The Greater Conejo Valley Chamber of Commerce current and previous board leadership – Rick Lemmo, Senior Vice President Corporate Relations, Caruso (Chair Emeritus 2012/2016); Angel Robertson, Executive Assistant, Los Robles Health System (Chair); Chris Shaver, Vice President, Shaver Automotive Group (Chair Elect); Kristen Davis (Chair Emeritus 2013); Matthew Midura, Associate Vice President for Integrated Marketing and Communications, Pepperdine University (Chair Emeritus 2016); Don Phillipson, CEO, WSI ePro Marketing (Chair Elect 2019)
As the Greater Conejo Valley Chamber of Commerce marks our 79th anniversary, this Annual Report celebrates the most successful year in our history.

By any measure, your Chamber is on mission in strategically leading the economic success of the Greater Conejo Valley. With record new members, a $2.3 million total budget (the largest in the Chamber’s history), a profitable bottom line and the unanimous 10-year renewal of the Conejo Valley Tourism Improvement District, your Chamber and the premier cities we represent are poised to create ever-greater opportunities for you to engage, lead and prosper.

On behalf of the Board of Directors, and our Cities of Thousand Oaks, Westlake Village and Agoura Hills, I invite you to enjoy reading the success story of 2017 and thank you for your part in it.

Angel Robertson
Chair, Greater Conejo Valley Chamber Board of Directors
Los Robles Health System
The Greater Conejo Valley is a unique affluent region filled with passionate businesses and a strong local culture. Businesses and residents alike are drawn to the area’s quality of life, surrounded by breathtaking open spaces, while still being just 45 minutes north of Los Angeles. The area is passionate about supporting local businesses and at the center of this spirit is the Greater Conejo Valley Chamber of Commerce.

The purpose of the Greater Conejo Valley Chamber of Commerce is to enhance the profitability of businesses through leadership, political action and dynamic programs to promote economic vitality for our members and community.

Official Chamber of Commerce for:
Welcome to the Annual Report of the Greater Conejo Valley Chamber of Commerce! We hope you enjoy reading about the successes that each and every one of you participated in simply by choosing the Greater Conejo Valley as home for your family, your business and your dreams.

It’s been a year to remember as our partnerships, programs and membership have grown and enjoyed unprecedented success. We are proudly a region connected, in the best of ways: geographically, but also in the values, mission and visionary leadership of our Cities of Thousand Oaks, Westlake Village and Agoura Hills and the Greater Conejo Valley Chamber of Commerce Board of Directors.

Passionately committed to the impossible-to-separate quality of life and economic success of our region, in 2018, we will maintain our laser focus on advocacy for a better regulatory environment, job creation and connecting you to new segments of our vibrant diverse business community.

As your Chamber moves into its 80th year, our Chamber team has grown to 10, each of us deeply committed to excelling at being a champion for our region, a catalyst for growth and a convener of all who seek excellence for this time and the future.

As you read further, we invite you to call, click or visit us!

Jill Lederer
President/CEO, Greater Conejo Valley Chamber of Commerce

“Champions, Catalysts and Conveners”
Thank you to our 2017 Chairman’s Club sponsors.

The Greater Conejo Valley Chamber of Commerce is grateful to our sponsors for their ongoing support, which allows us to offer dynamic programs and events that support our members & the community.

The Chairman’s Club program provided $225K+ in sponsorship revenue for the Chamber in 2017, an increase of 9% over 2016.
Thank you to our major sponsors:

**Chairman’s Club**

- Anthem Blue Cross
- Bank of America
- Best Western Thousand Oaks Inn
- CBC Federal Credit Union
- Chatsworth Products, Inc.
- Cohen, Begun & Deck, LLP
- Community West Bank
- Corwin Press, A SAGE Company
- Harrison Industries
- Home Helpers
- HUB International Insurance
- Jans Marketplace
- Kaiser Permanente
- Logix Federal Credit Union
- Los Angeles Rams
- Mustang Marketing
- Pacific Western Bank
- PennyMac
- PGA TOUR
- Premier America Credit Union
- Roadrunner Shuttle
- Roadside Lumber & Hardware, Inc.
- Rosemary Allison
- Sheraton Agoura Hills
- Southern California Gas Company
- SPARK Networking Group
- Sports Academy
- Sunland Vintage Winery
- Thousand Oaks Boulevard Improvement District
- Thrivent Financial – Larry A. Winter
- UCLA Health
- Ventura County Credit Union
- Western State Petroleum Association

**Emerald Sponsor**

**Platinum Sponsors**

- California Lutheran University
- Acorn Newspapers
- Pepperdine University
- Conejo Valley
- San Fernando Valley Business Journal
- Express Employment Professionals

**Gold Sponsors**

- Community West Bank
- Caruso
- WASTE MANAGEMENT
- verizon
- SHaver Automotive Group

**Silver Sponsors**

- Montecito Bank & Trust
- AMGEN
- Channel Islands
- University Village Thousand Oaks
- Shire
- Hyundai Subaru

**Bronze Sponsors**

- WELLS FARGO
- VOLKSWAGEN
- MAZDA
- THOUSAND OAKS CAMPUS
- UNIVERSITY VILLAGE THOUSAND OAKS
2017 FISCAL YEAR HIGHLIGHTS

JAN 2017
STATE OF THE UNIVERSITY – CALIFORNIA LUTHERAN UNIVERSITY
The Chamber partnered with California Lutheran University to produce the first annual State of the University with keynote speaker Dr. Chris Kimball, benefiting the Greater Conejo Valley Community Foundation.

FEB 2017
BLACK & WHITE RECOGNITION GALA
The Black & White Recognition Gala was held at the Hyatt Regency Westlake honoring Outgoing Chair Matthew Midura, alongside seven category award winners with entertainment by String Angels and over 325 guests in attendance.

MAR 2017
MIXPO
The annual Chamber Mega-Mixer and Business EXPO was held at the Agoura Hills Recreation and Event Center on March 15th with over 40 participating exhibitors (including food & beverage sampling) and 200+ guests in attendance with live entertainment by The Chris Banta Trio.

APR 2017
40 UNDER FORTY
The second annual 40 Under Forty awards was held at Calamigos Ranch on April 27th to recognize 40 young professionals for their professional accomplishments, community involvement and vision for the future of Conejo Valley.

MAY 2017
PRESIDENT’S CIRCLE AWARD
The Chamber was honored with its 10th consecutive President’s Circle award from Cal Chamber for excellence in business advocacy.

JUN 2017
TOURISM DISTRICT HOSTS INDUSTRY TRAVEL MEETING
Conejo Valley Tourism hosted a meeting of the Los Angeles Business Travel Association at the Ronald Reagan Presidential Library.

REGIONAL ECONOMIC FORECAST
Brendan Jacobson, Strategic Partner Manager for Google, served as the keynote speaker for the event followed by an economic forecast presentation by Dr. Sung Won Sohn from California State University Channel Islands.
JUL 2017

CONEJO VIEW
The summer issue of ConejoView with the Powershares QQQ Championship featured on the cover, marked the 4th anniversary of the magazine.

AUG 2017

CITY INTERNSHIP PROGRAM
Partnered with the City of Thousand Oaks for the third year on the CITY Internship Program that placed over 40 high school students in internships with local companies assisting schools in the area of workforce development.

SEPT 2017

TOURISM RENEWAL
The Conejo Valley Tourism Improvement District 10-year renewal takes effect, which includes direct marketing campaigns for individual hotels.

OCT 2017

STATE OF THE CITY AGOURA HILLS
Los Angeles Rams sports broadcaster J.B. Long served as the emcee for the sold out event with 200 business & community leaders in attendance. Mayor Denis Weber recognized KeyInfo as Business of the Year following his address and presented a “Helping Hands” award to the Los Angeles Rams for their efforts and engagement in the city.

NOV 2017

9TH ANNUAL TASTE OF CONEJO
Over 100 businesses participated in the annual Taste of Conejo where 800+ guests enjoyed an all-inclusive evening of food, wine and spirit tastings paired with live entertainment by dueling pianos at the Four Seasons Westlake Village.

DEC 2017

STATE OF THE CITY THOUSAND OAKS
Mayor Claudia Bill-de la Peña discussed the formation of the Thousand Oaks Alliance for the Arts (TOARTS), the Rasnow open space donation, Economic Development Master Plan including plans for Downtown Thousand Oaks and proposed mixed use developments on Thousand Oaks Blvd. among other topics in her address.

WESTLAKE VILLAGE BUSINESS CENSUS
The 2017 Westlake Village Business Census, compiled every 4 years as part of the city contract, is completed by the Chamber.
MEMBERSHIP & RENEWALS

With more than 900 member companies, the Greater Conejo Valley Chamber is one of the largest regional Chambers in the western United States.

New Members
We welcomed 165 new members this past year, accounting for $66,300 in membership revenue with an overall revenue increase of $15K+. Our membership currently represents more than 35 industry categories, from sole proprietorships to large corporations.

Renewing Members
The Chamber saw an 8.4% increase in the number of renewals compared to 2016, which generated $23,374 in additional revenue. The renewal revenue in 2017 totaled $278,486.

New Partnerships
The Chamber partnered with Recreation Connection to offer a “Discount Employee Program” for members to save money on hotels, car rentals, movie theatre tickets, sporting events concerts and more.

New Businesses in 2017

- Grabbagreen
- 14 Cannons
- Hatch Café & Market
- CycleBar
- Gelson’s Market – Thousand Oaks
- Yolo Apartment Homes
- Fantastic Sams Agoura Hills
- CareNow
Membership Engagement Program

Fun Friday highlighted surprise visits from Chamber staff and was promoted via social media.
GROUPS & COMMITTEES

Chamber Ambassadors
*Purpose:* To welcome both old and new Chamber Members and guide them to Chamber resources that will help them grow their businesses and operate more profitably.

Government Affairs Committee
*Purpose:* A selected committee designed to improve the regulatory environment and grow business by working with our local, state and federal elected officials to influence policy decisions.

Legislative Roundtable
*Purpose:* To provide a dialogue on public policy issues and an opportunity for public agency staff, elected officials, their staff and businesses to network.

Conejo Senior Resource Network (CSRN)
*Purpose:* To create a diverse group of professionals who work with seniors and family caregivers, supporting and delivering innovative, collaborative community events designed to enhance the aging and caregiving experience in our community.

Education & Workforce Development Committee
*Purpose:* To promote and coordinate interaction between business and local school districts (Conejo Valley Unified School District and Las Virgenes Unified School District) and continue to partner with private schools and colleges in our area; to promote educational excellence by rewarding teachers and students with awards and scholarships.

Emerging Leaders (EL)
*Purpose:* To provide young and talented professionals in the Conejo Valley with an opportunity to network, build friendships and serve the community through various civic activities. EL is open to all professionals between the ages of 21-39.

Networking Groups
*Purpose:* To provide Chamber members the opportunity to expand their business connections and referral network by belonging to one of four Chamber Networking Groups. Networking groups include: Synergy Business Connections, The Business Breakfast Network, Spark – Ignite Your Business and Nexxus.

In addition to the networking groups, the Chamber hosts GIFT for Women on a monthly basis aimed to create and support a thriving network for women in transition.
Chamber Team - Going the Extra Mile!

Conejo Valley Relay for Life - May 20, 2017

Chamber staff participated in the 2017 Relay for Life by organizing team “We Dig Doug.” The team was represented all 24-hours of the fundraising event and raised over $3,500 in the fight against cancer.

World Kitchen - December 15, 2017

In the wake of the Thomas Fire, the Chamber team decided to volunteer to help prepare meals for first responders with the World Kitchen in Ventura. Team members chopped fresh vegetables, unloaded trucks of donated food and worked on the food assembly line during the afternoon shift.
MARKETING

_ConejoView Magazine_

The combination of in-house advertising sales and increased distribution of 5,000 copies per quarter led to **over $38K in advertising revenue during 2017**. The magazine features a full membership directory in each issue and includes editorial content on trending business issues, advocacy efforts and local business profiles.

_Social Media_

We increased our audience on Facebook by 21%, resulting in a total of 1,880 “likes” by the end of 2017. “Tell Me Something Good Tuesday” (#TMSGT) and a “Business of the Week” (#BIZOTW) social media programs continued to promote Chamber members on our Facebook page and a new program #FunFridays highlighted surprise visits from Chamber staff each Friday.

The Chamber also has **1,500+ followers on Twitter, 790+ on Instagram (37% increase over 2016)** and a presence on Google+ and LinkedIn.

_Website_

The Chamber’s website saw **132,510 page views (up 18% from 2016)** from **34,024 unique visitors** in 2017. Nearly 30% of users viewed the Chamber website on a mobile device, which had led to the decision in 2016 to create a new website optimized for mobile use. The bulk of the design work for the new website was completed in 2017 and scheduled to launch in January 2018.

_Media Partnerships_

The Chamber has media partnerships with **The Acorn and San Fernando Business Journal** which provides additional reach to promote Chamber events and programs in the local market and business community. Both partnerships are sponsor trade agreements as part of our Chairman’s Club program.
Programs and events are a vital part of Chamber membership. Members from companies of all sizes benefit from more than 50 face-to-face networking and educational events throughout the year.
### 40 Under Forty Honorees

<table>
<thead>
<tr>
<th>Name</th>
<th>Company/Position</th>
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<tbody>
<tr>
<td>Aaron West</td>
<td>Sherwood Country Club</td>
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<tr>
<td>Adam F. Cavallero, MD</td>
<td>UCLA Heath</td>
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<tr>
<td>Alex Mallen</td>
<td>PGA TOUR</td>
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<tr>
<td>Alexander Russell</td>
<td>Many Mansions</td>
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<tr>
<td>Amanda &amp; Michelle Green</td>
<td>Pinot’s Palette Westlake Village</td>
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<td>Andres Uribe</td>
<td>CBRE, Inc.</td>
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<td>Andrew Fletcher</td>
<td>Hand-Brewed Beer / City of Thousand Oaks</td>
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<tr>
<td>Ash Sobbe</td>
<td>R65</td>
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<tr>
<td>Chris Barrett</td>
<td>Mustang Marketing</td>
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<tr>
<td>Crystal Evans</td>
<td>Conejo Valley Veterinary Hospital</td>
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<td>Daniel C. Manfredi</td>
<td>ISU Republic Insurance Solutions</td>
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<td>E. Ashley Dean</td>
<td>Sports Academy</td>
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<td>Evan Antin, DVM</td>
<td>Conejo Valley Veterinary Hospital</td>
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<td>Gary Livingston</td>
<td>805 Startups</td>
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<td>Greg Jones &amp; Trevor Wennberg</td>
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<tr>
<td>Jaclyn Embry</td>
<td>Shaver Automotive Group</td>
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<tr>
<td>Jaime Goldstein</td>
<td>City of Agoura Hills</td>
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<tr>
<td>Jason Latimer</td>
<td>WonderFirst</td>
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<tr>
<td>Jenn Zimmerman</td>
<td>California Lutheran University</td>
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<tr>
<td>Jesus Torres</td>
<td>Frontier Communications</td>
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<tr>
<td>Joe Catriel</td>
<td>Brucar Locksmith</td>
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<tr>
<td>Joelyn Caprine</td>
<td>Homewood Suites by Hilton Agoura Hills</td>
</tr>
<tr>
<td>Jonathan Serret</td>
<td>City of Thousand Oaks</td>
</tr>
<tr>
<td>Justin Marmon</td>
<td>Nothing Bundt Cakes (Thousand Oaks/Ventura)</td>
</tr>
<tr>
<td>Kevin Lindsey</td>
<td>Oaks Christian School</td>
</tr>
<tr>
<td>Kinsie Flame</td>
<td>Jacob Flame’s Tang Soo Do University &amp; MOMS of Conejo Valley</td>
</tr>
<tr>
<td>Kyle Jorrey</td>
<td>Thousand Oaks Acorn</td>
</tr>
<tr>
<td>Lauren Berkovitz</td>
<td>Lauren B. Beauty</td>
</tr>
<tr>
<td>M. Asif Taqi</td>
<td>Los Robles Hospital &amp; Medical Center</td>
</tr>
<tr>
<td>Mae Tietjen</td>
<td>Conejo Valley Unified School District</td>
</tr>
<tr>
<td>Megan Glynn</td>
<td>Southeast Ventura County YMCA</td>
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<tr>
<td>Megan Triplett</td>
<td>Conejo Valley Unified School District</td>
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<tr>
<td>Michael Reardon</td>
<td>Palm Garden Hotel</td>
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<tr>
<td>Michael Van Parys</td>
<td>Van Parys Architecture + Design</td>
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<tr>
<td>Patrick Yarrow</td>
<td>Triunfo YMCA</td>
</tr>
<tr>
<td>Paul Coleman</td>
<td>Charitable Applied Real Estate</td>
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<tr>
<td>Rachel Wagner</td>
<td>City of Thousand Oaks</td>
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<tr>
<td>Ryan Capretta</td>
<td>Proactive Sports Performance</td>
</tr>
<tr>
<td>Ryan M. King</td>
<td>Face Off With Cancer</td>
</tr>
<tr>
<td>Tim Joyce</td>
<td>Coldwell Banker - Joe and Tim Joyce</td>
</tr>
</tbody>
</table>

The Greater Conejo Valley Chamber of Commerce produced its second annual 40 Under Forty awards on April 27, 2017 at Calamigos Ranch. The event honored 40 young professionals who are paving the way as pioneers, connectors and advocates for the Greater Conejo Valley community. Actor Ryan O’Quinn served as the master of ceremonies with live entertainment by saxophonist Hayan Charlston.
**Mission Statement**
Conejo Valley Tourism serves the region's economy and markets the Conejo Valley as a prime vacation destination to travelers in California, the United States, and worldwide. It increases awareness of the area's offerings, preserves its unique attributes, and invests in its growth and development.

**Strategy**
In 2017, Conejo Valley Tourism expanded its use of newer and more innovative marketing techniques to grow their audience. There was an increased focus on social media influencers, who have shown over time to provide better and larger coverage via their communication channels than traditional media and more original video content.

**2017 Results**
The hotels in the Conejo Valley Tourism Improvement District reported a revenue per available room (RevPAR) of $103.82 in 2017. This is a decrease of 4.1 percent from the peak of $108.25 in 2016. This amounts to $72.8 million in CVTID hotel revenue in 2017.

Please note: 2016 numbers were abnormally high due to increased occupancy generated by the Aliso Canyon gas leak. 2017 numbers are an increase compared to 2015, which was generally used as the baseline year.
An example of a slider video, “TV Shows Filmed in Conejo Valley,” used on CVTID’s social media.

Visit California President & CEO Caroline Beteta gives the keynote at the Visit California Outlook Forum.

Employees and guests at the Homewood Suites in Agoura Hills donated food as part of the CVTID Food Drive to support Manna Food Bank.
The objective of the Foundation is to promote the growth of the cities of Thousand Oaks, Westlake Village and Agoura Hills by developing leadership with a dynamic and innovative vision for the future; linking the business community in partnership with educational, governmental and nonprofit organizations; and serving as a vehicle for research, planning and community education.

In 2017, the Foundation worked closely with our three cities and two local school districts to continue programs that benefit the local community.

Principal for a Half Day
In partnership with Conejo Valley Unified School District, business professionals had the opportunity to shadow a school principal for the morning and then participants come together for a lunch and hear a presentation by the district’s superintendent.

College Scholarships
The foundation awarded $7,500 in college scholarships to two local high school students through a competitive application process. Winners were selected based upon work experience and academic achievement with an emphasis on serving the underrepresented minority population.
- Kienna Herron - Moorpark Community College - $5,000
- Danielle Moors – UCLA - $2,500

Grants Awarded
The foundation awarded three grants to local nonprofit organizations.
- Conejo/Las Virgenes Future Foundation- $500.00
- Hugh O’Brian Youth Leadership- $2,500.00
- American Heart Association- $1,500.00

Teacher of the Month Program
In partnership with the local school districts, each month the Chamber’s education committee recognizes an outstanding educator in the local community and presents gifts from the local businesses community.

Leadership Conejo
Twenty four professionals participated in this nine-month leadership course designed to advance leadership skills and develop a network of contacts that include leaders in the Conejo Valley. In addition to the monthly program, the 2016-17 class partnered with the Safe Passages Project to cleanup, paint, and supply an afterschool play and study room on Warwick Avenue in Thousand Oaks. This area is known for generational gang involvement, and providing a safe space for children in this community can help discourage them from joining gangs in the future.

State of the University California Lutheran University
The Chamber partnered with California Lutheran University to produce the first annual State of the University with keynote by Dr. Chris Kimball attended by over 125 guests, benefitting the Greater Conejo Valley Community Foundation.
Leadership Conejo Class at the Ventura County Sheriff’s Office Air Rescue Unit.

Dr. Chris Kimball presented the keynote address at State of the University California Lutheran University on February 3, 2017.

Matt Midura, a member of the Leadership Conejo Class assembles cabinets as part of the Leadership Conejo Class Project. In partnership with the Safe Passages project, class members refurbished an afterschool play and study room at the Warwick Apartments in Thousand Oaks.

Education committee members present Teacher of the Month to Janet Conner at Newbury Park High.
State of the City Agoura Hills

A crowd of over 175 guests gathered at The Agoura Hills Recreation and Event Center on Wednesday, October 25, 2017 to hear the address presented by Mayor Denis Weber. The event was emceed by J.B. Long, Voice of the Los Angeles Rams and Mayor Weber recognized KeyInfo as Business of the Year and presented a “Helping Hands” award to the Los Angeles Rams for their efforts and engagement in the City of Agoura Hills.

Following the Mayor’s address, Chair of the Board, Angel Robertson from Los Robles Health System provided a State of the Chamber address highlighting organizational accomplishments from 2017.

State of the City Thousand Oaks

Over 350 business and community leaders gathered for the State of the City Luncheon with the address presented by Mayor Claudia Bill-de la Peña at California Lutheran University on Tuesday, December 5, 2017. In her remarks, the mayor announced the formation of the Thousand Oaks Alliance for the Arts (TOARTS) as the official nonprofit fundraising arm of the Thousand Oaks Civic Arts Plaza, the city acquiring the Rasnow open space donation, parts of Economic Development Master Plan including a vision for Downtown Thousand Oaks and proposed mixed use developments on Thousand Oaks Blvd. among other topics in her address.

With $60,000 in sponsorship support and over $40,000 in net revenue (up 37% from 2016), State of the City Thousand Oaks was the highest event revenue generator in 2017.
GOVERNMENT & POLICY

Thank you for your service

1. 40 Under Forty honorees, Jonathan Serret and Rachel Wagner pictured with City of Thousand Oaks councilmembers Al Adam and Joel Price.

2. City of Agoura Hills Mayor, Denis Weber at Conejo Valley Relay for Life pictured with Chamber staff members Danielle Borja and Alexia Burton.

3. City of Thousand Oaks Mayor Claudia Bill-de la Peña and councilmember Joel Price were part of the ribbon cutting and grand opening of the new Gelson’s in Thousand Oaks.

4. Agoura Hills Mayor Pro Tem William Koehler and councilmember Linda Northrup pictured with Ben Shams, owner of Uncle Af’s at his ribbon cutting ceremony.

5. City of Westlake Village council and staff congratulated City Manager, Ray Taylor on his Man of the Year award at the Recognition Gala.

6. Mayor Claudia Bill-de la Peña presented a Certificate of Recognition to Conejo Free Dental Clinic at their ribbon cutting ceremony.

7. Chamber ambassadors Tim Joyce and Bambi Hosaka, Chamber board member Natalie Yanez, City of Thousand Oaks councilmember Joel Price and Chamber staff member Heather Macaulay at the Networking at Night Mixer at Ventura County Credit Union.
Board of Directors

CHAIR
Angel Robertson
Executive Assistant
Los Robles Health Systems

CHAIR EMERITUS
Matthew Midura
Associate Vice President Marketing and Communications
Pepperdine University

CHAIR ELECT
Chris Shaver
Vice President
Shaver Automotive Group

SECRETARY
Lisa Shaw
Vice President, Publishing and Professional Learning
Corwin, A SAGE Company

TREASURER
Lisa Safaeinili
Executive Director
Westminster Free Clinic

DIRECTORS AT LARGE
Dr. Chris Kimball
President
California Lutheran University

Don Phillipson
CEO
WSI ePro Marketing

Jill Lederer
President/CEO
Greater Conejo Valley Chamber of Commerce

Adam Antoniskis
The Oaks Shopping Center

Felix Wang
General Manager,
Best Western Plus Thousand Oaks Inn

Phil Bough
Executive Director, PGA Tour

Tom Cohen
Partner, Cohen, Begun & Deck LLP

Kristen Davis
S. Manager of Corporate Communications, Amgen

Lydia Derian
Luxury Brand Consultant

Kelly Dickey
Department Administrator,
Kaiser Permanente

Dr. Hannah Grossman
Chief Medical Officer,
Los Robles Health System

Scott Harris
President, Mustang Marketing

Jill Hancy
VP/Branch Manager,
Montecito Bank & Trust

Javier LaFianza
CEO, Hugh O’Brien Youth Leadership

Vijay Lala
SVP Home Loan Manager,
Bank of America

Alex Lopez
Chief Human Resource Officer,
Chatsworth Products, Inc.

Jack Lyons
Director of Individual and Small Group Sales,
Anthem

Michelle Menzel
Associate Director of Advancement,
Oaks Christian School

Owen Nostraant
General Manager,
Roadside Lumber & Hardware, Inc.

Will North
Executive Director, 5 Star Theatricals

Elaine Salewske
Director of Responsibility, Shire

Candice Shehorn
Owner, Key Pointe Coaching, LLC

Keith Sinclair
President/CEO, Sinclair Company

Kimberly Tharpe
AVP, Community Banking Manager,
Community West Bank

Dean Solomon
Associate, Hillcrest Financial Group of Thrivent Financial

Ash Sobhe
CEO, R6S

Kim Woods
Financial Advisor, Edward Jones

Stephen Yeoh
President, Un1tee

Natalie Yanez
Liaison to the Ambassadors
Community Development Manager,
Ventura County Credit Union
FINANCIAL & MEMBERSHIP

MEMBERSHIP COMPANIES BY NUMBER OF EMPLOYEES

<table>
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<th>Nonprofits</th>
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</table>

REVENUE
$2,758,759

13% Membership Income
12% Events/Sponsorships
3% Additional Programs
9% Government
2% Marketing & Communications
60% Tourism
1% General & Administrative

EXPENSES
$2,435,850

8% Events/Sponsorship
3% Additional Programs
2% Marketing & Communications
46% Tourism
41% General Administrative

FINANCIAL & MEMBERSHIP
Membership by the numbers
## 2017 Budget

### REVENUE

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<th>2017 ACTUALS</th>
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</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$14,500</td>
<td>$14,500</td>
<td></td>
<td>General &amp; Administrative</td>
</tr>
</tbody>
</table>

**TOTAL REVENUE** | $1,111,415 | $43,088 | $1,250,400 | $2,404,903 | **TOTAL REVENUE** | $1,343,005 | $47,019 | $1,368,734 | $2,758,759 |

### EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2017 BUDGET</th>
<th></th>
<th>2017 ACTUALS</th>
<th></th>
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<tbody>
<tr>
<td></td>
<td>Chamber</td>
<td>Foundation</td>
<td>CVTID</td>
<td>Combined Chamber</td>
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<tr>
<td>Events/Sponsorships</td>
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<td>Events/Sponsorships</td>
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<tr>
<td>Additional Programs</td>
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<td>Additional Programs</td>
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<tr>
<td>Marketing &amp;</td>
<td>$3,500</td>
<td>$3,500</td>
<td></td>
<td>Marketing &amp;</td>
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<tr>
<td>Communications</td>
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<td>Communications</td>
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<tr>
<td>Tourism</td>
<td>$1,101,400</td>
<td>$1,101,400</td>
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<td>Tourism</td>
</tr>
<tr>
<td>Retail</td>
<td></td>
<td></td>
<td></td>
<td>Retail</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$968,603</td>
<td>$968,603</td>
<td></td>
<td>General &amp; Administrative</td>
</tr>
</tbody>
</table>

**TOTAL EXPENSES** | $972,103 | $63,621 | $1,101,400 | $2,137,124 | **TOTAL EXPENSES** | $1,251,714 | $67,455 | $1,116,681 | $2,435,850 |

**NET EXCESS**     | $139,312 | ($20,533) | $149,000 | $267,779 | **NET EXCESS**     | $91,291 | ($20,436) | $252,053 | $322,909 |
2017 Recognition Gala

The “Black & White Recognition Gala” was held on Friday, February 24, 2017 at the Hyatt Regency Westlake Village.

Outgoing Chair
Matthew Midura
Associate Vice President Marketing and Communications, Pepperdine University

Under Matt’s leadership, the Chamber experienced unprecedented success and growth, earning its reaccreditation for the next five years at the highest level of 5-Stars from the U.S. Chamber of Commerce for the second time in the Chamber’s 78 year history. The Chamber also experienced record growth in membership, tourism results and financial results and added State of the University California Lutheran University to its portfolio of best-in-class events.

Ambassador of the Year
Esther Bleuel
Founder, Tough Talk Coach

Esther has been an active ambassador since 2012 and serves on the executive committee as a team captain. She continuously leads by example to inspire her team and share her extensive knowledge of the people and businesses in the community. Through her company, Tough Talk Coach, she is dedicated to empowering leaders and teams to improve the quality of their work and interpersonal relationships through the mastery of conversational skills.

Volunteer of the Year
Felix Wang
General Manager, Best Western Thousand Oaks Inn

Felix has made a tremendous impact at the Chamber through his involvement in the Conejo Valley Tourism Improvement District and most recently served as Chair in 2016. He also works closely with the youths groups associated with the Thousand Oaks Rotary Club and serves on the boards of the Greater Conejo Valley Chamber, Taiwanese United Fund and the Taiwanese Chamber.

Corporate Sponsor of the Year
The Oaks Shopping Center

As the largest retail center in the Conejo Valley, The Oaks Shopping Center is a role model for corporate citizenship and committed to giving back to the local community. As a platinum member of the Chairman’s Club program, pledging $10,000 annually, they support Chamber programs throughout the year and also hosted a cocktail event for our first class of 40 Under Forty honorees and a mixer for Chamber board members and ambassadors in 2017.
Nonprofit of the Year

**New West Symphony**

New West Symphony is a nonprofit world-class professional orchestra that is the resident company at the Thousand Oaks Civic Arts Plaza. They perform six Masterpiece Series concerts annually with internationally-acclaimed artists and guest soloists. The organization also provides outreach through Symphonic Adventures concert programs for youth, its traveling Music Van and VIP Family Club and Connect Club; bringing classical music to families and students.

Man of the Year

**Ray Taylor**

*City of Westlake Village*

Ray Taylor has been the city manager of Westlake Village for 24 years runs a $22-million city budget with only 10 employees. Over the past 20 years, Taylor has been an important part of helping the city achieve an enviable balance between growth, desirability and fiscal strength with a leadership style that engenders loyalty among the city staff.

Woman of the Year

**Natalie Mussi**

*CEO, Los Robles Hospital & Medical Center*

Natalie is the first female CEO of Los Robles Hospital and the youngest person to hold this position in the hospital’s 49 year history. Under her approachable leadership style, the hospital opened Ventura County’s only Pediatric Intensive Care Unit in May 2016 and operates as the only Level II Trauma Center in East Ventura County with over 600 board certified physicians on staff.

Business of the Year

**Sports Academy**

Sports Academy is the only integrated, multi-disciplinary athletic training campus on the west coast, specializing in training athletes of all ages and ability levels to perform at their optimal state. By combining skill and performance training assets with full medical and recovery capabilities, state of the art technology and the most accomplished coaches, trainers and service providers; they have changed how any athlete gets better with their Full Circle training methodology.
RECOGNITION GALA
AWARD WINNERS

Man of the Year
2016-2017, Ray Taylor
2015 – 2016, Rod Gilbert
2014 – 2015, Andy Fox
2013 – 2014, Randy Pentis & Denis Weber
2012 – 2013, Lee Ladd
2011 – 2012, Matt Lallo
2010 – 2011, Geoff Dean
2009 – 2010, Dr. Chris Kimball
2008 – 2009, Dennis Carpenter
2007 – 2008, Jim Friedl
2006 – 2007, Rick Lemmo
2005 – 2006, Robert Cabral
2004 – 2005, Larry Carignan
2003 – 2004, Keith Parks
2002 – 2003, Harry Selvin
2001 – 2002, Lyn Perry
2000 – 2001, Joe Paulucci
1999 – 2000, Robert Haaland
1998 – 1999, Frank Lussier
1997 – 1998, Rick Caruso
1994 – 1995, Tom Broughton
1993 – 1994, Dan Overton
1992 – 1993, Karsten Lundring
1989 – 1990, Chuck Cohen
1988 – 1989, Walt Schadle
1987 – 1988, John Crossman
1986 – 1987, Dennis Gillette
1985 – 1986, Hugo Roche
1984 – 1985, Dr. Mark Mathews
1983 – 1984, Fred Wilson
1982 – 1983, Joe Brown
1980 – 1981, David Irwin
1979 – 1980, Dr. Rayman Olsen
1978 – 1979, John Conlan
1977 – 1978, Alex Fiore
1976 – 1977, Earl Meek
1975 – 1976, Philip Ozab
1974 – 1975, Laurence Smith
1973 – 1974, George Engdahl
1972 – 1973, Cy Johnson
1970 – 1971, Eddie Allen
1969 – 1970, Dick Rosiejka
1968 – 1969, Dr. Cyril Anderson
1966 – 1967, John Montgomery
1965 – 1966, Fred Stannard
1964 – 1965, Dwight Hauser
1963 – 1964, Bruce Cameron

CHAIRMAN
OF THE BOARD

Greater Conejo Valley Chamber of Commerce
2017, Angel Robertson
2016, Matthew Midura
2015, Rick Lemmo
2014, Leonard Greenlee
2013, Kristen Davis
2012, John LaRocca
2011, Phil Koonce
2010, Pete Turpel

Conejo Valley Chamber of Commerce
1997 – 1998, Jerry Gross
1994 – 1995, Dennis Gilette
1993 – 1994, Gary Healthcote
1992 – 1993, Jill Lederer
1991 – 1992, W alt Schadle
1990 – 1991, Glenn Morris
1989 – 1990, Carol Larsen
1988 – 1989, Ike McDonald
1987 – 1988, Terry Moeler
1985 – 1986, Joan R. Young
1984 – 1985, Bill Peterson
1983 – 1984, Bill Hamm
1982 – 1983, George Gibb

Thousand Oaks – Westlake Village Regional Chamber of Commerce
2009, Madeline Hess
2008, Mark Jesse
2007, Ken Doyle
2006, John Dokken
2005, Judi Irwin
2004, Robert Cabral
2003, Susan Murata
2002, Rick Lemmo
2001, Lawrence Blonquist, Ph.D.
2000, Lawrence Blonquist, Ph.D.
1999, Larry Carignan

Westlake Village Chamber of Commerce
1998, Scott VandenBerg
1997, Lyn Perry
1996, Gwyn Petrick
1995, Richard Werner
1993 – 1994, David Melton
1992, David L. Ludwig
1991, Kris Carraway-Bowman
1990, Ward A. Fredricks
1989, James E. Emmons
1988, John Moyen
1987, Albert Simon
1986, Barbara J. Lindsay
1985 – 1986, Mary Elva Anderson
1984 – 1985, John M. Seal
1983, John M. Seal
1982, Stephen J. Fiske
1981, John M. Seal
1980, Herb Stout
1979, Barbara Schwartz
1979, Brian Collier
1978 – 1979, John Conlan
1977 – 1978, Alex Fiore
1976 – 1977, Earl Meek
1975 – 1976, Philip Ozab
1974 – 1975, Laurence Smith
1973 – 1974, George Engdahl
1972 – 1973, Cy Johnson
1970 – 1971, Eddie Allen
1969 – 1970, Dick Rosiejka
1968 – 1969, Dr. Cyril Anderson
1966 – 1967, John Montgomery
1965 – 1966, Fred Stannard
1964 – 1965, Dwight Hauser
1963 – 1964, Bruce Cameron

LEADERSHIP HISTORY
Chamber leadership from the beginning
**Woman of the Year**
2016-2017 - Natalie Mussi
2015 – 2016, Lynn Hogan
2014 – 2015, Karen Gabler
2012 – 2013, Eloise Cohen
2011 – 2012, Rosemary Licata
2010 – 2011, Patricia Jones
2009 – 2010, Janet Levett
2008 – 2009, Tammie Helmuth
2007 – 2008, Jacqui Irwin
2006 – 2007, Julia Ladd
2005 – 2006, Madeline Hess
2004 – 2005, Susan Murata
2003 – 2004, Amy Commans
2002 – 2003, Betty DeSantis
2001 – 2002, Kris Carraway Bowman
2000 – 2001, Dixie Vollmer
1999 – 2000, Pat Croner
1998 – 1999, Tammie Helmuth
1997 – 1998, Mary Eya Anderson
1996 – 1997, Maria Prescott
1995 – 1996, Helene Ross
1994 – 1995, Betsy Bourne
1993 – 1994, Daryl Reynolds
1992 – 1993, Virginia Davis
1990 – 1991, Dorothy Brockway
1989 – 1990, Jill Lederer
1988 – 1989, Carolyn Kopp
1987 – 1988, Betty Horner
1986 – 1987, Joan Young
1985 – 1986, Doris Rufener
1984 – 1985, Georgellen Hofhine
1983 – 1984, Marge Musick Wilson
1982 – 1983, Diana Malmquist
1981 – 1982, Carol Keochekian
1980 – 1981, Doris Granholm
1979 – 1980, Carol Stein
1978 – 1979, Marilyn Carpenter
1977 – 1978, Beth Needham
1976 – 1977, Marilyn Holt
1975 – 1976, Donna Fargo
1974 – 1975, Barbara Ashcraft
1973 – 1974, Wanda Musgraves
1972 – 1973, Frances Prince
1971 – 1972, Dora Pohl
1970 – 1971, Ginny Roach
1969 – 1970, Priscilla Rankin
1968 – 1969, Lloyd King
1967 – 1968, Karen Peterson
1966 – 1967, Lolla Toll
1965 – 1966, Joan Mc Gillis
1965 – 1966, Millie McGowan
1964 – 1965, Janet Rothchild

**Business of the Year**
2016 - 2017, Sports Academy
2015 – 2016, Daland Swim School
2014 – 2015, Shoppes at Westlake Village
2013 – 2014, Alcoa Fastening Systems
2012 – 2013, Baxter Healthcare
2011 – 2012, Conejo Deals
2010 – 2011, Wilshire Home Entertainment
2009 – 2010, The Oaks Shopping Center
2007 – 2008, Westlake Village Inn
2006 – 2007, Countrywide Financial Corp.
2004 – 2005, Domino’s Pizza

**Volunteer of the Year**
2016 - 2017, Felix Wang
2015 – 2016, Joe Joyce
2014 – 2015, Greg Milligan
2013 – 2014, Matthew Midura
2012 – 2013, Tania Garcia
2011 – 2012, Jerry Jayne
2010 – 2011, John P. Dilts, JD
2009 – 2010, Susan Engler
2008 – 2009, Phil Koonce
2007 – 2008, Madeline Hess
2006 – 2007, Susan Murata

**Nonprofit of the Year**
2016 – 2017, New West Symphony
2015 – 2016, Assistance League of Conejo Valley

**Ambassador of the Year**
2016 – 2017, Esther Bleuel
2015 – 2016, Janet Hartley
2014 – 2015, Dec Crawford
2013 – 2014, Lisa Oliver
2012 – 2013, Don Phillipson
2011 – 2012, Kim Woods
2010 – 2011, Jeff Sommer
2009 – 2010, Robert Crusoe
2008 – 2009, Chris Kulholff
2007 – 2008, John LaRocca
2006 – 2007, Paul Dryman

**Corporate Sponsor of the Year**
2016 -2017, The Oaks Shopping Center
2015 – 2016, Los Robles Hospital & Medical Center
2014 – 2015, Waste Management
2013 – 2014, Montecito Bank & Trust
2012 – 2013, Sheraton Agoura Hills
2011 – 2012, Silver Star Automotive Group
2010 – 2011, Four Seasons Hotel Westlake Village
2009 – 2010, Anthem Blue Cross
2007 – 2008, California Lutheran University
2006 – 2007, Mid-State Bank & Trust
Looking to the future.

The Greater Conejo Valley Chamber of Commerce continues to build towards a better community for all Conejo Valley businesses. Leveraging the success of 2017, we are confident of the Chamber’s strategic positioning and ability to lead the way in creating influential change in 2018 and beyond.