

# BUSINESS REPORT

The official publication of the El Segundo Chamber

## Greetings from our New Executive Director

Thank you to the Board of Directors, the Chamber membership and the Community of El Segundo for the warm welcome "home". I am thrilled to be back in El Segundo after spending the last eight years in Orange County.

Along with my "old" friends, I am also seeing many new faces in the



**Marsha Hansen**  
Chamber Executive Director

community and the Chamber. I am anxious to get to know you all! For those of you whom I've yet to meet, I would like to share a little background. I first became involved with the El Segundo Chamber in 1992 when I was the Director of Sales with The DoubleTree Hotel in El Segundo. I served on the Board of Directors from 1994 to 1999 and was President of the Chamber in 1996/97. I received the Chamber Volunteer of the Year Award in 1994, served as Co-Chair of the Richmond Street Festival from 1994-1997, the Co-Chair of the El Segundo Holiday Parade from 1993-1997, as well as numerous other committees. I also chaired the "Diamond Jubilee Ball" and "Evening of Promise" fundraisers for the El Segundo Schools in 1993-1995. Since 1999, I have been the General Manager for the Doubletree Hotel Irvine Spectrum, the Crowne Plaza Resort Anaheim and the Doubletree Hotel Santa Ana.

I am an Indiana native and graduate of Purdue University with a Bachelor of Arts in Public Relations. From the first time I walked down Main Street many years ago, it just felt like being home in Indiana. El Segundo has such a rich history of volunteerism and citizens who truly care about their community. I am eager to meet with the business and community members to learn how the Chamber can best meet their diverse needs and I look forward to implementing a menu of services and programs that will exceed their expectations. I encourage each of you to stop in and visit or give me a call to let me know how we can best serve you and your company.

My husband, Dave (an El Segundo native and third generation El Segundo High School Graduate) and I have four children, Hailey, 6, Logan, 3, Keely, 2, and Kiley, 2. I hope to establish longevity for the Executive Director position and see our children become fourth generation El Segundo High School Graduates.

## President's Message

### Change & the Future

**Change.** For better or worse it is a given in our daily life. Whether it is in our business or personal life it is something we can't escape. To be successful we have needed to learn to manage change or learned it will overwhelm us. I'm sure you have all heard the phrase "Change for change sake". That is the type of change that we all want to avoid. What we are seeing is positive and progressive change all around us here in El Segundo. Your Chamber of Commerce is not immune to change either and has been working hard to continue it's progress in becoming a dynamic and positive force in our community.

If an organization wants to succeed in this world of light speed change they must begin with a strong fiscal and organizational base. I believe that we now have just that. For the past two years the El Segundo Chamber Board of Directors have worked hard to get us to this point. I would like to personally thank our two past presidents, David Herbst of MWW Group and Kim Krantz of The Boeing Company for their foresight in understanding what was needed before we could successfully move our Chamber forward. It was their vision to contract with Liz West of West Enterprises, located on Rosecrans Ave. in El Segundo, has dedicated her firm's talents to bring our Chamber to a position of strong fiscal strength as well as to develop an internal organizational structure that will allow us to better serve our members. West Enterprises has enhanced and added to our series of major events that has given an opportunity for our El Segundo businesses to hear and speak directly with our elected leaders, while at the

same time providing a strong revenue stream for our Chamber. Whatever was asked of West Enterprises the answer was always affirmative. The original plan envisioned by our past presidents and their executive teams was to get us to just the point we are at today. We are well prepared for the next phase. Our Chamber Board and our entire Chamber membership owes a big thank you to Liz and her team for all of her efforts in tirelessly serving our business community for the past two years.



**Chris Powell**  
President, The El Segundo Chamber

**The Future.** We always hear clichés such as "the future is now" or "the future is what you make of it". These phrases are no truer than here in El Segundo and with our Chamber. During the past year the executive team has worked selflessly in selecting a new director that can lead our Chamber for many years to come. We obviously had a detour or two along the way but we are all very excited about the selection of Marsha Hansen to be our new executive director. Anyone who worked with Marsha when she served for over ten years as a volunteer and Chamber president back in the mid 1990's will tell you she has all of the

See President's Message – page 3

### President's Circle

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

#### 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

# 2007 Business Expo & Mixer a Resounding Success

by Denise Wellington

First off I would like to thank all of the DoubleTree staff for their hard work and expertise setting up the 2007 Business Expo & Mixer. We had great participation from membership with a total of 35 booths sold and over 150 members and friends in attendance making the event a complete success. There was plenty of delicious food and great entertainment from Jeff Gehron. Thanks again to Tim Weaver, *General Manager*, Marie Stimson, *Director of Sales* and Tonya Spencer, *Executive Meeting Manager* for their strong support of the Chamber. If you missed it this year be sure to look for next years Expo. It's sure to be even bigger and better than this years. See you there!!!



**El Segundo Mayor, Kelly McDowell and DoubleTree General Manager, Tim Weaver enjoy the Business Expo**



**Participants enjoy networking at the Business Expo**

## Chamber Notes...

- The Chamber is seeking raffle prizes and silent auction prize donations for the Chamber Salute to El Segundo Mixer on November 15 and the Holiday Mixer at Citizens Business Bank on December 6. This is a great opportunity to showcase your business! Please drop off your donation to the Chamber office or call us and we will pick it up for you!

- The Chamber would like to extend a big THANK YOU to Smith & Hawken and Manager, Tim Keaveny for the beautiful bench they have donated to the Chamber. Make sure you stop by, have a seat and enjoy the beauty of Main Street!

- Nomination forms for El Segundo Business of the Year are available at the Chamber office. Please stop by and pick one up or contact us and we will e-mail the form right to you!

## Chamber Salute to El Segundo

### Recognize El Segundo's Mayors

Join the Chamber and Mattel, Inc. at one of the year's most anticipated events, recognizing El Segundo leaders: Mayor Kelly McDowell and El Segundo's former mayors.

#### Award Presentations

Join us in congratulating this year's honorees for Citizen of the Year and Community Betterment.

#### Networking

Enjoy meeting El Segundo's business, resident and community leaders while sampling delicious hors d'oeuvres throughout the evening.

#### Start Holiday Shopping Early

Ticket holders will receive a 40% discount at the Mattel Toy Store (special extended hours to 7:30 pm). Reminder to El Segundo residents: show your ID and save year-round!

#### Purchase tickets for \$5.00

Pre-purchase event tickets at the Chamber office beginning October 22. (Chamber office: 427 Main Street, El Segundo)

Tickets also on sale at 4:00 pm at the door (ground floor across from the Mattel Toy Store).

#### Event location:

333 Continental Blvd.

(corner of Continental & Grand)

Free parking in the structure adjoining the building.

For more information, call (310) 322-1220.



**Thursday,  
Nov. 15, 2007  
5:30 - 7:30 pm**

El Segundo  
**TheCHAMBER**  
*The Voice for Business*

Hosted by



## Former Chamber President Inducted into the El Segundo High School Hall of Fame

Floyd Carr, Jr. was inducted into the High School Hall of Fame in a ceremony on October 11 with the high school student body witnessing this El Segundo legend.

Floyd, who served as the President of the El Segundo Chamber in 1987/1988 graduated from El Segundo High School in 1939 and went on to graduate from Loyola University in 1950 with a B.S. in Mechanical Engineering. He then

service that is astounding. Long before many of us were born, Floyd was working to make the City of El Segundo a special place. Mr. Carr has lent his talents to various service organizations whose services range from youth sports to the total eradication of polio. He received the Chamber's "Man of the Year" Award in 1970 as well as the Chamber's "Lifetime Achievement Award" in 1995. He has been active in Rotary Club serving as President for two terms, El Segundo Jaycees, El Segundo Little League and Babe Ruth, the Centinela Valley YMCA, Sister City, the El Segundo Education Foundation, the United Methodist Church and Friends of the Library just to name a few. Floyd also served as a City Councilman and as the Mayor of El Segundo.

Floyd still gives of himself and is still raising his hand to help. He has given counsel to so many people who attempt to follow in his footsteps and in doing so, he has adapted to change where need be, yet holds dear the sacred traditions of honesty, integrity and decency. The Chamber would like to congratulate Floyd on this special award and thank him for his service to the Chamber and to the community.



**Floyd Carr**

followed that up with an M.B.A. from Pepperdine University. His education took him thru fifty wonderful years in industrial management positions in companies producing products ranging from soap dishes to satellites, eventually retiring from TRW.

He has a record of community

## Calendar of Events

| Date            | Time    | Event/Location   |
|-----------------|---------|--|
| <b>NOVEMBER</b> |         |  |
| 11/13/07        | 8:30 am | Ambassador Committee Meeting<br>DoubleTree Hotel         |
| 11/14/07        | 8:00 am | DESI Committee Meeting<br>El Segundo Chamber of Commerce |
| 11/15/07        | 5:30 pm | Mattel Mixer<br>Mattel, Inc                              |
| 11/21/07        | 8:00 am | MAC Meeting<br>El Segundo Chamber of Commerce            |
| <b>DECEMBER</b> |         |  |
| 12/6/07         | 5:30 pm | Citizens Business Bank Mixer<br>Citizens Business Bank   |
| 12/9/07         | 1:00 pm | 44 <sup>th</sup> Annual Holiday Parade<br>Main St.       |

## Ribbon Cuttings



### Satori Enterprises

From right to left: Karen Carr, Carl Jacobson, Mayor Kelley McDowell, Pam Miller, Jeff Stewart, and Chris Powell



### Excursion Air

From right to left: Melissa Balanon, Carl Jacobson, Robert Phelps, Jason Phelps, Chris Powell, Brian Gilman, and Tonya Spencer

## President's Message - cont. from page 1

necessary skills and energy to lead us. I am absolutely sure that Marsha is the right person for the job. With Marsha, and her very capable administrative assistant Denise Wellington, we are ready to take our Chamber to the next level.

The question then is what that next level is. We now need to look closely at what the role of our Chamber should be in the future. El Segundo and our business community have changed a lot over the past

several years. We must now all work together on determining what our place will be in this community. That is the next phase in our journey to again make our Chamber a true force in our community. I hope you will join with our executive director and our Chamber Board in determining what that role will be. I encourage each of you to contact Marsha and let her know what the Chamber can do for your business and the greater community of El Segundo.

**ALEXANDER FROLOV** **JACK JOHNSON**

# WE PLAY FOR L.A.

**CITY OF EL SEGUNDO**  
WITH THE LA KINGS

Monday, December 17<sup>th</sup> at 7:30pm  
STAPLES Center

The City of El Segundo and the Los Angeles Kings want your help in bringing your city together to take part in a fun filled, fast paced night of hockey, while giving back to your community. The Kings will honor El Segundo Mayor McDowell at the game.

| The Stanley Cup Package  | The Goal Package  | The Power Play Package   |
|--|---|--|
| Includes:<br>- Company Thank You on the Jumbotron<br>- 4 Lower Level Tickets for that Night<br>- 4 Tickets for a Future Game<br>- 4 Arena Club Passes<br>- 20 LA Kings Hats<br>- 4 Kings Autographed Pucks | Includes:<br>- Company Thank You on the Jumbotron<br>- 4 Lower Level Tickets for that Night<br>- 4 Tickets for a Future Game<br>- 15 LA Kings Hats<br>- 2 Kings Autographed Pucks | Includes:<br>- Company Thank You on the Jumbotron<br>- 2 Lower Level Tickets for that Night<br>- 2 tickets for a future game<br>- 10 LA Kings Hats<br>- 1 Kings Autographed Puck |
| <b>200 Tickets for \$2000</b>  | <b>100 Tickets for \$1500</b>   | <b>50 Tickets for \$1000</b>   |

Tickets will be Donated to:

- o LA Kings will distribute to Kids and Families of El Segundo
- o LA Kings will distribute to Air Force Base
- o Your Company Employees

For More Information or to Order please contact  
Beth Sousa at 213.742.7396 or bsousa@lakings.com



# New Member Profiles

## AGI LOGISTICS

11222 S. La Cienega Blvd. Ste. 307  
Inglewood, CA 90304  
Contact: Dalva Marques  
Phone (310) 615-4300  
Fax: (310) 514-1316  
dmarques.lax@laxlogistics.com  
Website: www.agilogistics.com

### Business Category: Freight Forwarding/Int'l Transportation

AGI is an international freight forwarding that not only provides fast, high quality, personalized global services but also offers you an economical choice. When you work with AGI, you get your money's worth.

## BANK OF MANHATTAN

2141 Rosecrans Ave. #1160  
El Segundo, CA 90245  
Contact: Mari Peters  
Phone (310) 606-8012  
Fax (310) 606-8099  
mpeters@bankmanhattan.com  
Website: www.bankmanhattan.com

### Business Category: Community Bank

At Bank of Manhattan, our goal is to build loyal partnerships with employees, customers, shareholders and our community. As a bank founded by entrepreneurs, we understand your business needs and strive to help keep you focused on your goals with access to management and immediate response from our team. We are committed to offering modern technology for the most efficient, reliable and professional service, enabling you to stay concentrated on your business, not your banking.

## BOOK SAFARI

1912 Clark Lane, Unit B  
Redondo Beach, CA 90278  
Contact: Susan Cox  
Phone (310) 374-2721  
Fax (310) 376-4790  
Email: susancox@book-safari.com  
Website: www.book-safari.com

Book Fair for schools at all grade levels.

## CAPISTRANO'S RESTAURANT/ CATERING

1440 E. Imperial Ave.  
El Segundo, CA 90245  
Contact: Debi Brown/Maryann Cavano  
Phone: (310) 642-1070  
Fax: (310) 322-9954  
Email: cateringlax@aol.com  
Website: www.capistranos.com

### Business Category: Restaurant/Catering

Capistrano's Catering and Ballroom services offers a full range of wedding, corporate and social packages for virtually any event or function. The staff at Capistrano's takes pride in our First Class Service; from table service to planning the menu. Capistrano's Catering & Ballroom services is your best choice for a successful event.

## DH CREATIONS

950 Main Street # 106  
El Segundo, CA 90245  
Contact: Dawn Howard  
Phone: (310) 322-7199  
Email: dawn102059@yahoo.com

### Business Category: Photography

Location photography for all occasions. Family Portraits, Buildings, Homes, Businesses, Office Buildings (before, during, after remodeling/renovation, advertising, pre/post sale etc.) parties.

## ELITE CASH SERVICES

426 Main Street # A  
El Segundo, CA 90245  
Contact: Jayson Burns  
Phone: (310) 955-8725  
Fax: (310) 765-4776  
Email: jayson@venturesetc.com  
www.elitecashservices.com

### Business Category:

#### Short term consumer loans

Providing short term loans to members of the military as well as non members for a lower cost and more helpful services. Helping with unexpected expenses that come between pay periods.

## ENCHANTING IMAGES

431 West Oak Ave  
El Segundo, CA 90245  
Contact: Veronica & Ray Ondrejch  
Phone: (310) 640-9510  
Email: rondrejch@socal.rr.com  
www.enchantingimagesla.com

### Business Category: Public Relations and Jewelry Sales

Wholesale importer of jewelry and public relations services, specializing in limited edition pearl creations & business pieces.

## HARRY AND DAVID

3200 N. Sepulveda Blvd. # C-3  
Manhattan Beach, CA 90266  
Contact: Troy Johnsonbaugh  
Phone: (310) 546-8505  
Fax: (310) 546-8554  
Email: manhattanbeach-cas@harryand-david.com

### Business Category: Gourmet food, gift and specialty store

Our bountiful gift baskets, impressive gift towers and tasty treats have been delighting gourmet connoisseurs for over 70 years. From last minute gifts to easy entertaining solutions; find delicious treats for any occasions at our store. Come in and sample our tantalizing appetizers, specialty chocolates, coffee and condiments as well as our premier fruit. We are Americas leader in business gifts.

## MARMALADE CAFÉ

2014 Park Place  
El Segundo, CA 90245  
Contact: Robert Fogarty  
Phone: (310) 648-7200  
Fax: (310) 648-7676  
elsegundo@marmaladecafe.com  
Website: www.marmaladecafe.com

### Business Category: Restaurant

California Eclectic Cuisine. Open breakfast, lunch, and dinner. Hours of operation open at 7:30am Monday – Friday open at 8:00am Saturday & Sunday

## MARCY'S BARBER SHOP

115 E. Pine Ave  
El Segundo, CA 90245  
Contact: Marcy Tuholski  
Phone: (310) 322-1070  
marcysbarbershop@hotmail.com

### Business Category: Barber Shop

Quaint, cozy old school barber shop. Small Barber Shop with 2 barbers chairs, T.V. so you don't miss your sports while getting a haircut. Specials for seniors, children and civil servants. Walk-ins and appointments welcome.

## PRE-PAID LEGAL SERVICES, INC.

214 Main Street # 191  
El Segundo, CA 90245  
Contact: Ronald Veazie  
Phone: (310) 433-6009  
Email: rjv@prepaidlegal.com  
Website: www.mypplsolutions.com  
Business Category: Legal Service Plans & Identity Theft Protection  
Provide legal service plans and identity theft protection to individuals or as an employee benefit.

## SLEEPERS TO GO

506 ½ Main Street  
El Segundo, CA 90245  
Contact: Mike Wyant  
Phone: (310) 640-9575  
Fax: (310) 640-9088  
Email: hmwesca@aol.com

### Business Category: Non Profit Corporation

Provide portable sleeping quarters, restrooms and showers for disaster and homeless victims.

## TRISTAR INCOME TAX SERVICE & LPL FINANCIAL SERVICE

909 N. Sepulveda Blvd. # 270  
El Segundo, CA 90245  
Contact: Aileen Sanders  
Phone: (310) 414-1500  
Fax: (310) 414-1508  
Email: tristaretg@aol.com

### Business Category: Tax & Financial Services

Tristar/LPL offers exceptional services not only in tax preparation but financial planning as well. Outstanding staff ready to help plan for your financial present and future.

## UNIVERSAL BLUE POINT CORPORATION INSURANCE SERVICES

360 N. Sepulveda Blvd. # 1085  
El Segundo, CA 90245  
Contact: Phillippe Matts  
Phone: (310) 640-6868  
Fax: (310) 640-6869  
Email: pmatts@ubc-1.com  
Website: www.ubc-1.com

### Business Category: Employee Benefits Consulting Firm

UBC is a full service broker dedicated to providing superior insurance products and excellent service.

## VINEYARD BANK

1230 Rosecrans Ave., Ste. #120  
Manhattan Beach, CA 90266  
Contact: Sandra Flores  
Phone: (310) 536-1506  
Fax: (310) 725-9815  
Email: sflores@vineyardbank.com  
Website: www.vineyardbank.com

### Business Category: Bank/Financial Institute

We are a community bank dedicated to relationships & the experiences we create. We provide deposit & loan products through personalized service.

## Contact Us

## El Segundo Chamber of Commerce

427 Main Street  
El Segundo, CA 90245

Ph: (310) 322-1220  
Fax (310) 322-6880

**Tickets for the annual Chamber Salute to El Segundo Mixer held at Mattel on November 15 are available at the Chamber office. Make sure you get yours early!**