
Comfort Keepers  
Excursion Air, LLC  
Herber Aircraft Services, Inc.  
Kurt Adelman  
Kurtzman Carson Consultant (KCC)  
Teresa's Mosaic Café  
Whole Foods Market  
WPromote Inc.

## Members In The News

### Xceed Grand Opening



Mayor Pro Tem Eric Busch, Council Member Carl Jacobson and Council Member Don Brann along with members of the Chamber's Ambassador Committee welcome Xceed Credit Union to El Segundo during the Grand Opening of their newest Financial Center at Campus El Segundo.



Chamber Executive Assistant, Denise Wellington receives a visit from "Money Guy" from Xceed Credit Union

### Local Business Owners Honored With Top International Award

Catherine Morales and Scott Beals, owners of Allegra Print & Imaging in El Segundo, were recently honored by Allegra Network with the franchise system's prestigious Silver Star Award. This award recognizes their record-breaking sales growth throughout 2007.

"This award is a direct reflection of Catherine and Scott's commitment to running a successful business that is both technologically advanced and client-focused," said Carl Gerhardt, president and CEO of Allegra Network. "They serve as role models for other franchise members and the industry."

Located at 363 Coral Circle, Allegra Print & Imaging is a member of Allegra Network, LLC, one of the world's largest print and graphic communications franchises linking more than 600 locations in North America and the United Kingdom. For more information, contact the company at 310/563-3642 or visit the company's Web site at [www.allegrasouthbay.com](http://www.allegrasouthbay.com).

### Northrop Grumman's El Segundo Site Recognized for Environmental Management

Northrop Grumman Corporation's El Segundo site has again been recognized for meeting stringent international industry standards for environmental management and employee health and safety.

The site received International Standards Organization (ISO) 14001 certification for environmental management. Northrop Grumman has a total of 16 ISO 14001-certified locations across all of its operating sectors.

"Northrop Grumman's commitment to environmental management includes minimizing waste, practicing recycling and optimizing the energy consumption of our operations," said Duke Dufresne, sector vice president of Northrop Grumman Integrated Systems' Western Region business unit in El Segundo. "We also take seriously our responsibility to provide a safe, productive workplace for our employees."

The certification was issued by Advanced Waste Management Systems, an accredited third-party registrar, after rigorous certification audits conducted

in May 2008. Similar recognition for the Northrop Grumman location was achieved in 2006.

Certification audits assess Northrop Grumman's integration of business management practices with operational practices, corrective action programs and management review. They also assess employee awareness of company policies about environmental management and health and safety.

ISO, the world's largest developer of standards, is a network of international standards institutes from more than 140 countries working in partnership with international organizations, governments, industry and business and consumer representatives. The standards include the ISO 9000 for quality and ISO 14000 for environmental management, as well as some 14,000 international standards for business, government and society.

Northrop Grumman's El Segundo facility serves as the headquarters of Northrop Grumman Integrated Systems and the sector's Western Region business unit.

## El Segundo's Dodger Day

July 26, 7:10pm

LA Dodgers vs. Washington Nationals

**Discounted tickets**

**(\$6.00 each) on sale at the Chamber office at 427 Main Street.**

**Complimentary bus passes also available with the purchase of ticket.**