The Chamber was honored with its 11th consecutive President’s Circle award from CalChamber for excellence in business advocacy.
As the Greater Conejo Valley Chamber of Commerce marks our 80th 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 $2.6 million total budget (the largest in the Chamber’s history), a profitable bottom line, and our expanded professional team of 11 energetic staff members to serve you, 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 2018 and thank you for your part in it.

Chris Shaver
Chair, Greater Conejo Valley Chamber Board of Directors
Vice President, Shaver Automotive Group
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:

City of Thousand Oaks

City of Westlake Village

City of Agoura Hills
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, membership and professional team 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 2019, 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.

November 7, 2018 is now a date indelibly etched on the minds and hearts of all of us who love the Conejo Valley. As we continue to join together in the wake of the heartbreaking tragedies of the Borderline shootings and the Hill & Woolsey fires, our commitment is to support those who lost the most in every way possible. The Chamber’s donation of $50,000 to several non-profits supporting the victims was one we and our generous sponsors were proud to make but we know the losses and the pain suffered in these tragedies is incalculable and will continue over many lifetimes. We thank the heroes of those days with grateful hearts.

So as your Chamber moves into its 81st year, our Chamber team has grown to 11, 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 come on in for a visit. All are welcome here.

All my best,

Jill Lederer
President and CEO
Greater Conejo Valley Chamber of Commerce

“Champions, Catalysts and Conveners”
Thank you to our 2018 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 $286K+ in sponsorship revenue for the Chamber in 2018, an increase of 25% over 2017.
Thank you to our major sponsors:

**Advanced Business Innovations**

**Alexander J. Lopez**

**America’s Best Value Inn**

**Bank of America**

**Best Western Thousand Oaks Inn**

**California Lutheran University**

**Acorn Newspapers**

**The Oaks University**

**Pepperdine University**

**Chatsworth Products**

**San Fernando Valley Business Journal**

**Express Employment Professionals**

**California Commercial Investment Group, Inc.**

**CBC Federal Credit Union**

**CBRE**

**Cohen, Begun & Deck, LLP**

**Community West Bank**

**Harrison Industries**

**HUB International Insurance Services**

**Insperity**

**Los Angeles Rams**

**Pacific Western Bank**

**Palm Garden Hotel**

**PennyMac**

**PGA TOUR**

**Premier America Credit Union**

**Roadrunner Shuttle**

**Roadside Lumber & Hardware, Inc.**

**Sage Mountain Senior Living**

**Salem Media Group Los Angeles**

**Sheraton Agoura Hills**

**Spectrum Reach**

**Sports Academy Foundation**

**Hillcrest Financial Group of Thrivent Financial**

**UCLA Health**

**Ventura County Credit Union**

**Warner Pacific Insurance Services**

**Harrison Industries**

**HUB International Insurance Services**

**Insperity**

**Los Angeles Rams**

**Pacific Western Bank**

**Palm Garden Hotel**

**PennyMac**

**PGA TOUR**

**Premier America Credit Union**

**Roadrunner Shuttle**

**Roadside Lumber & Hardware, Inc.**

**Sage Mountain Senior Living**

**Salem Media Group Los Angeles**

**Sheraton Agoura Hills**

**Spectrum Reach**

**Sports Academy Foundation**

**Hillcrest Financial Group of Thrivent Financial**

**UCLA Health**

**Ventura County Credit Union**

**Warner Pacific Insurance Services**

**Harrison Industries**

**HUB International Insurance Services**

**Insperity**

**Los Angeles Rams**

**Pacific Western Bank**

**Palm Garden Hotel**

**PennyMac**

**PGA TOUR**

**Premier America Credit Union**

**Roadrunner Shuttle**

**Roadside Lumber & Hardware, Inc.**

**Sage Mountain Senior Living**

**Salem Media Group Los Angeles**

**Sheraton Agoura Hills**

**Spectrum Reach**

**Sports Academy Foundation**

**Hillcrest Financial Group of Thrivent Financial**

**UCLA Health**

**Ventura County Credit Union**

**Warner Pacific Insurance Services**
**2018 FISCAL YEAR HIGHLIGHTS**

**JAN 2018**
LAUNCH OF NEW CHAMBER WEBSITE
The Chamber launched a new custom website designed in partnership with Chambermaster that is fully mobile optimized.

**FEB 2018**
STATE OF THE UNIVERSITY – CALIFORNIA LUTHERAN UNIVERSITY
The Chamber partnered with California Lutheran University to produce the annual State of the University with keynote speaker Dr. Chris Kimball, benefiting the Greater Conejo Valley Community Foundation.

GREEN BUSINESS CERTIFICATION
The Chamber was re-certified as a Ventura County Green Business on February 8, 2018.

**MAR 2018**
CHAMBER CEO/ PRESIDENT RECOGNIZED AS WOMAN OF THE YEAR
California Assemblywoman Jacqui Irwin named Greater Conejo Valley Chamber of Commerce CEO/President, Jill Lederer the 2018 Assembly District 44 Woman of the Year.

AN EVENING IN WONDERLAND RECOGNITION GALA
The Recognition Gala was held at Calamigos Ranch honoring Outgoing Chair Angel Robertson, alongside seven category award winners with entertainment by illusionist Jason Latimer and over 325 guests in attendance.

**APR 2018**
40 UNDER FORTY
The third annual 40 Under Forty awards was held at the Canyon on April 25th to recognize 40 young professionals for their professional accomplishments, community involvement and vision for the future of Conejo Valley. Entrepreneur and CEO of R6S, Ash Sobhe, served as the Master of Ceremonies.

**MAY 2018**
PRESIDENT’S CIRCLE AWARD
The Chamber was honored with its 11th consecutive President’s Circle award from Cal Chamber for excellence in business advocacy.

LEADERSHIP CONEJO GRADUATION
Leadership Conejo graduated its 16th class at California Lutheran University.

WHERE IN CONEJO VALLEY ARE WE?
The Chamber launched “Where in the Conejo Valley Are We?” social media program to promote Chamber member businesses.

**JUN 2018**
REGIONAL ECONOMIC FORECAST
Jon Irwin, Chief Operating Officer of Ring served as the keynote speaker for the event followed by an economic forecast presentation by Dr. Matthew Fienup from California Lutheran University.
JUL 2018
CONEJOVIEW
The summer issue of ConejoView featured renderings of the first approved mixed-use project on Thousand Oaks Blvd. on the cover and marked the 5th anniversary of the magazine.

AUG 2018
OFFICE REMODEL
The Chamber office received a major remodel during the summer of 2018 with new flooring, window treatments and paint throughout the space. It also created two new work stations in addition to updated cabinets, counter surfaces and furniture in the staff/conference room.

CITY INTERNSHIP PROGRAM
Partnered with the City of Thousand Oaks for the fifth 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 2018
TOURISM RENEWAL
The Conejo Valley Tourism Improvement District 10-year renewal takes effect, which includes direct marketing campaigns for individual hotels.

OCT 2018
TOURISM DISTRICT
Visit Conejo Valley confirms sponsorship of the CLU Hospitality Management Program to train future industry workforce; purchasing the naming rights in the new CLU Management Building’s Collaborative Student Workspace.

CANDIDATES FORUM
The Chamber hosted a Candidates Forum for the T.O. City Council, the CVUSD Board of Education and the VCCCD Board of Trustees.

STATE OF THE CITY AGOURA HILLS
LA Rams broadcaster J.B. Long served as the event emcee with 200 business & community leaders in attendance. Mayor Bill Koehler recognized Murre Cleaners as Business of the Year.

NOV 2018
10th ANNUAL TASTE OF CONEJO – CANCELED
Over 100 participating businesses and 800+ guests were set to be part of the 10th Annual Taste of Conejo when the area was stuck by two back to back tragedies: the Borderline Shooting and the Woolsey/Hill wildfires. With the Four Seasons and most Conejo Valley residents under mandatory evacuation from the wildfires; the event was canceled. All of the event sponsors shifted their financial support to State of the City Thousand Oaks.

DEC 2018
STATE OF THE CITY THOUSAND OAKS
On December 11th, one month after the tragedies of November, Mayor Andy Fox addressed over 545 members of the business community at California Lutheran University. The Thousand Oaks Strong theme was weaved throughout the program including the Presentation of Colors by the Ventura County Sheriff & Fire Department Honor Guard. The Chamber also announced a $50,000 donation to support the long term recovery efforts at the event.
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 147 new members this past year, accounting for $79,376 in membership revenue with an overall revenue increase of $13K+. Our membership currently represents more than 35 industry categories, from sole proprietorships to large corporations.

**Renewing Members**
The Chamber saw an 2.8% increase in the number of renewals compared to 2017, which generated $8,089 in additional revenue. The total renewal revenue in 2017 totaled $286,575.

**New Businesses in 2018**

- 101 North Eatery & Bar
- Atara Biotherapeutics
- BMC Thousand Oaks
- Cake Monkey Bakery
- Dance Masters Ballroom
- Mejico Grill & Tequila Lounge
- OrangeTwist
- Sage Mountain Senior Living
Membership Engagement Program

In May 2018, the membership team started filming a weekly segment called “Where in Conejo Valley Are We?” that is posted on social media for followers to guess the name of the business they are visiting. A winner is randomly selected from the correct responses and they win a prize donated by the business.

The weekly videos had an average of 1,600 views.

28 Chambers businesses were featured in 2018 including:

- Orange Theory Fitness
- Sports Academy
- Vintage Grocers
- Hyatt Regency Westlake
- Jinky's Café
- Newberry Candy
- Message Heights
- Kirk Jewelers
- Fantastic Sams
- California Dance Theater
- XO Bloom
- Palm Garden Hotel
- Art Trek
- Cinepolis Luxury Cinemas Westlake Village
- Mouthful Eatery
- Conejo Valley Veterinary Hospital
- Office Evolution
- Alderman Busche Interiors
- Candu Graphics
- Uncle Af’s
- BMC
- Shelter Hope Pet Shop
- 14 Cannons
GROUPS & COMMITTEES

Chamber Ambassadors
PURPOSE: To welcome both current 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 to provide 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 21 and 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.
Community Outreach

Conejo Valley Relay for Life - May 19, 2018

Chamber staff and the Emerging Leaders participated in the 2018 Relay for Life by organizing team “Young Guns.” The team was represented all 24-hours of the fundraising event and raised funds towards the fight against cancer.

Emerging Leaders held a toy drive to collect donations for Wish Kid Zelaya who wanted to send toys to kids in Puerto Rico.

The Chamber staff sang in the annual Holiday Sing-A-Long at The Shoppes hosted by the City of Westlake Village.

The Emerging Leaders hosted a water station for the Great Race of Agoura Hills.

Chamber Staff and Emerging Leaders volunteered at the Los Angeles Rams Night for Wishes benefiting Make-A-Wish Tri-Counties on October 8th at North Ranch Country Club.
**MARKETING**

*ConejoView Magazine*

The combination of in-house advertising sales and increased distribution of 5,000 copies per quarter for the second year led to over $47K in advertising revenue, an increase of $9K from 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**

The Chamber increased our audience on Facebook by 12%, resulting in a total of 2,135 “likes” by the end of 2018. “Tell Me Something Good Tuesday” (#TMSGT) social media program continued to share good news from our Chamber members.

The Chamber also gained 180+ new followers on Twitter (1,680+ total), over 500+ new followers on Instagram (1,317 followers, 50% increase over 2017) and has attracted an audience on LinkedIn with 380+ followers.

**Website**

The Chamber’s website saw 133,704 page views from 35,023 unique visitors in 2018. Over 25% of users viewed the Chamber website on a mobile device, which led to the decision to create a new website optimized for mobile use which launched 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.

**700+ ATTENDEES**
Networking at Night Mixer Series

**900+ ATTENDEES**
Jump Start Networking Breakfast Series

**5,000+ ATTENDEES**
50+ events

**285+ ATTENDEES**
Recognition Gala

**545+ ATTENDEES**
State of the City Thousand Oaks

**175+ ATTENDEES**
State of the City Agoura Hills

**50+ RIBBON CUTTINGS**
The Greater Conejo Valley Chamber of Commerce produced its third annual 40 Under Forty awards on April 25, 2018 at the Canyon in Agoura Hills. The event honored 40 young professionals who are paving the way as pioneers, connectors and advocates for the Greater Conejo Valley community. Entrepreneur and CEO of R6S, Ash Sobhe, served as the Master of Ceremonies.
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 September 2018 Conejo Valley Tourism implemented a new strategy to help drive growth: direct funding of hotel marketing plans. We learned that while there are some marketing strategies that have been very successful while promoting as a regional entity, there is still a portion of the travel marketing that is best left to the individual hotels.

To that end, we have allowed the member hotels of Conejo Valley Tourism District to determine their own destiny and to create marketing programs tailored to fit what works for their specific hotel. Marketing is not a “one size fits all” strategy, and now our hotels have the ability to pursue individual marketing plans for their properties funded by Conejo Valley Tourism.

We also have completed a major update to our award-winning website at Conejo.com. Our website is in many ways our first impression to potential travelers, and we wanted that impression to be as state of the art and beautiful as the region it represents. The newly created Conejo.com is designed to work with all types of devices, from mobile phones to desktop computers and is visually stunning.

2018 Results
The hotels in the Conejo Valley Tourism Improvement District reported a revenue per available room (RevPAR) of $108.02 in 2018. This is an increase of 4.0 percent compared to 2017. This amounts to $75.7 million in CVTID hotel revenue in 2018.

The end of year numbers saw a boost from a windfall of increased demand related to the Woolsey Fire and Hill Fire. Q1 2019 is expected to show a similar increase in demand related to the cleanup efforts.
An example of new video assets collected for digital ad campaigns that showcases wine, food, arts, outdoor activities and wedding venues in Conejo Valley.

Samples from the Fall digital ad campaign.

Hotel representatives from Conejo Valley Tourism attended the Visit California Outlook Forum at Disneyland.

Conejo Valley Tourism hotels participated in collecting food for the 2nd annual Food Drive to support Manna Food Bank.

Example of social media post highlighting a user-submitted photo.
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 2018 the Foundation worked closely with our three cities and two local school districts during to continue programs that benefit the local community.

Principal for a Half Day
In partnership with Conejo Valley Unified School District, business professionals have 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 $10,000 in college scholarships to six local high school students through a competitive application and interview process. Winners were selected based upon their academics and work experience, with preference given to students who come from underrepresented minority communities.
- Two honorees received $2,500
- One honoree received $5,000

Grants Awarded
The foundation awarded 10 grants to local nonprofit organizations in 2018 totaling $13,750, nearly $10,000 more than 2017.
- American Heart Association - $1,250.00
- Community Conscience - $2,500.00
- Conejo Compassion Coalition - $500.00
- Boy Scouts of America - $500.00
- Cancer Support Community - $1,000.00
- Westminster Free Clinic - $1,500.00
- Hugh O'Brian Youth Leadership - $2,500.00
- United Way of Ventura County, Inc. - $1,500.00
- Play Conejo - $1,500.00
- Conejo/Las Virgenes Future Foundation - $1,000.00

Teacher of the Month Program
In partnership with Conejo Valley Unified School District, 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 one 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 2017-18 class partnered with For The Troops to send care packages to military service members on active duty overseas. By donating supplies and spending a Saturday putting packages together, the Leadership Conejo class was able to make almost 200 care packages.

State of the University California Lutheran University
The Chamber partnered with California Lutheran University to produce the second annual State of the University with keynote by Dr. Chris Kimball attended by over 125 guests, benefitting the Greater Conejo Valley Community Foundation.
Dr. Chris Kimball presented the keynote address at State of the University California Lutheran University on January 26, 2018.

Jeanine Grayson and Francine Sprigel, members of the Leadership Conejo Class assemble care packages for military service member as part of the Leadership Conejo Class Project in partnership with For The Troops.

The Education & Workforce Development Committee members recognize Stephenie Scott of Weathersfield Elementary as October 2018 Teacher of the Month.

Leadership Conejo Class at the new Ventura County Fire Station in Newbury Park.
Government & Policy

State of the City Agoura Hills

A crowd of over 175 guests gathered at The Agoura Hills Recreation and Event Center on Wednesday, October 24, 2018 to hear the address presented by Mayor Bill Koehler. The event was emceed by J.B. Long, Voice of the Los Angeles Rams and Mayor Koehler recognized Murre Cleaners as Business of the Year.

Following the Mayor’s address, Chair of the Board, Chris Shaver from Shaver Automotive provided a State of the Chamber address highlighting organizational accomplishments from 2018.

State of the City Thousand Oaks

Over 545 business and community leaders gathered for the State of the City Luncheon with the address presented by retiring Mayor Andy Fox at California Lutheran University on Tuesday, December 11, 2018 just over one month after the November back-to-back tragedies.

The Thousand Oaks Strong theme was weaved throughout the program including the Presentation of Colors by the Ventura County Sheriff Department and the Ventura County Fire Department Honor Guard while the Kingsman and Regals Quartets performed the National Anthem. In an emotional presentation, Dr. Chris Kimball, President of California Lutheran University presented Mayor Fox with a Presidential Medal of Honor for his 24 year of public service. In his remarks, the Mayor paid tribute to the victims of the Borderline shooting and those affected by the Woosley/Fire wildfires while commending their community response to these tragic events.

During the program, Chairman of the Board, Chris Shaver announced a $50,000 donation from the Chamber to support the long term recovery efforts of the Borderline shooting and wildfires at the event. The sponsorships for State of the City exceeded $150K with all of the sponsorship funds for Taste of Conejo shifting to this program generating over $55,000 in revenue.
The City of Agoura Hills leadership came out to support the ribbon cutting for Hatch Café & Market (left to right: Mayor Pro Tem Linda Northrup, Councilmember Illece Buckley Weber, Hatch owners Mark & Jordan La Valle, Mayor Bill Koehler and City Manager Greg Ramirez).


City of Westlake Village Councilmember Kelly Honig, Jill Lederer, Chamber CEO/President & 2018 Assembly District 44 Woman of the Year and Assemblymember Jacqui Irwin.

Agoura Hills Mayor William Koehler pictured with Darlene Geekie, owner of Veterinary Angels at her ribbon cutting event.

Ray Taylor, City Manager of Westlake Village embraces the Evening in Wonderland theme as a co-MC for the 2018 Recognition Gala.

Senator Henry Stern, Nikki Richardson from TOARTS and Thousand Oaks Police Chief Tim Hagel take part in the photo opp at the 2018 Recognition Gala.

Brad Halpren, City of Westlake Village Councilmember trades his Alice dress for a tux during the awards portion of the 2018 Recognition Gala.

City of Agoura Hills Mayor Pro Tem, Linda Northrup at Conejo Valley Relay for Life pictured with Chamber staff member Danielle Borja.

City of Thousand Oaks Mayor Andy Fox, Councilmember Joel Price and Councilmember Al Adam at the State of the City Address.
<table>
<thead>
<tr>
<th>BOARD OF DIRECTORS</th>
<th>2018 Chamber Leadership</th>
</tr>
</thead>
</table>

### Board of Directors

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Title/Company/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHAIR</td>
<td>Chris Shaver</td>
<td>Vice President, Shaver Automotive Group</td>
</tr>
<tr>
<td>CHAIR ELECT</td>
<td>Don Philipson</td>
<td>CEO, WSI ePro Marketing</td>
</tr>
<tr>
<td>SECRETARY</td>
<td>Lisa Shaw</td>
<td>Vice President, Publishing and Professional Learning, Corwin, A SAGE Company</td>
</tr>
<tr>
<td>CHAIR EMERITUS / TREASURER</td>
<td>Angel Robertson</td>
<td>Executive Assistant, Los Robles Hospital &amp; Medical Center</td>
</tr>
<tr>
<td>CHAIR</td>
<td>Dr. Chris Kimball</td>
<td>President, California Lutheran University</td>
</tr>
<tr>
<td>DIRECTORS AT LARGE</td>
<td>Alex Lopez</td>
<td>Chatsworth Products, Inc., Retired</td>
</tr>
<tr>
<td></td>
<td>Rick Lemmo</td>
<td>S. Vice President, Corporate Relations</td>
</tr>
<tr>
<td></td>
<td>Lydia Derian</td>
<td>Luxury Brand Consultant</td>
</tr>
<tr>
<td></td>
<td>Natalie Yanez</td>
<td>Community Development Manager, Ventura County Credit Union</td>
</tr>
<tr>
<td></td>
<td>Matt Wolff</td>
<td>President, Paramount Pictures</td>
</tr>
<tr>
<td></td>
<td>Scott Harris</td>
<td>President, Mustang Marketing</td>
</tr>
<tr>
<td></td>
<td>Jill Haney</td>
<td>VP/Branch Manager, Montecito Bank &amp; Trust</td>
</tr>
<tr>
<td></td>
<td>Kristen Davis</td>
<td>S. Manager of Corporate Communications, Amgen</td>
</tr>
<tr>
<td></td>
<td>Kelly Dickey</td>
<td>Department Administrator, Kaiser Permanente</td>
</tr>
<tr>
<td></td>
<td>Dr. Hannah Grossman</td>
<td>Chief Medical Officer, Los Robles Hospital &amp; Medical Center</td>
</tr>
<tr>
<td></td>
<td>Lyndsay Stier</td>
<td>Vice President, Marketing Communications, Amgen</td>
</tr>
<tr>
<td></td>
<td>Tim Heyler</td>
<td>President, The Coffee Bean</td>
</tr>
<tr>
<td></td>
<td>David Josker</td>
<td>Managing Director, CBRE</td>
</tr>
<tr>
<td></td>
<td>Dan Graham</td>
<td>Associate Director, Corporate Events &amp; Community Relations, SAGE Publishing</td>
</tr>
<tr>
<td></td>
<td>Ash Sobhe</td>
<td>CEO, R6S</td>
</tr>
<tr>
<td></td>
<td>Vijay Lala</td>
<td>SVP Home Loan Manager, Bank of America</td>
</tr>
<tr>
<td></td>
<td>Michelle Menzel</td>
<td>Associate Director of Advancement, Oaks Christian School</td>
</tr>
<tr>
<td></td>
<td>Owen Nostrant</td>
<td>Executive Director, Roadside Lumber &amp; Hardware, Inc.</td>
</tr>
<tr>
<td></td>
<td>Will North</td>
<td>Executive Director, 5 Star Theatricals</td>
</tr>
<tr>
<td></td>
<td>Elaine Salesweske</td>
<td>Director of Responsibility, Shire</td>
</tr>
<tr>
<td></td>
<td>Keith Sinclair</td>
<td>President/CEO, Sinclair Company</td>
</tr>
<tr>
<td></td>
<td>Kimberly Tharp</td>
<td>AVP, Community Banking Manager, Community West Bank</td>
</tr>
<tr>
<td></td>
<td>Dean Solomon</td>
<td>Associate, Hillcrest Financial Group of Thrivent Financial</td>
</tr>
<tr>
<td></td>
<td>Stephen Yeoh</td>
<td>President, Uniteee</td>
</tr>
</tbody>
</table>

**Board of Directors**

**CHAIR**
- Chris Shaver
  - Vice President
  - Shaver Automotive Group

**CHAIR EMERITUS / TREASURER**
- Angel Robertson
  - Executive Assistant
  - Los Robles Hospital & Medical Center

**CHAIR ELECT**
- Don Philipson
  - CEO
  - WSI ePro Marketing

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

**DIRECTORS AT LARGE**
- Alex Lopez
  - Chatsworth Products, Inc.
  - Retired
- Rick Lemmo
  - S. Vice President
  - Corporate Relations
- Dr. Chris Kimball
  - President
  - California Lutheran University
- Lydia Derian
  - Luxury Brand Consultant
- Natalie Yanez
  - Community Development Manager
  - Ventura County Credit Union
- Matt Wolff
  - President
  - Paramount Pictures
- Scott Harris
  - President
  - Mustang Marketing
- Jill Haney
  - VP/Branch Manager
  - Montecito Bank & Trust
- Kristen Davis
  - S. Manager of Corporate Communications
  - Amgen
- Kelly Dickey
  - Department Administrator
  - Kaiser Permanente
- Dr. Hannah Grossman
  - Chief Medical Officer
  - Los Robles Hospital & Medical Center
- Lyndsay Stier
  - Vice President
  - Marketing Communications
  - Amgen
- Tim Heyler
  - President
  - The Coffee Bean
- David Josker
  - Managing Director
  - CBRE
- Dan Graham
  - Associate Director
  - Corporate Events & Community Relations
  - SAGE Publishing
- Ash Sobhe
  - CEO
  - R6S
- Vijay Lala
  - SVP Home Loan Manager
  - Bank of America
- Michelle Menzel
  - Associate Director of Advancement
  - Oaks Christian School
- Owen Nostrant
  - Executive Director
  - Roadside Lumber & Hardware, Inc.
- Will North
  - Executive Director
  - 5 Star Theatricals
- Elaine Salesweske
  - Director of Responsibility
  - Shire
- Keith Sinclair
  - President/CEO
  - Sinclair Company
- Kimberly Tharp
  - AVP
  - Community Banking Manager
  - Community West Bank
- Dean Solomon
  - Associate
  - Hillcrest Financial Group
  - Thrivent Financial
- Stephen Yeoh
  - President
  - Uniteee
Greater Conejo Valley Chamber of Commerce
2018 Board of Directors
FINANCIAL & MEMBERSHIP

MEMBERSHIP COMPANIES BY NUMBER OF EMPLOYEES

- **Nonprofits**: 75
- **1 to 10**: 600
- **11 to 30**: 141
- **31 to 100**: 55
- **More than 100**: 41

**REVENUE**
- 13% Membership Income
- 13% Events/Sponsorships
- 4% Additional Programs
- 8% Government
- 3% Marketing & Communications
- 58% Tourism
- 1% General & Administrative

**EXPENSES**
- 6% Events/Sponsorship
- 3% Additional Programs
- 2% Marketing & Communications
- 48% Tourism
- 41% General Administrative

**FINANCE**
- **Revenue**: $2,900,915
- **Expenses**: $2,685,651

- 13% Membership Income
- 13% Events/Sponsorships
- 4% Additional Programs
- 8% Government
- 3% Marketing & Communications
- 58% Tourism
- 1% General & Administrative
## 2018 Budget

### REVENUE

<table>
<thead>
<tr>
<th></th>
<th>Chamber</th>
<th>Foundation</th>
<th>CVTID</th>
<th>Combined Chamber</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Income</td>
<td>$370,335</td>
<td>$370,335</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Events/Sponsorships</td>
<td>$137,650</td>
<td>$137,650</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional Programs</td>
<td>$43,000</td>
<td>$51,182</td>
<td>$94,182</td>
<td></td>
</tr>
<tr>
<td>Government</td>
<td>$240,687</td>
<td>$240,687</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing &amp; Communications</td>
<td>$38,040</td>
<td>$38,040</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tourism</td>
<td>$290,500</td>
<td>$1,425,000</td>
<td>$1,715,500</td>
<td>$2,611,394</td>
</tr>
<tr>
<td>Retail</td>
<td>$1,000</td>
<td>$1,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$14,000</td>
<td>$14,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$1,135,212</td>
<td>$51,182</td>
<td>$1,425,000</td>
<td>$2,611,394</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>Chamber</th>
<th>Foundation</th>
<th>CVTID</th>
<th>Combined Chamber</th>
</tr>
</thead>
<tbody>
<tr>
<td>Events/Sponsorships</td>
<td>$159,884</td>
<td>$50,435</td>
<td>$50,435</td>
<td></td>
</tr>
<tr>
<td>Additional Programs</td>
<td>$10,000</td>
<td>$10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing &amp; Communications</td>
<td>$1,418,550</td>
<td>$1,418,550</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tourism</td>
<td>$2,318</td>
<td>$2,318</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>$1,021,778</td>
<td>$1,021,778</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$1,101,189</td>
<td>$1,101,189</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$1,031,778</td>
<td>$50,435</td>
<td>$1,418,550</td>
<td>$2,500,763</td>
</tr>
</tbody>
</table>

### NET EXCESS

<table>
<thead>
<tr>
<th></th>
<th>Chamber</th>
<th>Foundation</th>
<th>CVTID</th>
<th>Combined Chamber</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET EXCESS</strong></td>
<td>$103,434</td>
<td>$747</td>
<td>$6,450</td>
<td>$110,631</td>
</tr>
<tr>
<td><strong>2018 BUDGET</strong></td>
<td>$1,135,212</td>
<td>$51,182</td>
<td>$1,425,000</td>
<td>$2,611,394</td>
</tr>
<tr>
<td><strong>2018 ACTUALS</strong></td>
<td>$1,431,839</td>
<td>$61,684</td>
<td>$1,407,392</td>
<td>$2,900,915</td>
</tr>
</tbody>
</table>
2018 Recognition Gala

The Recognition Gala was held at the Calamigos Ranch with entertainment by illusionist Jason Latimer and over 275 guests in attendance.

Outgoing Chair
Angel Robertson
Executive Assistant, Los Robles Hospital & Medical Center

Under Angel’s leadership in 2018, the Chamber experienced unprecedented success and growth while earning its 9th consecutive President’s Circle Award from CalChamber. The Conejo Valley Tourism Improvement District was renewed for 10 years and a new website created to reflect the organizations current branding with mobile optimization.

Ambassador of the Year
Michael Reardon
Palm Garden Hotel

As an active ambassador since 2015, Michael continually goes above and beyond to support Chamber members while making beneficial connection for our community members. Outside of the Ambassadors, he is part of the Leadership Team for the Chamber’s young professionals group, Emerging Leaders, currently serves as Secretary for the Conejo Valley Tourism Improvement District and owner of the semi-professional football team the 805 Bears.

Volunteer of the Year
Fran Brough
Community Conscience

As a retired teacher, Fran Brough has volunteered for decades and became deeply involved with quality of life issue in our region. Her willingness to take the helm of volunteer leadership roles in organizations like Conejo / Las Virgenes Future Foundation, the California Museum of Art Thousand Oaks and Community Conscience, make her an invaluable member of the community. She brings a positive, hardworking and problem solving spirit.

Corporate Sponsor of the Year
Chatsworth Products, Inc.

As an employee-owned technology company with offices spread out over the globe, Chatsworth Products is headquartered in Agoura Hills and a role model for corporate citizenship full integrated into the community they call home. As member of the Chairman’s Club program, they support the Chamber and other organization with their time, skills and sponsorships.
Nonprofit of the Year

*Thousand Oaks Boulevard Association*

Formed over 20 years ago, the Thousand Oaks Boulevard Association is comprised of collaborative visionary property owners along Thousand Oaks Boulevard. This nonprofit group has worked to create the best use for the community by providing a new kind of housing, business and living space that will become our downtown and in essence, the “front lawn” of the City of Thousand Oaks.

Man of the Year

*Haider Alawami*

*Economic Development Manager, City of Thousand Oaks*

Haider is dedicated to helping businesses solve their problems and after 25 year with the City of Thousand Oaks; he took on the challenges of economic development with outstanding results. He used his expertise to guide the innovation and progress of the rebirth of Thousand Oaks Boulevard towards a millennial friendly, walkable downtown that our employers and residents can embrace in the future.

Woman of the Year

*Dianne McKay*

*President, Mustang Marketing*

Dianne is a nonprofit leader, trustee of the VCCCD and President of Mustang Marketing. She is one of the strongest voices for the importance of continuing education and has provided more than 25 years of volunteer service in the education sector. She has run local organization like the PTA and District Advisory Council, founded and served as president for the Conejo Schools Foundation and served on the Dean’s Council at CLU.

Business of the Year

*Ventura County Credit Union*

Ventura County Credit Union is the largest credit union in the region with over 85,000 members. Their Foundation is a steadfast support of the nonprofit community bridging the gap for thousands of people impacted by unfilled needs. In, 2017 alone, this organization participated in more than 500 community events and their employees participate on 30 volunteer boards and donate upwards of 750 volunteer hours to local nonprofits.
### Chamber Leadership History

#### Greater Conejo Valley Chamber of Commerce
- 2018, Chris Shaver
- 2017, Angel Robertson
- 2016, Matthew Midura
- 2015, Rick Lemmo
- 2014, Leonard Greenlee
- 2013, Kristen Davis
- 2012, John LaRocca
- 2011, Phil Koonce
- 2010, Pete Turpel
- 1997 – 1998, Jerry Gross
- 1994 – 1995, Dennis Gillette
- 1993 – 1994, Gary Healthcote
- 1990 – 1991, Glenn Morris
- 1989 – 1990, Carol Larsen
- 1988 – 1989, Ike McDonald
- 1987 – 1988, Terry Moeder
- 1985 – 1986, Joan R. Young
- 1984 – 1985, Bill Peterson
- 1983 – 1984, Bill Hamm
- 1982 – 1983, George Gibb
- 1980 – 1981, Dan Overton
- 1979 – 1980, Earl Meck
- 1978 – 1979, Dodd Leahe
- 1977 – 1978, Hugo Roche
- 1976 – 1977, Waren Sparks
- 1975 – 1976, Daniel Friedman
- 1974 – 1975, Jim Ackroyd
- 1972 – 1973, Philip Ozab
- 1971, Leonard Alexander
- 1970, Fred Raio
- 1969, Milton Towle
- 1968, Dick Rosiejka
- 1967, Ban Cranmer
- 1966, Jim Quin
- 1965, Rex Fairless
- 1964 – 1964, Fred Stannard
- 1962, Leo Gold
- 1961, Marvin Burow
- 1960, Paul Noel

#### Conejo Valley Chamber of Commerce

#### 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
- 1984 – 1985, Mary Elva Anderson
- 1983, John M. Seal
- 1982, Stephen J. Fiske
- 1981, John M. Seal
- 1980, Herb Stout
- 1979, Barbara Schwartz
- 1979, Brian Collier

#### RECOGNITION GALA AWARD WINNERS

**Man of the Year**
- 2017 – 2018, Haider Alawami
- 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
- 2000 – 2001, Joe Paulucci
- 1999 – 2000, Robert Haaland
- 1997 – 1998, Frank Lussier
- 1996 – 1997, Rick Caruso
- 1993 – 1994, Dan Overton
- 1989 – 1990, Chuck Cohen
- 1986 – 1987, Dennis Gillette
- 1985 – 1986, Hugo Roche
- 1984 – 1985, Dr. Mark Mathews
- 1983 – 1984, Fred Wilson
- 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
- 1972 – 1973, Cy Johnson
- 1968 – 1969, Dr. Cyril Anderson
- 1965 – 1966, Fred Stannard
- 1964 – 1965, Dwight Hauser
- 1963 – 1964, Bruce Cameron
**Woman of the Year**

2017 – 2018, Dianne McKay
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 Levet
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 E. 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 Knochekian
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 McGillis
1965 – Millie McGowan
1964 – 1965, Janet Rothchild

**Business of the Year**

2017 – 2018, Ventura County Credit Union
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, Domino's Pizza

**Volunteer of the Year**

2017 – 2018, Fran Brough
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**

2017 – 2018, Thousand Oaks Boulevard Association
2016 – 2017, New West Symphony
2015 – 2016, Assistance League of Conejo Valley

**Ambassador of the Year**

2017 – 2018, Michael Reardon
2016 – 2017, Esther Bleuel

**Corporate Sponsor of the Year**

2017 – 2018, Chatsworth Products, Inc
2016 – 2017, The Oaks Shopping Center
Looking to the future.

After facing unthinkable events in November 2018, we stand as a business community united and are committed to being part of the long term recovery efforts. The Chamber remains confident in its strategic positioning and ability to lead the way in creating influential change in 2019 and beyond.