

BUSINESS REPORT

The official publication of the El Segundo Chamber

Five Ways the Chamber Served Its Members

1. Partnered with the LA Area Chamber for Access Sacramento to be your voice for business in Sacramento

As part of a delegation of business leaders, your Chamber gained access to legislators and other key officials at the State Capitol to advocate the Chamber's positions on a variety of issues and stress the importance for keeping the Los Angeles Air Force Base open. The delegation met with Governor Arnold Schwarzenegger, Senate President Pro Tem Don Peralta, members of the state Assembly and Senate and cabinet secretaries to discuss the Los Angeles and South Bay area's priorities for transportation, workforce development, education, health care, goods movement, the environment and business.

2. Plugged into the South Bay Business Outlook Seminar to bring you economic and workforce information vital to your business

This valuable seminar was offered free of charge to El Segundo Chamber members through your Chamber's alliance with the City of El Segundo, South Bay Business Resource Network, UCLA Anderson Forecast, and California Employment Development Department. Business and labor experts briefed our members on labor trends affecting businesses in the South Bay and LA County, including the South Bay's growing reliance on knowledge workers, and resources offered to El Segundo firms at little or no cost.

See Five Ways – page 2

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.
Northrop Grumman

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

Contact Us

El Segundo Chamber of Commerce

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El Segundo, CA 90245
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www.elsegundochamber.org

President's Message

On behalf of our members, your Chamber strives to forge connections between the Chamber, business, government, schools, and the community in order to strengthen our economy and enhance the quality of life in El Segundo. And often times, this worthy endeavor is downright fun!

Dodger Day is a perfect example of how much fun fortifying relationships can be. Held on July 6th, Dodger Day was a joint effort by the Chamber and the Los Angeles Air Force Base that brought together our members, city officials, El Segundo Little League, local service organizations and the community at large to cheer on the Dodgers as they battled the San Francisco Giants nobly but unsuccessfully.

Spearheaded by our Military Affairs Committee, nearly 1600 tickets to the game were sold. I'd like to thank everyone who contributed to the success of this event, especially Boeing, Chevron, Aerospace Corp, El Segundo Power, Raytheon, Northrop Grumman, LAAFB, Marriott Hotels, and El Segundo Rotary and Kiwanis, who purchased large blocks of tickets and donated many of them to El Segundo Little League.

The generosity of our Chamber members gave hundreds of our young athletes and their families the opportunity to participate in Dodger Day festivities. Several lucky Little Leaguers and other Dodger Day ticket holders even got to take a little batting practice down on the field.

I'd also like to thank Boeing, Chevron, CSC, Los Angeles World Airports, Marriott International, Northrop Grumman and Raytheon for contributing the prizes for the random giveaways to our Dodger Day fans.

A very special thanks to Military Affairs Committee Chair, Bill Mason, and General Michael Hamel for all your hard work in planning, coordi-



Kim Krantz
President, The El Segundo Chamber

nating and facilitating this wonderful event. I know our Chamber members share my pride in and appreciation of all that you put into making Dodger Day such a great success.

Be sure to check out the Dodger Day photos in this issue of the Business Report and make a note to yourself to join the fun next year!

I'm very happy that so many of you were able to attend the Chevron Mixer in the Park. In addition to the lively conversation, great food and silent auction featuring some stellar items donated by our members, the event gave us all a chance to strengthen our business-to-business relationships, make new contacts and expand our professional networks. Thank you, Chevron, for making this such a wonderful event.

I hope you will take a look at the Calendar of Events in this issue and be sure to mark your calendar for the chance to participate in one of the committee meetings, mixers and Business Expo. I know you will enjoy and benefit from being active in the Chamber's business-boosting programs.

Kim Krantz
Chamber President

EXECUTIVE COMMITTEE 2006

- Kim Krantz, President
Boeing
- Chris Powell, Treasurer
Washington Iron Works
- Don Brann, Vice President
Superintendent Wiseburn School District
- Bill Fisher, Vice President
Fisher Engineering
- James Hart, Vice President
Northrop Grumman Corporation
- David Herbst, Past President
MVWV Group

BOARD OF DIRECTORS 2006

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Waddell & Reed
 - Leonard Blakesley, Jr.
Continental Development Corporation
 - Jill Brunkhardt
The Aerospace Corporation
 - Chad Ceretto
Residence Inn, El Segundo
 - Linda Conkey
Raytheon Company
 - Roy Craft
El Segundo Power, LLC
 - Lily Craig
Chevron Products Company
 - Aurelia Freeman
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 - Joe Harding
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 - Shirley Hoffmann
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 - Bill Mason
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 - Sue Mills
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 - Marcella Low
The Gas Company
 - Scott Reed
Second City Bistro
 - Tom Ricci
Thomas Properties Group LLC
 - Elyse Rothstein
Industrial Lock & Security
 - Mark Stultz
Computer Sciences Corporation
 - Timothy Weaver
Doubletree Hotel
 - Shana L. Yao
Manhattan Village Shopping Center
- EX-OFFICIO BOARD MEMBERS**
- Bruce Auld
Superintendent ESUSD
 - Kim Chieppa
Courtyard by Marriott – LAX/Century Blvd.
 - Carl Jacobson
GlenTek
 - Brenda Newman
The Jewelry Source
 - Tina Greer
Los Angeles Air Force Base

Five Ways - continued from page 1

3. Endorsed legislation that will help keep El Segundo businesses competitive, improve public safety and remove undue financial burdens on military personnel

The Chamber supported legislation granting tax credits to companies in California undertaking research and development projects. The legislation would directly benefit existing businesses in El Segundo and may create an incentive for companies to bring new R&D projects here. The Chamber also endorsed a state bill that expands the authority of LAX police officers to make arrests off airport, increasing available police power in the area, and backed a bill that would prevent the garnishment of wages of active military personnel to pay back payday loans.

See Five Ways – page 4

Members are invited to submit your business or event flyers for distribution with our September Business Report.

For details and pricing please call (310) 322-1220

Membership Anniversaries - July 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.

| | | |
|--|--|---|
| <p>49 YEARS <i>Herald Publications</i></p> <p>13 YEARS <i>LAX Business Center</i></p> <p>11 YEARS <i>Duffin & Adams, DDS</i></p> <p>9 YEARS <i>Murad, Inc.</i></p> | <p>8 YEARS <i>JW Party Pictures Inc.</i> <i>PC Enterprises</i></p> <p>6 YEARS <i>El Segundo Power, LLC</i> <i>Los Angeles Kings</i></p> <p>3 YEARS <i>Sievers/Burnett Press</i></p> | <p><i>Davis and DeRosa Physical Therapy, Inc.</i> <i>Greystone Realty</i> <i>Holiday Inn Los Angeles International Airport</i></p> <p>2 YEARS <i>Long Beach Ice Dogs</i> <i>Ad2 Inc.</i></p> <p>1 YEAR <i>CODEMED, Inc.</i></p> |
|--|--|---|

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

Calendar of Events

| Date | Time | Event | Location |
|------------------|------------------|--------------------------------------|--------------------------------|
| AUGUST | | | |
| 8/05/06 | 4 p.m. | Movie in the Park | Chevron Employees Park |
| 8/09/06 | 8 a.m. | Downtown El Segundo Inc. Meeting | El Segundo Chamber of Commerce |
| 8/16/06 | 8 a.m. | Military Affairs Committee Meeting | El Segundo Chamber of Commerce |
| 8/26/06 | 8 a.m. | El Segundo Car Show | Main Street, El Segundo |
| SEPTEMBER | | | |
| 9/12/06 | 8:30 a.m. | Ambassador Committee Meeting | Residence Inn El Segundo |
| 9/13/06 | 8 a.m. | Downtown El Segundo Inc. Meeting | El Segundo Chamber of Commerce |
| 9/14/06 | 4:30 – 7:30 p.m. | DoubleTree Mixer and Business Expo | DoubleTree Hotel |
| 9/18/06 | 8 a.m. | Education Committee Meeting | Residence Inn El Segundo |
| 9/19/06 | 7:30 a.m. | Board of Directors Meeting | El Segundo Chamber of Commerce |
| 9/20/06 | 8 a.m. | Military Affairs Committee Meeting | El Segundo Chamber of Commerce |
| 9/23/06 | 9 a.m. – 5 p.m. | Richmond Street Fair | Richmond Street, El Segundo |
| 9/25/06 | 11:45 a.m. | Government Affairs Committee Meeting | Second City Bistro |

11th Annual Chevron Mixer in the Park

Chevron hosted the annual Mixer in the Park on Wednesday, July 19, at Chevron Employees Park. The event is one of the most highly anticipated of the networking events the El Segundo Chamber puts on each year.



Chevron Mixer attendees smile for the camera. Pictured are Denise Wellington, Chamber Associate (left); and Chamber members Elyse Rothstein (center), Industrial Lock and Key; and Tony Barthel (right), Sounds Like Fun;

"Networking opportunities are one of the greatest benefits the Chamber has to offer," said Kim Krantz, Chamber President. "And Chevron goes out of the way to put on a very festive event with great food in a relaxed and friendly atmosphere. The Chevron Mixer is an excellent environment in which to meet new people, build relationships and grow your business."

This was the 11th year that Chevron, a President's Circle member, hosted the event. "Chevron has always enjoyed our relationship with

the Chamber and our fellow members," said Gary Yesavage, Chevron Plant Manager. "We take pride in being able to contribute something positive and valuable to Chamber members and the community."

Sponsored by the El Segundo and Manhattan Beach Chambers of Commerce, the Mixer was open to El Segundo, Manhattan Beach and Hawthorne Chamber members. A silent auction was held featuring items donated by Ayres Hotel, Chevron, Continental Development Corporation, Courtyard El Segundo, DoubleTree Hotel, Embassy Suites El Segundo, Jewelry Source, Los Angeles World Airports, Marriott, Mattel Inc., Residence Inn El Segundo, Residence Inn Manhattan Beach, Second City Bistro, and USC.



Mayor Pro Tem Eric Busch (left) chats with Steve Odabashian (right), Manhattan Chamber Board Chair, and other Mixer guests.

New Member Profiles

DEBRA ANNE DAVIS

P.O. Box 1975
Redondo Beach, CA 90278
Contact: Debra Anne Davis
Phone: (310) 490 9280
Email: debra@debraannedavis.com
Web: www.debraannedavis.com

Business Category:

Communications Consultant

Debra Anne Davis is a freelance corporate writer, speech writer, speech coach and communications (writing and public speaking) trainer.

EL SEGUNDO YOUTH FOOTBALL & CHEER

221 Concord Street
El Segundo, CA 90245
Contact: Suzy Ray
Phone: (310) 414-9733
Fax: (310) 553-9639

Email: suzyray@socal.rr.com

Web: <http://eteamz.active.com/PCC/>

Business Category: Non-Profit

El Segundo Youth Football & Cheer is a non-profit organization designed to teach children ages 5 – 14 the fundamentals and techniques of football and cheer. ESYFC is governed by Pacific Coast Conference.

Faces of the Chamber

Members talk about why they invest in the El Segundo Chamber

"It has been an absolute pleasure to serve as the Chair of the Education Committee. The Education Committee is a fantastic way to bring together the business and education communities."

Jill Brunkhardt
Education Committee Chair
The Aerospace Corporation
Member Since 1962



The business community has really come together to support education in the El Segundo and Wiseburn schools. Our Chamber members always step up to participate in our scholarship, mini-grant and other programs that lend much needed support to our local schools. The students and teachers truly appreciate the good will shown by our local businesses. Being active in the Chamber has demonstrated to me that part of one's success is in helping others succeed too.

"The Chamber stays on top of issues affecting businesses in El Segundo and is a strong advocate for business in the local, state and federal legislative process."

Aurelia Freeman
Government Affairs Chair
AT&T
Member Since 1995



I'm pleased to be a part of the Government Affairs Committee and the important work we undertake on behalf of our members and the business community. The Chamber monitors and analyzes a slew of legislation that is introduced each year at all levels of government, and takes action to support business-friendly initiatives and oppose those that would negatively impact business. By building strong relationships and maintaining communication with law- and policymakers, the Chamber can effectively represent its members' interests in governmental matters.

"I have been active in the El Segundo Chamber for many years. It has given me the opportunity to meet and work with important industry leaders."

William T. Mason
Military Affairs Committee Chair
Honeywell
Member Since 1964



As Chair of the Chamber's Military Affairs Committee, I meet influential community leaders and talk with them on a first name basis. As an example, the Commander of the Space and Missile Systems for the entire U.S. Air Force is located right here in El Segundo. Contacts such as these lead to other relationships with community leaders in government and business. These contacts enhance my ability to carry out my responsibilities in community relations.

Visit the El Segundo Chamber's website
www.elsegundochamber.org
"The Voice of Business"

Five Ways - continued from page 1

4. Educated the El Segundo business community on the economic state of the city and the outlook for business in 2006

In his annual State of the City address, El Segundo Mayor Kelly McDowell told Chamber members and guests about recent developments and trends within the city and gave an overview of what lies ahead for the city's economy, businesses and community. He noted many positive changes in the city including a business environment that showed signs of a significant turnaround in the past 12 months and predicted an improved business outlook in 2006.

5. Increased communication with Chamber members and enhanced advertising opportunities with new "ChamberPak" delivery system

Your Chamber revamped the monthly Chamber Business Report to include regular updates of Chamber, committee and member activities and expanded delivery via email and the newly-introduced ChamberPak - a sealed plastic bag filled with the Chamber Business Report and other business-related information - mailed directly to our members. The ChamberPak provides members a no- or low-cost opportunity to insert advertising flyers for delivery with the Business Report.

The El Segundo Chamber presents the

DoubleTree Hotel Mixer and 2006 Business Expo

Thursday, September 14
4:30 - 7:30 p.m.

DOUBLETREE HOTEL
1985 E. Grand Avenue
El Segundo

FREE ADMISSION

Call today to reserve your Expo table top (\$100 each).

For more information, call
310-322-4112.

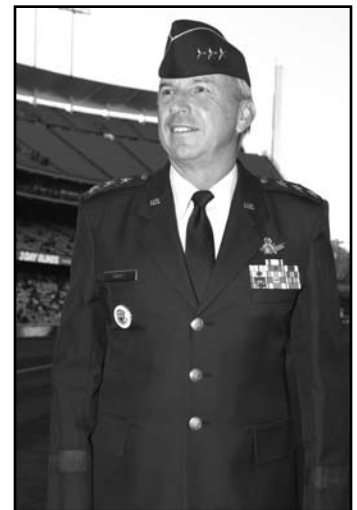
El Segundo Dodger Day



LAAFB honor guard flanks Mayor Pro Tem Eric Busch; Gen. Michael Hamel; Dodger Coach Manny Mota; Military Affairs Committee Chair Bill Mason; and Mayor Kelly McDowell.



El Segundo Little Leaguers and other lucky Dodger Day ticket holders take batting practice on the field at Dodger Stadium.



General Michael Hamel, commander, Space and Missile Systems Center, is introduced as part of the Dodger Day festivities.



Pacific Physical Therapy



Pacific Physical Therapy in July hosted an Open House to celebrate its relocation to 14650 Aviation Blvd., Hawthorne, CA 90250. The event featured a bountiful buffet, live music and plenty of guests including (l-r) Hawthorne Councilmember Pablo Catano; Breastlink CEO Kristi Maya; Continental Development Corporation President Richard Lundquist; Dr. Nancy Greep, Breastlink; Hawthorne Mayor Larry Guidi; Dr. John Link, Breastlink; Ray Padilla, DDS; Kathy McElroy, Pacific Physical Therapy; Dr. James Waisman, Breastlink; Ana Ortiz, DDS; Dr. John Nylund; Radiologist Stuart Souders, Breastlink.