EXECUTIVE CHAMBER BOARD

Don Philippson, WSI ePro Marketing (Chair); Tom Cohen, Cohen, Begun & Deck, LLP (Chair Elect 2020), Natalie Yanez, eXp Realty (Chair Elect 2021), Rick Lemmo, Caruso (Chair Emeritus 2012/2016), Kristen Davis, Amgen (Chair Emeritus 2013), Jill Haney, Montecito Bank & Trust (Treasurer), Matt Midura (Secretary/Chair Emeritus 2016), Lisa Safacinili, Westminster Free Clinic, Jill Lederer, Greater Conejo Valley Chamber.
As the Greater Conejo Valley Chamber of Commerce marks our 81st anniversary, this Annual Report celebrates another successful year in our history.

By any measure, your Chamber is on mission in strategically leading the economic success of the Greater Conejo Valley region. With a $2.6 million total budget (the largest in the Chamber’s history), a profitable bottom line, your Chamber is poised to create ever-greater opportunities for you to engage, lead and proper.

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 2019 and thank you for your part in it.

Don Phillipson
Chair, Greater Conejo Valley Chamber Board of Directors
Owner, WSI eProMarketing

“Leading the Way”
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.

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.
As the Greater Conejo Valley Chamber of Commerce marks our 81st anniversary, this Annual Report celebrates our Chamber’s success as a 3C Chamber focused on being a Catalyst for business growth, Convener of leaders & influencers and a Champion for a stronger community.

The Chamber produced a sold-out Taste of Conejo with 1,200 in attendance, hosted the largest Leadership Conejo cohort in history and had record breaking revenue for State of the City Agoura Hills. We also supported our businesses and community-at-large through a year of recovery after the Borderline Shooting and Hill/Woosley wildfires of 2018 donating $20,000 to several non-profits with a focus on mental health services.

The Chamber remains passionately committed to continuing the impossible-to-separate quality of life and economic success of our region, in 2020, we will maintain our laser focus on advocacy for a better regulatory environment, job creation and the approval of additional local housing.

The year closed with my retirement announcement after 11 years as President/CEO of this organization; naming senior staff member Danielle Borja as my successor.

It is with great pride, a few tears and tremulous appreciation that I write my final President’s Message.

All my best,

Jill Lederer
President and CEO
Greater Conejo Valley Chamber of Commerce

“Lifting Up our Business Community”
Thank you to our 2019 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 $287K+ in sponsorship revenue for the Chamber in 2019, a $1,500+ increase from 2018. The Chamber’s goal was to sustain those 2018 sponsorship levels coming off a 25% increase in 2018 due to the increased sponsorship support from the Borderline Tragedy and Woosley/Hill wildfires events.
2019 FISCAL YEAR HIGHLIGHTS

JAN 2019
FAM TOUR IN RESPONSE TO WILDFIRES
Visit Conejo Valley organized a familiarization tour and invited social media influencers to see Conejo Valley in response to the Woolsey Fire.

FEB 2019
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.

MAR 2019
AN EVENING WITH THE BEATLES RECOGNITION GALA
The Recognition Gala was held at the Hyatt Regency Westlake honoring Outgoing Chair Chris Shaver, alongside seven category award winners. Patrick Cassidy served as the MC and the event featured live entertainment by 5-Star Theatricals and a Beatles cover band with over 325 guests in attendance.

APR 2019
EMERGING LEADERS
The Chamber’s young professionals group, Emerging Leaders, volunteered at the Great Race of Agoura Hills and hosted a group outing to a Dodger game.

MAY 2019
40 UNDER FORTY
The fourth annual 40 Under Forty awards was held at the Canyon on May 2nd to recognize 40 young professionals for their professional accomplishments and community involvement. Senator Henry Stern served as the Master of Ceremonies for the awards program.

PRESIDENT’S CIRCLE AWARD
The Chamber was honored with its 12th consecutive President’s Circle award from CalChamber for excellence in business advocacy.

LEADERSHIP CONEJO GRADUATION
Leadership Conejo graduated its 17th class at California Lutheran University.

JUN 2019
REGIONAL ECONOMIC FORECAST
Kristin Decas, CEO & Director for the Port of Hueneme, served as the keynote speaker for the event on June 21st at the Sheraton Agoura Hills followed by an economic forecast presentation by Dr. Matthew Fienup from California Lutheran University.

2019 FISCAL YEAR HIGHLIGHTS

FISCAL YEAR HIGHLIGHTS 2019 Schedule
<table>
<thead>
<tr>
<th>JUL 2019</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CONEJOVIEW MAGAZINE</strong></td>
<td>The cover story for the summer issue focused on green energy with the commercial rollout of the Clean Power Alliance.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>AUG 2019</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WESTLAKE VILLAGE BUSINESS SURVEY</strong></td>
<td>The Westlake Village Business Survey was conducted to assess the attitudes of local business owners and their thoughts on the health of the local economy.</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>SEPT 2019</th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>GENERAL PLAN UPDATE</strong></td>
<td>Business leaders from the Chamber participated in the Thousand Oaks 2045 General Plan Update kickoff community forum to ensure that the future of Thousand Oaks is pro-business.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OCT 2019</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STATE OF THE CITY AGOURA HILLS</strong></td>
<td>Los Angeles Rams sports broadcaster J.B. Long served as the emcee for the sold out event with 200 business &amp; community leaders in attendance on October 23rd. Mayor Linda Northrup’s theme for address was Response – Recovery – Resiliency as Agoura Hills navigated through the first year of the Woolsey Fire recovery. The city also recognized Hatch Café &amp; Eatery as Business of the Year.</td>
</tr>
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<thead>
<tr>
<th>NOV 2019</th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>10th ANNUAL TASTE OF CONEJO</strong></td>
<td>For the first time, Taste of Conejo was officially sold out with 1,200 guests in attendance. Over 100 participating businesses were part of the evening sampling a wide variety of food, wine, beer and spirits. Guests were greeted with martini tastings served from an ice luge and live entertainment came in the form of flair bartenders from The Flair Project.</td>
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<thead>
<tr>
<th>DEC 2019</th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>STATE OF THE CITY THOUSAND OAKS</strong></td>
<td>On December 3rd, Mayor McCoy addressed over 450 members of the business community at California Lutheran University. The Chamber also made a $20,000 donation from event revenues to support the long term recovery efforts of the Borderline Shooting and Hill / Woolsey Wildfires of 2018 with a focus on mental health services.</td>
</tr>
</tbody>
</table>
MEMBERSHIP & RENEWALS

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

New Members

We welcomed 166 new members this past year, accounting for $74,328 in membership revenue with an overall revenue decrease of $5,048 compared to 2018. Our membership currently represents more than 30 industry categories, from sole proprietorships to large corporations.

Renewing Members

The Chamber generated $260,086.00 in membership renewal, which was down by $26,488.50 compared to 2018. The total renewal revenue in 2018 totaled $286,574.50. The loss of revenue was reflected in two main categories; over 20 businesses closing during 2019 and over 30 businesses not renewing due to financial concerns.

New Businesses in 2019
Membership Engagement Program

The membership team filmed 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 were boosted on our Facebook page and had an average of 1,800 views.

18 Chambers businesses were featured in 2019 including:

101 North Eatery & Bar
Andorra Apartments
Dream Dinners
Brendan’s Irish Pub
Code Ninja
Conejo Awards

Gotcha Covered
Gymboree Play & Music
Hatch Café & Market
La Femme Medical Clinic
Lemonade Restaurant
Luxe Medical Spa

Mejico Grill & Tequila Lounge
Pepperdine Graziadio Business School
Shonen Beauty
Smash RX
Sycamore Canyon School
Yarrow Family YMCA

101 North Eatery & Bar
Code Ninja
Mejico Grill & Tequila Lounge
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. The group is open to all professionals between the ages 21 and 39; Chamber membership is not required to participate.

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

The Chamber had a booth at the Thousand Oaks Rotary Street Fair and participated in prize giveaways, fun activities, and educating the public on Chamber offerings.

Chamber staff sang their hearts out at the 4th Annual Holiday Sing-A-Long at the Shoppes at Westlake Village hosted by the City of Westlake Village.

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

The combination of in-house advertising sales and increased distribution of 5,000 copies per quarter, led to over $30K in advertising revenue, a decrease of $13K from 2018 due to downsizing from four issues to three for the year. 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 13%, resulting in a total of 2,473 "likes" by the end of 2019. “Tell Me Something Good Tuesday” (#TMSGT) social media program continued to share good news from our Chamber members.

The Chamber also gained 81+ new followers on Twitter (1,761+ total), over 100+ new followers on Instagram (1,417 followers) and has attracted an audience on LinkedIn with 400+ followers.

**Website**

The Chamber’s website saw 160,861 page views from 48,168 unique visitors in 2019. Over 25% of users viewed the Chamber website on a mobile device with an average time spent of 2 minutes per session.

**Media Partnerships**

The Chamber has media partnerships with The Acorn Newspaper and San Fernando Valley 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.
The new Chamber website incorporates video representing different parts of the Conejo Valley region and fully mobile optimized with LiveChat capabilities.
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.

- **Programs & Events**
  - **5,000+ Attendees**
    - 50+ events
  - **500+ Attendees**
    - Networking at Night Mixer Series
  - **745+ Attendees**
    - Jump Start Networking Breakfast Series
  - **175+ Attendees**
    - State of the City Agoura Hills
  - **460+ Attendees**
    - State of the City Thousand Oaks
  - **45 Ribbon Cuttings**
  - **325+ Attendees**
    - Recognition Gala
The Greater Conejo Valley Chamber of Commerce produced its fourth annual 40 Under Forty awards on May 2, 2019 at the Canyon Club 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. Senator Henry Stern served as the Master of Ceremonies.

40 Under Forty Honorees

Alex Villafuerte, Regus Westlake Village
Amber Coleman, M.D., Anesthesiologist
Andrew Mooney, Conejo Recreation and Park District
Anthony Occhipinti, Ventura County Fire Department
Brianna Battles, Pregnancy and Postpartum Athleticism
Caitlin Pich, Elysian Media Group
Christine Trunick, American Cancer Society
Colin Doyle, Doyle Tax Corp
Cordelia Miller, Art Trek
Danielle Barraza, Hyatt Regency Westlake
Dawn Megli-Thuna, Acorn Newspapers
Ekta Kumar, Psy.D., California Lutheran University
Eric Widmer, Peak Surveys Inc.
Garrett Crawford, City of Thousand Oaks
Hayley Penrose, Office Evolution
Iris Van Dyke, LVUSD, White Oak Elementary School
Jacqueline Kerns, Four Seasons Hotel Westlake Village
Jenny Fitzgerald, CVUSD School Board Trustee
Jeremy Wolf, State Senator Henry Stern’s Office
Jessica Arden, City of Westlake Village
Jessica Lancaster, Homewood Suites by Hilton Agoura Hills
Joe Markiewicz, Coldwell Banker
Johnathan Franklin, Los Angeles Rams
Julian Espinosa, Papi Digital
Kathryn Clunen, Esq., Dion Law Group
Lauren Shaffer, Hair Impressions / Conejo Community Outreach
Lindsay Samaniego, California Lutheran University
Mackenzie Spears, Ventura County Sheriff’s Office
Manny Bujold, Agoura Hills World Champion Karate
Marissa Buss, Pinnacle Estate Properties Inc. / The Tooth Fairy Box
Mayra R. Garcia, Express Employment Professionals
Na Shen, M.D., UCLA Health
Nimira Alibhoy, D.C., Upper Cervical Chiropractor
Philippe Eskandar, City of Westlake Village
Rudy Davila, Palm Garden Hotel
Sarah Buxbaum, Celebrate with Sarah
Shannon Baranski, Sequoia M.S., Conejo Valley U.S.D.
Tim Velasquez, Keller Williams Realty World Class
Tracie Karasik, TLKmultimedia
Weston Valdillez, Ventura County Fire Department
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 late 2018, Conejo Valley Tourism underwent a unique chain of events, leading to a pivot in our original marketing plan leading into 2019.

In the following weeks in November 2018, occupancy fell due to evacuation orders in place for some neighborhoods. However, our hotels saw an increase in occupancy in the months following the Woolsey Fire trickling into 2019 because of the need from firefighters and other first responders.

Conejo Valley Tourism also created new digital assets by including more photos of the surrounding attractions near our hotels that would be later used throughout our website and other digital ad campaigns.

2019 Results
The hotels in the Conejo Valley Tourism Improvement District reported a revenue per available room (RevPAR) of $108.02 in 2019. This is an increase of 2.1 percent compared to 2018. This amounts to $77.3 million in CVTID hotel revenue in 2019.

CONEJO VALLEY TOURISM IMPROVEMENT DISTRICT
Now that you’re seeing for yourself how Conejo Valley is conveniently located away from the hustle and bustle of L.A., it’s the perfect time to extend your trip. Experience endless outdoor adventure where sunny beach vibes meet stunning mountain landscapes. From hiking and biking to horseback riding and golfing, there are so many open spaces and open attractions to explore.

See the adventurous side of Southern California – stay and play in Conejo Valley!
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 2019 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 have the opportunity to shadow a school principal for the morning and then participants come together for lunch and hear a presentation by the district’s superintendent.

**State of the University California Lutheran University**
The Chamber partnered with California Lutheran University to produce the third annual State of the University with a keynote by Dr. Chris Kimball attended with over 125 guests, benefiting the Greater Conejo Valley Community Foundation.

**College Scholarships**
The foundation awarded $22,000 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.
- Four students received scholarships for the amount of $5,000
- Two students received scholarships for the amount of $1,000

**Grants Awarded**
The foundation awarded 9 grants to local nonprofit organizations in 2019 totaling $15,000.
- Hugh O’Brian Youth Leadership - $2,500.00
- Conejo Compassion Coalition - $1,000.00
- United Way of Ventura County, Inc. - $1,000.00
- Community Conscience - $2,500.00
- Hugh O’Brian Youth Leadership - $1,500.00
- Special Olympics Southern California - $2,000.00
- Santa Monica Fund - $500.00
- The Little Angels Project - $2,500.00
- Conejo Valley YMCA - $1,500.00

**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**
Thirty-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; an all-time high. In addition to the monthly program, the 2018-2019 class partnered with Conejo Recreation & Park District for a trail clean-up, where class members took to Sapwi Trails Community Park and cleared large weeds, picked up trash in high-traffic trail areas, and used shovels to restore paths that required maintenance.
Leadership Conejo Class getting their workout on at Mamba Sports Academy during a drill led by a Sports Academy coach.

Dr. Chris Kimball presented the keynote address at State of the University California Lutheran University on February 1, 2019.

Leadership Conejo Class cleaning up Sapwi Trails Community Park in partnership with Conejo Recreation and Park District.

Education Committee acknowledging Christine Creekbaum as the 2019 February Teacher of the Month.
State of the City Agoura Hills

A crowd of over 175 guests gathered at The Agoura Hills Recreation and Event Center on Wednesday, October 23, 2019 to hear the address presented by Mayor Linda Northrup. The event was emceed by J.B. Long, Voice of the Los Angeles Rams and Mayor Northrup recognized Hatch Cafe & Market as Business of the Year.

Following the Mayor’s address, Chair of the Board, Don Philipson of WSI ePro Marketing provided a State of the Chamber address highlighting organizational accomplishments from 2019.

State of the City Thousand Oaks

Over 500 business and community leaders gathered for the State of the City Luncheon with the address presented by Mayor Rob McCoy at California Lutheran University on Tuesday, December 3, 2019.

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 his remarks, Mayor Rob McCoy spoke on the theme of community recovery.
Senator Henry Stern (Left) with President/CEO Jill Lederer (Right) at the 40 Under Forty Awards Ceremony.

Legislative Roundtable Meeting featuring Congresswoman Julia Brownley and Executive Director of the U.S. Chamber of Commerce’s Western Regional Office, Jennings Imel.

Local Economist Matthew Fienup, Assemblymember Jacqui Irwin, and Port of Hueneme CEO Kristin Decas posed at the 2019 Regional Economic Forecast.

Retired Police Chief Tim Hagel being recognized by Mayor Rob McCoy at State of the City Thousand Oaks.

Rod Gilbert of CLU Board of Regents, President Chris Kimball, and City Manager for the City of Thousand Oaks Andrew Powers at the 2019 State of the City Thousand Oaks.

Agoura Hills City Councilmembers at State of the City Agoura Hills.
## Board of Directors

### CHAIR

**Don Phillipson**  
CEO  
WSI ePro Marketing

### CHAIR ELECT

**Tom Cohen**  
Partner  
Cohen Begun & Deck, LLP

### CHAIR EMERITUS / SECRETARY

**Matt Midura**  
Associate VP for Integrated Marketing and Communications  
Pepperdine University

### TREASURER

**Jill Haney**  
VP/Branch Manager  
Montecito Bank & Trust

### DIRECTORS AT LARGE / CHAIR EMERITI

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Position</th>
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<tbody>
<tr>
<td>Adam Antoniskis</td>
<td>Sr. Manager, Property Management</td>
<td>The Oaks Shopping Center</td>
</tr>
<tr>
<td>David Barnett</td>
<td>Sr. Manager, Director of Sales and Marketing</td>
<td>Hyatt Westlake</td>
</tr>
<tr>
<td>Steve Bertram</td>
<td>Senior Vice President, Global Human Resources</td>
<td>Atara Biotherapeutics</td>
</tr>
<tr>
<td>Patrick Cassidy</td>
<td>5 Star Theatricals</td>
<td></td>
</tr>
<tr>
<td>Monique Corridori</td>
<td>Director, Professional Learning Services, Product &amp; Business Mgr.</td>
<td>Corwin, A SAGE Company</td>
</tr>
<tr>
<td>Lydia Derian</td>
<td>Your Luxury Brand Consultant</td>
<td></td>
</tr>
<tr>
<td>Jonathan Franklin</td>
<td>Community Affairs &amp; Engagement</td>
<td>Los Angeles Rams</td>
</tr>
<tr>
<td>Eva Gomez</td>
<td>Director of Annual Giving &amp; Special Gifts</td>
<td>California State University, Channel Islands</td>
</tr>
<tr>
<td>Dr. Hannah Grossman</td>
<td>Los Robles Hospital &amp; Medical Center</td>
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<tr>
<td>Scott Harris</td>
<td>President</td>
<td>Mustang Marketing</td>
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<tr>
<td>Aaron Kitzman</td>
<td>Vice President of Adult Programs</td>
<td>Villa Esperanza Services</td>
</tr>
<tr>
<td>Javier LaFianza</td>
<td>CEO</td>
<td>Hugh O’Brian Youth Leadership</td>
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### DIRECTORS AT LARGE

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lisa Safaeinelli</td>
<td>Executive Director</td>
<td>Westminster Free Clinic</td>
</tr>
<tr>
<td>Natalie Yanez</td>
<td>Community Development Manager</td>
<td>Ventura County Credit Union</td>
</tr>
</tbody>
</table>

### PRESIDENT/CEO

**Jill Lederer**  
President & CEO  
Greater Conejo Valley Chamber of Commerce

**William Koehler**  
Attorney at Law  
Law Offices of William D. Koehler

**Mark LaValle**  
Owner  
Hatch Cafe & Market

**Michelle Menzel**  
VP Marketing  
GreatWay Roofing Company, Inc.

**Douglas Messner**  
Branch Manager - Vice President  
Ameriprise Financial

**Eddie Moore**  
Chief Development Officer  
Oaks Christian School

**Ed Sahakian**  
Chief Lending Officer  
Ventura County Credit Union

**Elaine Salewski**  
Director of Responsibility  
Takeda Pharmaceutical Company

**Candice Shehorn**  
Owner  
KeyPointe Asset Management, Inc.

**Kimberly Tharpe**  
AVP, Community Banking Manager  
Community West Bank

**Ryan Van Ommeren**  
AVP of Planning and Services  
California Lutheran University

**Felix Wang**  
General Manager  
Best Western Plus Thousand Oaks Inn

**Joe Weber**  
Area Vice President, Sales  
Chatsworth Products

**Stephen Yeoh**  
Speaker, Author, Coach  
Un1tee
Thank you for your service

Greater Conejo Valley Chamber of Commerce
2019 Board of Directors
FINANCIAL & MEMBERSHIP

Membership by the numbers

**REVENUE**
$3,105,250

- 11% Membership Income
- 14% Events/Sponsorships
- 5% Additional Programs
- 8% Government
- 3% Marketing & Communications
- 58% Tourism
- 1% General & Administrative

**EXPENSES**
$3,155,462

- 6% Events/Sponsorship
- 3% Additional Programs
- 2% Marketing & Communications
- 47% Tourism
- 42% General Administrative

GREATER CONEOJO VALLEY CHAMBER OF COMMERCE

Conejo Valley
## 2019 Budget

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>2019 BUDGET</th>
<th>2019 ACTUALS</th>
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<tbody>
<tr>
<td></td>
<td>Chamber</td>
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<tr>
<td>Membership Income</td>
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<tr>
<td>Events/Sponsorships</td>
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<tr>
<td>Additional Programs</td>
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<td>Government</td>
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<tr>
<td>Marketing &amp; Communications</td>
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<td>Tourism</td>
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<td>Retail</td>
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<td>General &amp; Administrative</td>
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<td>TOTAL REVENUE</td>
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<th>EXPENSES</th>
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<th>2019 ACTUALS</th>
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<td>Marketing &amp; Communications</td>
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<td>Tourism</td>
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<td>$1,444,100</td>
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<tr>
<td>Retail</td>
<td>$2,009</td>
<td></td>
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<tr>
<td>General &amp; Administrative</td>
<td>$1,079,183</td>
<td>$1,079,183</td>
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<tr>
<td>TOTAL EXPENSES</td>
<td>$1,089,183</td>
<td>$59,375</td>
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<tr>
<td>NET EXCESS</td>
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<td>$1,206</td>
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<table>
<thead>
<tr>
<th>REVENUE</th>
<th>2019 BUDGET</th>
<th>2019 ACTUALS</th>
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<tbody>
<tr>
<td></td>
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<td>Foundation</td>
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<td>Membership Income</td>
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<td>Events/Sponsorships</td>
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<td>Additional Programs</td>
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<td>Government</td>
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<tr>
<td>General &amp; Administrative</td>
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<td>TOTAL REVENUE</td>
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<table>
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<th>EXPENSES</th>
<th>2019 BUDGET</th>
<th>2019 ACTUALS</th>
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<td>Chamber</td>
<td>Foundation</td>
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<tr>
<td>Events/Sponsorships</td>
<td>$198,207</td>
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<tr>
<td>Additional Programs</td>
<td>$59,375</td>
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<td>Marketing &amp; Communications</td>
<td>$10,000</td>
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<tr>
<td>Tourism</td>
<td>$1,444,100</td>
<td>$1,444,100</td>
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<tr>
<td>Retail</td>
<td>$2,009</td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$1,079,183</td>
<td>$1,079,183</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$1,089,183</td>
<td>$59,375</td>
</tr>
<tr>
<td>NET EXCESS</td>
<td>$113,022</td>
<td>$1,206</td>
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</table>
2019 Recognition Gala

The Recognition Gala was held at the Hyatt Regency Westlake with Beatles-Themed Live Entertainment and over 300 guests in attendance.

Outgoing Chair - Chris Shaver
Vice President, Shaver Automotive Group

Presiding over record membership numbers and leading the Chamber response to the dark days of November Chris brought humor, business sense and kindness to every aspect of the Chamber. Attending nearly every ribbon cutting, collegially bringing his fellow auto mall dealers into the Chairman’s Club all while serving as VP of Shaver Automotive Group.

Ambassador of the Year - Catarina Haydt
BrightStar Insurance

As a vibrant team leader and ambassador for over five years, Catarina is a true advocate for the Chamber and carries herself with a perfect balance of friendly professionalism. As an insurance agent, she is best known for guiding people through the complex healthcare environment where she specializes in Medicare.

Volunteer of the Year - Michael Dutra
Candu Graphics

As the small business owner of Candu Graphics in Westlake Village, Michael has made giving back to the community one of his company’s goals. He is an active member of the Rotary Club of Westlake Village, on the board of the Yarrow Family YMCA, supports Hospice of the Conejo and is the co-leader of SPARK networking group. He is beloved for his quiet humorous "can-do" approach to everything he volunteers to do.

Corporate Sponsor of the Year - Express Employment Professionals

Express Employee is full-service staffing agency committed to creating local workforce solutions by providing employers with dependable staff members that aspire to become crucial elements to their business’ success. Their team members and leadership are fully integrated in the community and generously support the Chamber as a Platinum member of the Chairman’s Club program and many other nonprofits in the community.

Nonprofit of the Year - Westminster Free Clinic

This nonprofit provides outstanding leadership and tireless efforts in addressing access to healthcare and health supporting programs for the uninsured, low income and working poor in our community. Volunteer doctors provide medical, dental and vision care to over 8,000 patients annually at no cost. In addition, they serve as a training site for over 100 high school interns each year who are considering careers in healthcare.
Man of the Year - **Tim Hagel**  
*Chief of Police, City of Thousand Oaks*

Thousand Oaks Police Chief Tim Hagel has served in his community in many ways prior to going into law enforcement, including working with the US Forest Service’s Youth Conservation Corps and CRPD. As Chief, he led the emergency police responses to both the Borderline tragedy and the Woolsey Fire. Tim is also very passionate about Safe Passages, his non-profit organization that directly improves the quality of life in Thousand Oaks by reducing local gang activity and providing opportunities for at-risk youth.

Woman of the Year - **Darlene Geekie**  
*Owner, Veterinary Angels Medical Center*

Darlene’s love for animals and their people shows itself in the veterinary care she provides every day but also, in the free veterinary care she provides for those in need. As the owner of Veterinary Angels Medical Center in Agoura Hills, she created her nonprofit, The Little Angels Project, with the mission to reduce euthanasia rates of animals with advanced medical needs - to date the nonprofit has treated over 2,000 animals ranging from cats and dogs to pigs, alpacas and even a swan.

Woman of the Year - **Tracy Noonan**  
*City Attorney, City of Thousand Oaks*

Tracy navigates the complex legal matters of the city, protecting the taxpayers from uninformed decisions and expensive lawsuits. She is also a small business owner, as a partner in a Ventura winery, and President of the California Lutheran University Community Leaders Association. Unassuming, generous and solution-oriented, she is a model of courage, and anything that she’s a part of will be better for it.

Business of the Year - **Los Angeles Rams**

The Los Angeles Rams have made a substantial impact in the community while providing employment opportunities. They call our Conejo Valley cities “home”, and have stepped up in extraordinary ways to support their new community while competing on the field at the highest level. When the back-to-back tragedies struck the Conejo Valley, this NFL team coordinated a telethon fundraiser that raised over $2 million dollars and hosted a touching tribute during ‘Monday Night Football’ to honor first responders and those affected by the tragedies. They went on to compete in Super Bowl 53 for the first time in 17 years.

Business of the Year - **Mustang Marketing**

Mustang Marketing is the largest full-service marketing firm in Ventura County. Its clients range from nationwide consumer companies to some of the smallest businesses in our community. They have provided pro bono services for the Conejo Schools Foundation, Ventura County Sheriff’s Foundation, Borderline fundraisers and family Justice Center, to name a few.
Chairman of the Board

Greater Conejo Valley Chamber of Commerce
2019, Don Phillipson
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

Conejo Valley Chamber of Commerce
1997 – 1998, Jerry Gross
1994 – 1995, Dennis Gilette
1993 – 1994, Gary Healthcare
1992 – 1993, Jill Lederer
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
1980 – 1981, Dan Overton
1979 – 1980, Earl Meek
1978 – 1979, Dodd Leans
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 Rien
1969, Milton Towle
1968, Dick Rosiejka
1967, Dan Cranmer
1966, Jim Quin
1965, Rex Fairless
1964 – 1964, Fred Stannard
1962, Leo Gold
1961, Marvin Burow
1960, Paul Noel

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. Ludvig
1991, Kris Carraway-Bowman
1990, Ward A. Freydricks
1989, James E. Enmons
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
2018 – 2019, Tim Hack
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
2001 – 2002, Lyn Perry
2000 – 2001, Joe Paulucci
1999 – 2000, Robert Haaland
1997 – 1998, Frank Lussier
1996 – 1997, Rick Caruso
1993 – 1994, Dan Overton
1992 – 1993, Karsten Lundring
1989 – 1990, Chuck Cohen
1988 – 1989, Walt Schaedle
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

### Woman of the Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>2018 – 2019</td>
<td>Darlene Geekie</td>
</tr>
<tr>
<td>2018 – 2019</td>
<td>Tracy Noonan</td>
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<tr>
<td>2017 – 2018</td>
<td>Dianne McKay</td>
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<tr>
<td>2016 – 2017</td>
<td>Natalie Mussi</td>
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<tr>
<td>2015 – 2016</td>
<td>Lynn Hogan</td>
</tr>
<tr>
<td>2014 – 2015</td>
<td>Karen Gabler</td>
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<td>2012 – 2013</td>
<td>Eloise Cohen</td>
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<tr>
<td>2011 – 2012</td>
<td>Rosemary Licata</td>
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<td>2010 – 2011</td>
<td>Patricia Jones</td>
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<td>Janet Levett</td>
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<td>2008 – 2009</td>
<td>Tammie Helmuth</td>
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<td>2007 – 2008</td>
<td>Jacquie Irwin</td>
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<tr>
<td>2006 – 2007</td>
<td>Julia Ladd</td>
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<td>2005 – 2006</td>
<td>Madeline Hess</td>
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<td>2004 – 2005</td>
<td>Susan Murata</td>
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<td>2003 – 2004</td>
<td>Amy Commans</td>
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<td>2002 – 2003</td>
<td>Betty DeSantis</td>
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<td>2001 – 2002</td>
<td>Kris Carraway Bowman</td>
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<td>2000 – 2001</td>
<td>Dixie Vollmer</td>
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<td>1999 – 2000</td>
<td>Pat Croner</td>
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<tr>
<td>1998 – 1999</td>
<td>Tammie Helmuth</td>
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<td>1997 – 1998</td>
<td>Mary Elva Anderson</td>
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<td>1996 – 1997</td>
<td>Maria Prescott</td>
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<td>1995 – 1996</td>
<td>Helene Ross</td>
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<td>1994 – 1995</td>
<td>Betsy Bourne</td>
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<td>1993 – 1994</td>
<td>Daryl Reynolds</td>
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<td>Virginia Davis</td>
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<td>Jill Lederer</td>
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<td>1988 – 1989</td>
<td>Carolyn Kopp</td>
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<td>1987 – 1988</td>
<td>Betty Horner</td>
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### Business of the Year

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<td>2018 – 2019</td>
<td>Los Angeles Rams</td>
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<td>2018 – 2019</td>
<td>Mustang Marketing</td>
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<td>2017 – 2018</td>
<td>Ventura County Credit Union</td>
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<td>2016 – 2017</td>
<td>Sports Academy</td>
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<td>2015 – 2016</td>
<td>Daland Swim School</td>
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<td>Shops at Westlake Village</td>
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<td>Alcoa Fastening Systems</td>
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<td>Baxter Healthcare</td>
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<td>Conejo Deals</td>
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<td>Wilshire Home Entertainment</td>
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<td>The Oaks Shopping Center</td>
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<td>Amgen, Inc.</td>
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<td>2007 – 2008</td>
<td>Westlake Village Inn</td>
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<td>Countrywide Financial Corp.</td>
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<td>2004</td>
<td>Domino’s Pizza</td>
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### Volunteer of the Year

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<td>Mike Dutra</td>
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<tr>
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<td>Fran Brough</td>
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<tr>
<td>2016 – 2017</td>
<td>Felix Wang</td>
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<td>2015 – 2016</td>
<td>Joe Joyce</td>
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<td>2014 – 2015</td>
<td>Greg Milligan</td>
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<td>2013 – 2014</td>
<td>Matthew Midura</td>
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<td>2012 – 2013</td>
<td>Tania Garcia</td>
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<td>2011 – 2012</td>
<td>Jerry Jayne</td>
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<td>2010 – 2011</td>
<td>John P. Dilts, JD</td>
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<tr>
<td>2009 – 2010</td>
<td>Susan Engler</td>
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<td>2008 – 2009</td>
<td>Phil Koonce</td>
</tr>
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<td>2007 – 2008</td>
<td>Madeline Hess</td>
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<tr>
<td>2006 – 2007</td>
<td>Susan Murata</td>
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### Nonprofit of the Year

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<tr>
<td>2018 – 2019</td>
<td>Westminster Free Clinic</td>
</tr>
<tr>
<td>2017 – 2018</td>
<td>Thousand Oaks Boulevard Association</td>
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<tr>
<td>2016 – 2017</td>
<td>New West Symphony</td>
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<td>2015 – 2016</td>
<td>Assistance League of Conejo Valley</td>
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### Ambassador of the Year

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<th>Name</th>
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<tbody>
<tr>
<td>2018 – 2019</td>
<td>Catarina Haydt</td>
</tr>
<tr>
<td>2017 – 2018</td>
<td>Michael Reardon</td>
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<tr>
<td>2016 – 2017</td>
<td>Esther Bleuel</td>
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<td>2015 – 2016</td>
<td>Janet Hartley</td>
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<td>2014 – 2015</td>
<td>Dec Crawford</td>
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<td>2013 – 2014</td>
<td>Lisa Oliver</td>
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<tr>
<td>2012 – 2013</td>
<td>Don Phillipson</td>
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<tr>
<td>2011 – 2012</td>
<td>Kim Woods</td>
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<td>Jeff Sommer</td>
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<td>Robert Crusoe</td>
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<td>Chris Kulholff</td>
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<td>John LaRocca</td>
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<td>Paul Dryman</td>
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### Corporate Sponsor of the Year

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<td>Express Employment Professionals</td>
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<td>2017 – 2018</td>
<td>Chatsworth Products, Inc</td>
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<td>2016 – 2017</td>
<td>The Oaks Shopping Center</td>
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<td>2015 – 2016</td>
<td>Los Robles Hospital &amp; Medical Center</td>
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<td>2014 – 2015</td>
<td>Waste Management</td>
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<td>2013 – 2014</td>
<td>Montecito Bank &amp; Trust</td>
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<td>2012 – 2013</td>
<td>Sheraton Agoura Hills</td>
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<td>2011 – 2012</td>
<td>Silver Star Automotive Group</td>
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<td>2010 – 2011</td>
<td>Four Seasons Hotel Westlake Village</td>
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<td>Anthem Blue Cross</td>
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<td>2008 – 2009</td>
<td>Amgen, Inc.</td>
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<td>2007 – 2008</td>
<td>California Lutheran University</td>
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<td>2006 – 2007</td>
<td>Mid-State Bank &amp; Trust</td>
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</table>
Looking to the future.

The Greater Conejo Valley Chamber of Commerce continues to build towards a better community for all Conejo Valley Businesses. We look forward to serving more businesses by being a catalyst for business growth, a convener of leaders and influencers and a champion for our business community.