VICA ENSURES THAT THE
SAN FERNANDO VALLEY BUSINESS COMMUNITY
HAS A STRONG AND INFLUENTIAL VOICE
CHAIRMAN’S MESSAGE

I could not have asked for a better year to wind down my chairmanship with the Valley Industry & Commerce Association (VICA). In the 2013 Legislative Session, we had an 84 percent success rate in Sacramento, a result of our effective advocacy trips to Sacramento and regular events connecting our members to policymakers.

VICA is successful because we are proactive on the issues most important to the region. On the state level, VICA was the champion of the first reform to Proposition 65 in decades. Locally, we were the largest business group to oppose the ill-advised and ultimately unsuccessful sales tax increase in the City of Los Angeles.

Our signature events continue to be where business leaders, elected officials and public officials come together to discuss issues affecting Valley businesses. VICA saw record attendance and revenue, particularly our incredibly successful Business Forecast Conference in October, which asked if a better economic future is in sight or if we’re all just “California Dreamin’.”

We were also the leading voice on many local and state issues in the media – providing commentary to media outlets from the Los Angeles Times to the New York Times to the Huffington Post.

I may have been chairman, but I did not do it alone – our most effective weapon was our members, who shared with policymakers the tangible, real effects their policies have on business for better or worse.

I hope that your membership with VICA and the opportunities and connections it brings stir you to action. Together, we can improve the business climate and quality of life for Valley residents. We have a lot to be proud of in 2013 but let’s make the list of VICA Victories in 2014 even longer.

David Adelman
2012-13 VICA Chairman
Greenberg & Bass

INNIDES

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New Legislative, Communications Staff Added in 2013

In January, VICA added Adriana Fernandez to the team in a new position as the second legislative affairs manager. Adriana is responsible for policy related to health care, manufacturing, technology, education, environment, energy, utilities, taxes, labor and elections. She started as a VICA legislative affairs intern and studied political science at California State University, Los Angeles.

In February, VICA welcomed Sara Mitchell as the new communications manager. Sara is in charge of media relations, VICA Weekly, social media and various VICA publications. She was previously the editor of the Santa Clarita Valley Business Journal and came to California from Virginia, where she studied political science at Virginia Tech.
VICA is a business advocacy organization, whose tireless efforts throughout the year kept the business perspective present and boisterous with local governments, at the State Capitol and in Washington, D.C.

VICA Leads the Charge on Proposition 65 Reform

One of VICA’s largest victories in 2013 was pushing for the first reform to Proposition 65 in the law’s nearly 30-year history. Proposition 65 was passed in 1986 to require businesses with more than 10 employees to post warnings when they knowingly expose workers or the public to any of 774 potentially harmful chemicals. Previously, small businesses were victims of Proposition 65 “drive-by” lawsuits, costing them millions in litigation fees and forcing them to settle out of court because they did not have the resources to fight it.

Assembly Bill 227 (Gatto) protects small businesses from drive-by lawsuits by providing a 14-day right-to-cure period for alleged failure to post a Proposition 65 warning. VICA worked with Gatto to persuade other members of the State Legislature to support elimination of this inappropriate use of litigation against business owners for unintentional violations.

VICA Brought Valley Business Voice to Sacramento

VICA was pleased that more members joined staff in monthly advocacy trips to the State Capitol. Legislators heard directly from these diverse business leaders how legislation affected their companies.

Over the course of seven official trips to Sacramento, VICA members met with many state elected officials (see the ‘Who met with VICA’ list on pages 6 and 7) and representatives from legislative offices to discuss issues including: minimum wage, the California Film and TV Tax Credit Program, workers’ compensation, industry-specific taxes, work week reform, San Fernando Valley transportation and much more.

As in the past years, one of the trips to Sacramento always coincides with California Chamber of Commerce’s Legislative Briefing. During this two-day trip, VICA joined the Greater San Fernando Valley Chamber of Commerce to meet with Senators

Mark Levinson (United Chambers of Commerce), Sue Cabral-Ebert (Hollywood Chamber of Commerce), Nicole Shahenian (Hollywood Chamber of Commerce), Bob Spivak (California Restaurant Association), Mira Guertin (Cal Chamber), Assemblymember Mike Gatto, Brian Kabateck (Consumer Attorneys of California) and VICA President Stuart Waldman at an October 2013 press conference for Proposition 65 reform.
VICA Talks Federal Policy in Annual Advocacy Trip to D.C.

In March, more than 55 VICA members joined 150 business leaders from across Los Angeles for an annual trip to Washington, D.C. to discuss federal issues relevant to the region, including immigration, healthcare reform and sequestration.

The Destination D.C. delegation – representing more than 15 organizations – spent three days meeting with elected officials and department heads to discuss a program to accelerate transportation funding (America Fast Forward), the expansion of international tourist visas, increasing exports, and legislation to crackdown on online copyright infringement.

The VICA delegation met with several federal representatives, including California Senators Dianne Feinstein and Barbara Boxer, New York Senator Chuck Schumer, Majority Whip Rep. Kevin McCarthy (CA), and U.S. Secretary of Health and Human Services Kathleen Sebelius.

The Governor signed the following bills VICA supported:

- **AB 8** (Perea) Extends the Carl Moyer Air Quality Program through 2024, which funds vehicle-related air quality initiatives. The bill also paves the way for the development of 100 hydrogen fueling stations in the state.

- **AB 113** (Committee on Budget) Appropriates additional funds to Secretary of State’s office for hiring overtime and temporary workers to eliminate the backlog of business filings.

- **AB 116** (Bocanegra) Automatically extends by 24 months the expiration date of tentative maps or vesting tentative maps issued after 2000, and extends pre-2000 maps, as long as the map is consistent with the local jurisdiction’s current general plan.

- **AB 128** (Bradford) Expands the authority of airport law enforcement officers employed by the Los Angeles World Airports to any place in the state related to airport-related homeland security.

- **AB 179** (Bocanegra) Prohibits a transportation agency from selling or sharing personally identifiable information of transit users that participate in an electronic transit fare collection system.

- **AB 217** (Bradford) Extends a program for investor-owned utilities’ customers to fund monetary incentives for the installation of solar energy systems on low-income residential housing.

- **AB 227** (Gatto) Protects small businesses from drive-by lawsuits by providing a 14-day right-to-cure period for allegations of a failure to post a Proposition 65 warning.

- **AB 386** (Levine) Allows students enrolled at a CSU campus to enroll in online courses offered by any CSU campus systemwide to avoid long wait lists and improve graduation timelines.

- **AB 576** (V. Manuel Pérez) Creates a multiagency partnership (the Revenue Recovery and Collaborative Enforcement Team) to combat illegal underground economic operations.

- **AB 633** (Salas) Precludes an employer from any civil or criminal liability for any act in which an employee provides emergency medical services to a patron or co-worker.

- **AB 779** (Bocanegra) Authorizes specified licensed beer manufactures to produce and sell cider and perry under one streamlined license.

- **AB 1257** (Bocanegra) Requires the California Energy Commission to prepare and submit a report every four years to the Governor and Legislature identifying strategies to maximize natural gas use.
AB 1309 (Perea)
Eliminates a loophole in our workers’ compensation system that allows out-of-state retired professional athletes to claim damages for cumulative injuries sustained out of state.

SB 12 (Corbett)
Establishes the Made in California Program to foster purchases of products manufactured in California, and requires products manufactured with a ”Made in California” label to be approved by the Governor’s Office of Business and Economic Development.

SB 440 (Padilla)
Expands the provisions of the Student Transfer Achievement Reform Act (STAR) to require that community colleges create associate transfer degrees in every major and area of emphasis within majors and requires the CSU system to accept these degrees.

The Governor vetoed the following bills opposed by VICA:

AB 1229 (Atkins)
Would have authorized cities and counties to mandate that private developers set aside a percentage of new housing for low-income rental for up to 55 years.

AB 729 (Hernández)
Attempted to grant union representatives the same evidentiary privilege as afforded to attorneys and doctors under attorney-client and physician-patient privilege.

SB 746 (Leno)
 Tried to require health providers to provide patient-specific medical information to any large group policy purchaser, in an attempt to legislate private contract disagreements.

CITY

Eight of the eight city-level issues that VICA supported were also supported by the Los Angeles City Council, giving VICA a 100 percent success rate.

Los Angeles City Council Opposition to Creation of Los Angeles City Health Department (Wesson)
Formally opposed the creation of a City, separate from the County Department of Public Health.

Zoning Code Reform
(Deartment of City Planning)
Revised the Zoning Code in order to streamline the application process and standardize certain calculation rules.

2024 Olympic and Paralympic Games (LaBonge)
Formally expressed the City of Los Angeles’ interest in hosting the 2024 Olympic and Paralympic Games, to be decided in 2016 by the International Olympic Committee.

Spring Street / Repainting Bike Lane Green / Green Bike Lanes Program (Huizar)
Originally required repainting of the bicycle lane on Spring Street, using highly reflective, fluorescent green paint at a cost of $40,000, to the detriment of filming along the corridor. Following VICA advocacy, repainting occurred using film industry-recommended dark green paint, at a cost of approximately $10,000.

Public-Private Partnership with Westfield (Zine)
Expedited development of community benefits as part of The Village at Westfield Topanga project from 15 years to 2 years using the city tax revenue generated by the new commercial space.

Warner Center 2035 Plan
(Department of City Planning)
Established urban design guidelines for mixed-used lots to increase non-residential area in the Woodland Hills commercial center by 14 million square feet, including 125 million square feet of office and 23 million sq ft of retail, as well as 235 million square feet of residential area consisting of 19,848 units.

Il Villagio Toscano
(M. David Paul & Associates Construction)
Approved development of a mixed-used complex at the corner of Sepulveda Boulevard and Camarillo Street in Sherman Oaks, which will revitalize Ventura and Sepulveda boulevards as a walkable environment in accordance with our region’s air quality and transit-oriented development goals.

SB 211 (Robbins)
Light Rail / North Hollywood to Hazeltine Avenue
(Deartment of City Planning)
Supported state legislation to repeal SB 211 (Robbins), enacted in 1991, which prohibits above-ground rail along the Metro Orange Line route. Also, supported legislative and/or administrative action by the Los Angeles Metropolitan Transportation Authority (MTA) to prioritize the development of rail-based transit for corridors with the highest ridership in the San Fernando Valley in its Long Range Transportation Plan.

The resolution is a direct result of VICA advocacy.
VICA IN ACTION

EDUCATION
Prevented adult education programs from being eliminated or transferred to community colleges without funding, thus protecting thousands of workforce development programs across the state.
Protected steady funding for early childhood education through the 2016-17 school year.

ENERGY
Fought a series of unreasonable state regulations that would have dramatically increased rates for Los Angeles Department of Water and Power customers.

EMPLOYMENT
Defeated legislation that gave local governments authority to create their own employment laws, which would result in a patchwork of labor and employment laws throughout California.
Fought against legislation to preclude employees from testifying by granting union representatives the same evidentiary privilege afforded to attorneys and doctors under attorney-client and physician-client privilege.

ENTERTAINMENT
Pushed for removing barriers to filming in the City of Los Angeles, including waiving television pilot fees, changing the color of bike lanes that impeded filming and lowering the cost of filming in city landmarks.
Supported the City of Los Angeles’ bid to host the 2024 Summer Olympic Games featuring Valley facilities.

ENVIRONMENT
Blocked legislation that would have increased the administrative penalty for a one-day release of air contaminants by tenfold without due process.
Advocated for a sensible commercial wastehauling system in the City of Los Angeles that addresses the city’s environmental goals without arbitrarily forcing hundreds of small and family-owned businesses out of the city.

HEALTHCARE
Prevented the passage of a penalty against large employers for their part-time employees enrolling in Medi-Cal.

IMMIGRATION
Enacted a set of Guiding Principles regarding immigration, including: balancing trade with border security; reforming temporary worker programs; incentivizing students to stay in the U.S. after finishing higher education studies; and expediting paths to citizenship for high-contributing immigrants.

INFRASTRUCTURE
Backed a state constitutional amendment to lower the voting threshold for infrastructure bonds, which will help to create jobs and improve communities.

LAND USE
Advocated for various pieces of legislation that expand and create incentives for communities to invest in economic development in the aftermath of redevelopment agency dissolution.
Supported approval of major Valley construction projects, including The Village at Westfield Topanga, the Warner Center 2035 Plan, the NBCUniversal Evolution Plan, Disney/ABC Studios at the Ranch, Il Villagio Toscano, and Walmart

WHO MET WITH VICA

Federal Officeholders
- U.S. Secretary of Health and Human Services Kathleen Sebelius
- Senators (California)
  - Barbara Boxer
  - Dianne Feinstein
- Senator (New York)
  - Chuck Schumer
- Majority Whip and Congressmember Kevin McCarthy
- Congressmembers Tony Cárdenas Brad Sherman

State Officeholders
- Governor Jerry Brown
- Lieutenant Governor Gavin Newsom
- Secretary of State Debra Bowen
- State Controller John Chiang
- State Treasurer Bill Lockyer
- Board of Equalization Member Jerome Horton
- Superintendent of Public Instruction Tom Torlakson
- Senate President Pro Tem Darrell Steinberg
- Senators
  - Tom Berryhill
  - Marty Block
  - Cathleen Galgiani
  - Ricardo Lara
  - Kevin de León
  - Ted Lieu
  - Carol Liu
  - Bill Monning
  - Alex Padilla
  - Fran Pavley
  - Mimi Walters
- Assemblymembers
  - Richard Bloom
  - Raul Bocanegra
  - Steven Bradford
  - Joan Buchanan
  - Ian Calderon
  - Roger Dickinson
  - Tim Donnelly
  - Steve Fox
  - Christina Garcia
  - Mike Gatto
  - Jimmy Gomez
- Assemblymembers (cont.)
  - Jeff Gorrell
  - Chris Holden
  - Marc Levine
  - Mike Morrell
  - Adrin Nazarian
  - Richard Pan
  - Reggie Jones-Sawyer
  - Bob Wieckowski
  - Das Williams
  - Scott Wilk

Local Officeholders
- L.A. County District Attorney Jackie Lacey
- Burbank Mayor Emily Gabel-Luddy
- Calabasas Mayor Fred Gaines
- Glendale Mayor David Weaver
- Los Angeles Mayor Eric Garcetti
- San Fernando Mayor Antonio Lopez
- L.A. City Attorneys
  - Mike Feuer
  - Carmen Trutanich
- L.A. City Controllers
  - Ron Galperin
  - Wendy Greuel
- L.A. City Council President Herb Wesson

L.A. County Supervisor
- Mike Antonovich
- Zev Yaroslavsky
- L.A. County Sheriffs
- Lee Baca
as well as regionally significant projects such as the BNSF Railway’s Southern California International Gateway and the LAX modernization.

REGULATIONS
Helped pass legislation that created a 14-day cure period for Proposition 65 signage violations, alleviating “drive-by lawsuits” against small businesses.

TAXATION
Led the effort to defeat a sales tax increase in the City of Los Angeles as the first and only regional business organization to oppose the ballot measure.

TRANSPORTATION
Led the charge for better traffic flow, reduced travel times, and improved safety along the Interstate 101 corridor through the San Fernando Valley between Santa Clarita and downtown L.A – the nation’s No. 1 costliest congested corridor.

Advocated for the Valley’s only Metro line, the Orange Line bus route, to be upgraded to light rail, and future major transit systems to be constructed as rail lines.

2013 LEGISLATIVE PRIORITIES

1. Support state and local public pension reform that ensures that current public employees pay their fair share of pension costs.

2. Lead the effort for business tax reform in the City of Los Angeles, including an immediate substantial reduction of rates and establishment of a path for complete elimination of the tax.

3. Advocate for city and county permitting fee waivers for television pilots filmed in the City of Los Angeles and greater San Fernando Valley region.

4. Lead the charge to reinstate the flexible work week by allowing employees to work 40 hours during a given week instead of the current 8-hour workday maximum.

5. Advocate for tax incentives to enable California manufacturers to produce the technology developed by California research and development firms.

6. Pursue legislation to strengthen the California Permit Streamlining Act, in order to ensure that state and local building permits are issued in a more timely fashion.

7. Advocate for a faster investment timeline for the $40 billion secured through Measure R to speed up construction of major transportation projects in the greater San Fernando Valley.

8. Advocate for repeal of the state law prohibiting parents and community members from volunteering at K-12 schools in order to fill unfunded non-teaching positions, such as cafeteria servers, landscapers and library aides.

9. Push for the California Environmental Quality Act reform in order to eliminate project delays by external actors for political, business or personal purposes and extend existing exemptions to all projects.

10. Pursue immediate reforms to the City of Los Angeles Zoning Code to ensure standardization of code interpretations by the Planning Department and Planning Commission and reduce the use of discretionary approvals.

• L.A. City Councilmembers
  Mike Bonin
  Bob Blumenfield
  Joe Buscaino
  Gil Cedillo
  Mitchell Englander
  Felipe Fuentes
  Jose Huizar
  Paul Koretz
  Paul Krekorian
  Tom LaBonge
  Nury Martinez

• Glendale City Councilmember
  Ara Najarian

• San Fernando Councilmember
  Robert Gonzales

• Glendale Community College Trustee
  Anita Quinonez Gabrielian

• LACCD Board President
  Wendy Mitchell

• LACCD Trustees
  Miguel Santiago
  Scott Svonkin

• LAUSD Boardmembers
  Tamar Galatzan
  Mónica Ratliff
  Steve Zimmer

Public Officials

• Federal Aviation Administration Regional Administrator
  David Suomi

• California Deputy Secretary of Natural Resources
  Jerry Meral

• California Coastal Commissioner
  Kelli Bernard

• L.A. City Planning Department Director
  Alan Bell

• L.A. City Administrative Officer
  Miguel Santana

• L.A. Deputy Mayor for Economic Development
  Kelli Bernard

• L.A. Department of Water and Power General Manager
  Ron Nichols

• L.A. Economic and Workforce Development Department General Manager
  Jan Perry

• L.A. Board of Public Works President
  Kevin James

• L.A. Department of Water and Power Commissioner
  Christina Noonan

• L.A. Metropolitan Transportation Authority CEO
  Art Leahy

• L.A. Economic and Workforce Development Department General Manager
  Steve Martin

• Metropolitan Water District General Manager
  Jeff Kightlinger

• Los Angeles Business Tax Advisory Committee Chair
  Lloyd Greif

• Los Angeles World Airports COO
  Steve Martin

• Van Nuys Airport General Manager
  Jess Romo

• Metropolitan Water District General Manager
  Jeff Kightlinger

• Los Angeles Bureau of Sanitation Director
  Enrique Zaldívar
2013: LOCAL ELECTIONS AND VICTORIES

This was a big year for local elections, with a sales tax measure, medical marijuana dispensary measure, and all three top Los Angeles city officials and half of the City Council districts on the ballot in 2013.

VICA Made Immediate Connections with New City Officials

Three Valley City Councilmembers and three citywide positions were filled with new people in 2013 and every single one met with VICA members by the end of the year. City Attorney Mike Feuer, City Controller Ron Galperin, freshman Councilmembers Bob Blumenfeld, Felipe Fuentes and Nury Martinez and LAUSD Boardmember Mónica Ratlif attended VICA’s Local Officeholders Luncheon in the summer, along with 15 other local officials. Also present was L.A. County District Attorney Jackie Lacey, who was elected in 2012. Mayor Eric Garcetti joined VICA and the Greater San Fernando Valley Chamber in 2013 at a Leaders Forum luncheon, where he discussed the Valley’s role in the city’s growth, transit options in the Valley and bringing business back to the city.

Here are all the officials elected into local office in 2013:
• Mayor Eric Garcetti
• City Controller Ron Galperin
• City Attorney Mike Feuer
• CD 1 Councilmember Gilbert Cedillo
• CD 3 Councilmember Bob Blumenfeld
• CD 5 Councilmember Paul Koretz
• CD 6 Councilmember Nury Martinez
• CD 7 Councilmember Felipe Fuentes
• CD 9 Councilmember Curren Price
• CD 11 Councilmember Mike Bonin
• CD 13 Councilmember Mitch O’Farrell
• CD 15 Councilmember Joe Buscaino (incumbent)
• LAUSD District 2 Boardmember Mónica Garcia
• LAUSD District 4 Boardmember Steve Zimmer (incumbent)
• LAUSD District 6 Boardmember Mónica Ratliff
• LACCD Seat 2 Trustee Mike Eng
• LACCD Seat 4 Trustee Ernest Moreno
• LACCD Seat 6 Trustee Nancy Pearlman (incumbent)

Newly elected Councilmember Nury Martinez and Francine Oschin (Oschin Partners) at VICA’s Local Officeholders Luncheon in August 2013.

Sales Tax Measure Defeated

VICA scored an early victory in 2013 as the largest business group to oppose Measure A, a half-cent sales tax that would have brought the City of Los Angeles’ sales tax up to 9.5 percent. The area’s sales tax rose to 9 percent on Jan. 1, because of the statewide quarter-cent sales tax increase from Proposition 30. Fortunately, the voters sided with VICA in the March 6 election and voted down the measure 55 percent to 45 percent. VICA penned an op-ed in opposition to the measure and was heavily mentioned in the media for its position.

VICA-Supported Dispensary Measure Passed

Three measures regarding how to tax and regulate the city’s medical marijuana dispensaries were on the May 21 ballot, and the voters overwhelmingly chose the VICA-supported Measure D. That measure kept open the 135 dispensaries that were approved before a 2007 requirement that dispensaries register with the city. It also applies a six percent tax on sales. VICA called Measure D the “common-sense choice” that balances city regulation with business-friendly policies – and voters agreed.
NEW MEMBERS IN 2013

- Acosta Consulting
- Aerolease Group
- American Business Machines
- Averna Productions
- Bedrock Strategies, Inc.
- Bel Air Bar & Grill
- Burke, Williams & Sorensen, LLP
- BYD Motors, Inc.
- California Bank & Trust
- California Health & Longevity Institute
- California Restaurant Association
- Cannon Constructors South, Inc.
- Canyon Oak Financial
- Cassidy Turley
- Center Theatre Group
- Communities for California Cardrooms
- Concorde Career College
- Corinthian Colleges
- Corporate ImpressionsLA, Inc.
- Corridor Communications
- Costco
- David Gershwin Consulting
- Encore Tax Consulting Group
- Escape Mobility Company, USA
- Financial West Group
- Fixing Angelenos Stuck in Traffic (FAST)
- Flipkey Vacation Rentals
- Four N 20 Restaurants
- General Growth Properties
- Governmental Advocates, Inc.
- Glendale Community College
- Handelman Consulting Inc.
- The Hand Prop Room
- Harvard Westlake School
- Health Net Inc.
- High Point Strategies
- Insperity
- JMB Realty
- Khorsand Capital Partners, LP
- Kimberlina Whettam & Associates
- Kinkisharyo International
- Law Offices of Wayne Avrashow
- Mitchell, Gallais & Associates
- National Business Aviation Association
- Neighborhood Housing Services
- ONEgeneration
- Panera Bread
- Pepperdine University
- Personal Insurance Federation of California
- Peter C. Foy & Associates
- Port of Los Angeles
- Safe Passages
- Sage Strategic Advisors, Inc.
- Set Decorators Society of America
- Signature Flight Support
- SoCal Office Technologies
- Soda Mountain Solar
- Sound City Inc.
- Status Not Quo
- StoneFire Grill
- Tower General Contractors
- Triniti Partners, Inc.
- Veronica Perez & Associates
- Village Family Services
- West Hills Hospital & Medical Center
- West Valley Family YMCA
- Western States Petroleum Association
- Williams Homes, Inc.
## 2013 Financial Summary

### Revenue

<table>
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<tr>
<th>Event Description</th>
<th>JAN-DEC '13</th>
<th>'13 Budget</th>
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<tbody>
<tr>
<td>After Dark</td>
<td>20,725.83</td>
<td>23,000.00</td>
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<tr>
<td>Annual Meeting</td>
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<td>Business Forecast Conference</td>
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<td>Congressional Breakfast</td>
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<td>DC Trip</td>
<td>6,440.00</td>
<td>3,000.00</td>
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<td>Hall of Fame Dinner</td>
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<td>Leaders Forum</td>
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<td>Local Officeholders Luncheon</td>
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<tr>
<td>Newsmaker Connections</td>
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<tr>
<td>Sacramento</td>
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<td>State Officeholders Dinner</td>
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<td>VICA Trips/Hockey</td>
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<td><strong>Total Events</strong></td>
<td><strong>664,409.00</strong></td>
<td><strong>580,000.00</strong></td>
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### Membership Dues

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<tr>
<td>Unallocated Investment</td>
<td>2,433.33</td>
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<td>Voluntary Donations</td>
<td>58,450.00</td>
<td>85,000.00</td>
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<td>Membership Dues - Other</td>
<td>164,516.67</td>
<td>150,000.00</td>
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<td><strong>Total Membership Dues</strong></td>
<td><strong>225,400.00</strong></td>
<td><strong>238,000.00</strong></td>
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### Other Revenue

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<th>Event Description</th>
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<td>Board Fees</td>
<td>82,600.00</td>
<td>80,000.00</td>
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<tr>
<td>Committee Meetings</td>
<td>1,900.00</td>
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<td>Government Handbook</td>
<td>23,475.00</td>
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<td>Interest</td>
<td>776.22</td>
<td>2,000.00</td>
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<tr>
<td>Other Revenue - Other</td>
<td>11,150.00</td>
<td>11,000.00</td>
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<tr>
<td><strong>Total Other Revenue</strong></td>
<td><strong>119,901.22</strong></td>
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**Total Revenue**: 1,009,710.22

### Event Expenses

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<td>After Dark</td>
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<td>Annual Meeting</td>
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<td>Business Forecast Conference</td>
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<td>Sacramento</td>
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<td><strong>272,830.17</strong></td>
<td><strong>239,000.00</strong></td>
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### Operational Expenses

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<th>Event Description</th>
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<th>'13 Budget</th>
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<tr>
<td>Advertising &amp; Marketing</td>
<td>8,328.58</td>
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<td>Computer Copier Maintenance</td>
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<td>Computer Hardware/Software</td>
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<td>Consulting Fees</td>
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<td>Credit Card Fees</td>
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<td>Gifts/Plaques-NonEvent</td>
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<td>Insurance</td>
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<td>Membership Fees, Contribution</td>
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<td>Mileage/Travel-NonEvent</td>
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<td>Office Supplies</td>
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<td>Postage</td>
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<td>Presidents Expense</td>
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<td>Taxes and Licenses</td>
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<td><strong>Total Operational Expenses</strong></td>
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### Other Expenses

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<td>Board</td>
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<td><strong>13,961.36</strong></td>
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**Total Expense**: 999,705.17

**Net Income**: 10,005.05
VICA events drew record crowds in 2013 and continued to connect members with candidates, business leaders and officeholders.

**State Officeholders Dinner**

**February 22**

**PRESENTED BY:** COMCAST NBCUNIVERSAL AND VONS

Sixteen state elected officials joined more than 200 VICA members for VICA’s State Officeholders Dinner. The Wheel of Questions determined what each officeholder was asked. Questions ranged from personal stories and lawmakers insight, to possible alternative career paths and important public policy issues that impact businesses.

**VICA thanks the following state officeholders who attended:**

**SECRETARY OF STATE**
- Debra Bowen

**BOARD OF EQUALIZATION**
- Jerome Horton

**SENATORS**
- Cathleen Galgiani
- Kevin de León
- Ted Lieu
- Alex Padilla
- Fran Pavley

**ASSEMBLYMEMBERS**
- Richard Bloom
- Bob Blumenfield
- Raul Bocanegra
- Roger Dickinson
- Steve Fox
- Jimmy Gomez
- Mike Morell
- Adrian Nazarian
- Scott Wilk

**San Fernando Valley Business Hall of Fame**

**June 13**

**PRESENTED BY:** CHASE AND WELLS FARGO

The San Fernando Valley Business Hall of Fame was created by VICA to recognize significant contributions to the Valley community. Inductees include individuals, businesses and other community leaders that have been responsible for the continued success and economic vitality of the San Fernando Valley.

**2013 Inductees:**
- California State University, Northridge
- Four ‘n 20 Restaurants
- Sound City Studios
- Tierra del Sol Foundation
- Valley Presbyterian Hospital

The 2013 Hall of Fame inductees at the June 2013 event: Tom and Sandy Skeeter, (Sound City Studio), Mike O’Donnell (Four ‘n 20 Restaurants), Gus Valdespino (Valley Presbyterian Hospital), Dianne Harrison (California State University, Northridge), and Steve Miller (Tierra del Sol Foundation).

Assemblymember Roger Dickinson addressed the crowd after spinning the Wheel of Questions.
District Attorney Jackie Lacey answered questions at the August 2013 Local Officeholders Luncheon.

Local Officeholders Luncheon

August 15
PRESENTED BY: NBCUNIVERSAL AND WALMART

More than 300 guests attended the event at The Garland to mingle with local officials from Los Angeles County, the City of Los Angeles and surrounding cities, and local boards of education. The electeds took questions about education, infrastructure and business development.

Los Angeles County
SUPERVISOR
• Michael Antonovich
DISTRICT ATTORNEY
• Jackie Lacey
SHERIFF
• Lee Baca

City of Los Angeles
CITY CONTROLLER
• Ron Galperin
CITY ATTORNEY
• Mike Feuer
COUNCIL PRESIDENT
• Herb Wesson
COUNCILMEMBERS
• Joe Buscaino
• Mitchell Englander
• Felipe Fuentes
• Paul Koretz
• Tom LaBonge
• Nury Martinez

City of Calabasas
MAYOR
• Fred Gaines

City of Glendale
MAYOR
• David Weaver

City of San Fernando
MAYOR
• Antonio Lopez

L.A. Community College District
BOARD PRESIDENT
• Steve Veres
TRUSTEES
• Miguel Santiago
• Scott Svonkin

L.A. Unified School District
BOARD MEMBERS
• Tamar Galatzan
• Mónica Ratliff
• Steve Zimmer

Business Forecast Conference

October 4
PRESENTED BY: WELLS FARGO AND WOODBURY UNIVERSITY

During his keynote speech at the Business Forecast Conference luncheon, former U.S. Senator Chris Dodd called on not only legislators but other stakeholders to rectify the issues facing the entertainment industry, particularly in the Valley.

“While litigation and legislation can be important, I do not believe we can just litigate or legislate our way out of this problem,” the President/CEO of the Motion Picture Association of America, Inc. told 400-plus attendees of the event. “I do believe that all players in the Internet and IP ecosystem, copyright owners, and the various intermediaries that facilitate online commerce and speech, the ISPs, the advertising networks, and payment processors, share a common responsibility to address this issue.”

The issue at hand was piracy, one of the two biggest challenges that Dodd addressed in his keynote. The other was the amount of film, television and commercial filming taking place outside of California because of attractive tax credits and other incentives.

“The size and number of available tax credits [in California] needs to be...
increased and bigger productions must be allowed to qualify,” Dodd said.

The luncheon was sponsored by Caruso Affiliated and The Walt Disney Company.

Veteran moderator Don St. Clair (Woodbury University) experienced a first at VICA’s 25th Annual Business Forecast Breakfast: All three economists presented similar predictions.

More than 400 conference attendees listened to a national forecast from David Heidel Jr., Regional Investment Manager, US Bank; a state forecast from Marc Doss, Regional Chief Investment Officer, Wells Fargo Private Bank; and a regional forecast from William Roberts, Director of the SFV Economic Research Center & Professor of Economics, California State University, Northridge.

The consensus was that we should expect a “tepid” and “slow” recovery on all levels and that any noticeable shift will occur two or three years out – not in 2014. The next year should show continued improvement in employment rates and real estate values.

However, the coastal regions are seeing healthier improvements in these areas than the inland area, and healthcare/senior care will see the most growth of any industry.

The breakfast was sponsored by California State University, Northridge and US Bank. Mayer Brown sponsored the forecast’s breakfast buffet.

BREAKOUT SESSIONS

Holding Down the Tort
MODERATED BY COBY KING, HIGH POINT STRATEGIES, LLC
• Caryn Brottman Sanders, Tharpe & Howell LLP / San Fernando Valley Bar Association
• California State Assemblymember Mike Gatto (D-Burbank)
• Lisa Maki, Law Offices of Lisa L. Maki / Consumer Attorneys of Los Angeles
• Kimberly Stone, Civil Justice Association of California

With a strong focus on medical malpractice, the panelists agreed that illegitimate lawsuits are creating the majority of the tort-related problems for businesses, patients, customers, and court system. Panelists also discussed reforming class action suits, ADA suits and Prop 65 suits.

The Nanny State
MODERATED BY JOHNNIE PERKINS, REPUBLIC SERVICES, INC
• Jon Coupal, Howard Jarvis Taxpayers Association
• Richard Holober, Consumer Federation of California
• John Kabateck, National Federation of Independent Business

Two results of California’s regulatory policies are that businesses are moving out of state and business is going underground – mostly due to taxes, panelists claimed. Much of the discussion revolved around Prop 13 and the pros and cons of a split-roll proposal, which would change how commercial property is taxed.

Switching Gears
MODERATED BY JOHN BUNZE, MORGAN STANLEY
• Susan Castillo, Project Lead the Way
• Joe Klocko, Center for Applied and Competitive Technologies at College of the Canyons
• Ilse Metchek, California Fashion Association
• Robert Sanger, California Manufacturing and Technology Association

Panelists determined that improved manufacturing training requires
a paradigm shift so that students, educators and workers see the job type differently. Additionally, the panelists touched on reforming the eight-hour work day and workers’ compensation.

Building Momentum
MODERATED BY BRAD Cox, Trammel Crow Company
- Natalie Bazarevitsch, CBRE Group
- Lawrence Bailey, JPMorgan Chase
- Steve Johnson, Metrostudy, a Hanley Wood Company
- Kirk Lesh, Center for Economic Research and Forecasting, California Lutheran University

Real estate and development is a crucial element to a local recovery, and public-private investments and cutting red tape for developers will help speed up the recovery, panelists concluded. Particularly, the Valley has very low inventory for industrial space.

Stayin’ Alive
MODERATED BY ALAN Katz, Seechange Health
- Karen Kirkpatrick, Infinisource
- Chris Patton, Covered California Small Business Health Options Program
- Haley Wiener, L/B/W Insurance and Insurance Services
- Mark Wilbur, Employers Group

Technology will play a key role in implementing the Patient Protection and Affordable Care Act, or “Obamacare,” panelists said. With the state exchanges now open, the group discussed how it is more important than ever to communicate with your insurance carriers and with your full-time employees who will have questions about their coverage.

The Big Swell
MODERATED BY FIONA Hutton, FIONA Hutton & Associates
- Jeff Kightlinger, Metropolitan Water District of Southern California
- Jerry Meral, California Natural Resources Agency
- David Pettijohn, Los Angeles Department of Water & Power
- Bruce Reznick, Planning and Conservation League

The Bay Area Delta affects the state, the Southern California region and the Valley, panelists said. Participants focused on the funding and environmental factors involved in preventing a water shortage that would take years and billions of dollars to recover from.

Cruisin’ in Neutral
MODERATED BY JEFF McCONNELL, Englander, Knabe & Allen
- Linda Bohlinger, HNTB Corporation
- Art Leahy, Los Angeles Metropolitan Transportation Authority
- Martin Wachs, UCLA and RAND Corporation

With federal, state and local revenues dropping, public-private partnerships will be the key to improving traffic and congestion in the San Fernando Valley, panelists said. Additionally, the group discussed how to spend transit funds more efficiently to ensure proper

Former U.S. Sen. Chris Dodd, President/CEO of the Motion Picture Association of America, discussed film credits and piracy in his keynote.

Robert Sanger (California Manufacturing and Technology Association) speaks at the “Switching Gears” manufacturing panel with Ilse Metchek (California Fashion Association), Joe Klocko (Center for Applied and Competitive Technologies at College of The Canyons), and Susan Castillo (Project Lead the Way).
design and implementation for larger-scale projects.

**Wish You Were Here**
MODERATED BY SAM GARRISON, CARUSO AFFILIATED
• Los Angeles City Councilmember Tom LaBonge
• Luther Lowe, Yelp Inc.
• Thomas See, Universal Studios Hollywood
• Ernest Wooden, Los Angeles Convention and Tourism Board

The Los Angeles region is continuously adapting its tourism efforts to accommodate its changing global tourist demographics -- particularly as a result of a large Chinese tourist population and the 2016 Special Olympics and possible 2024 Summer Olympics. Panelists discussed the economic impact that tourism has on the region.

**Annual Meeting**
**December 12**
PRESENTED BY: AEROJET ROCKETDYNE AND SAN FERNANDO VALLEY BUSINESS JOURNAL

A packed room of 300 at the Hilton Universal City installed a new board and chairman, listened to an energetic speech from CNBC’s Jane Wells and honored three outstanding VICA members.

After Coby King (High Point Strategies) was installed as the 2014 chair, CNBC’s Wells took to the stage, touting her ties to the Valley (born in Northridge, raised as a child in Granada Hills). The broadcast anchor and reporter used video clips to share the evolution of business and finance news as it pertains to the Great Recession and the dominance of the Internet for information.

VICA’s largest winter event included an awards presentation to various business leaders:
• Brad Rosenheim (Rosenheim & Associates) received the 21st Annual Harmon Ballin Community Service Award
• Michelle Seukunian (First Bank) was honored with the 7th Annual President’s Award.
• Ralphs Grocery Company received the 34th Annual Robert E. Gibson Corporate Award of Excellence.

**Leaders Forum**

VICA’s Leaders Forums provide members the chance to hear from prominent public figures and ask questions. In its fifth year, the series featured local and federal elected officials, including U.S. Congressman Tony Cárdenas, L.A. Mayor Eric Garcetti and L.A. City Council President Herb Wesson.

**VICA After Dark**

VICA After Dark is an evening reception that allows VICA members and guests the opportunity to hear local policy and legislative updates from a featured opinion leader. In 2013, VICA hosted four After Dark events featuring: L.A. City Councilmembers Tom LaBonge, Paul Koretz and Nury Martinez and Assemblymember Adrin Nazarian.

**Newsmaker Connections**

VICA’s Newsmaker Connections offer members an opportunity to address elected officials and public administrators. Attendees may ask questions about local public policy and topics most important to the business community and receive immediate responses. In 2013, Newsmaker Connections featured Assemblymember Marc Levine; a post-primary-election wrap-up with panelists Lisa Gritzner (Cerrell Associates), Rick Taylor (Dakota Communications) and Michael Trujillo (Michael Trujillo Consulting); and a debate between 45th Assembly District candidates Damian Carroll, Matthew Dababneh, Dennis DeYoung, Jeff Ebenstein, and Andra Hoffman.

Congressmember Tony Cárdenas addresses the crowd at a VICA Leaders Forum in May 2013.
MEDIA HIGHLIGHTS: BEST OF 2013

Santa Clarita Residents Speak Out Against Proposed Toll Lanes On 5 Freeway
► March 28 — The Los Angeles County Metropolitan Transportation Authority proposed charging tolls on the I-5 freeway to decrease traffic congestion and fund two new carpool lanes. VICA’s Doug Arseneault spoke in favor of the freeway expansion and proposed a toll charge at a Santa Clarita Valley City Hall meeting, noting the project will create more construction jobs. The project will add two freeway lanes from Parker Road in Castaic to the junction between the I-5 and Highway 14 and cost an estimated $410 million dollars. VICA believes the decreased congestion will increase commercial activity in the region.

Los Angeles Times
L.A. County Supervisors Are Split On Grand Park Filming Fees
► April 14 — Grand Park’s $20,000 per block site fee has deterred all but one production company from leasing the sought after location. “Los Angeles County is no longer encouraging filming in the county, and these high filming fees are just one example of another disincentive,” said Adriana Fernandez, VICA legislative affairs manager. The board of supervisors is divided in deciding whether to reduce the fee to $5,000 or to waive the fee for six months to determine the parks value based on demand.

The New York Times
Union Views Loom Large as Los Angeles Picks a Mayor
► April 7 — As City Controller Wendy Greuel and City Council member Eric Garcetti continue to campaign for mayor of Los Angeles, the union support each has received could concern conservative voters. “Labor has their hand in everything; it’s just to differing degrees,” VICA President Stuart Waldman said. “You either have elected officials who are completely supported by labor or you have candidates who get some support from business, too.” Still, VICA endorsed Wendy Greuel because she “is someone we have all worked with and can trust,” he said.

Los Angeles Daily News
California Needs a Better Way to Stop Meth Makers from Getting Ingredients
► May 16 — California retailers are using written record, instead of a cost-effective system, to stop criminals from illegally obtaining store-bought-ingredients—including popular cold and allergy medicines containing pseudoephedrine—to manufacture meth. That’s why VICA supports Senate Bill 506 by state Sen. Jerry Hill which adopts electronic blocking technology called the National Precursor Log Exchange and stops illegal sales and ensures access to medicines for law-abiders.

SAN FERNANDO VALLEY BUSINESS JOURNAL
Council Releases Westfield Tax Break for Review
► July 8 — The City Council has released a tax break plan for review for the Westfield Group LLC’s proposed Village at Topanga project plan to speed construction. VICA and other local business groups support the tax break given the 1,600 permanent jobs and $140 million in tax revenue the project is expected to generate over the next 25 years, according to the city staff report.

As Calif. Struggles with Production Flight, SCV Film Community Fights to Grow Industry
► August 22 — The state’s filming industry peaked in 1997, according
to a report by research firm Milken Institute. But, between 1997 and 2008, the state’s share of U.S. filming dropped 40 percent — much of it lured away to other states offering more attractive incentives. “California’s tax incentives for filming are still miniscule compared to what states like New York and Louisiana offer,” said Stuart Waldman, president of the Valley Industry and Commerce Association. “Workers want to film in Los Angeles, the San Fernando Valley and the Santa Clarita Valley. It’s where their families are,” Waldman said. “Our public officials need to keep jobs and production from leaving the area.”

Small Businesses Feel Sticker Shock from Workers’ Comp Insurance Hikes

- August 27 — A spot survey by the Los Angeles Business Journal found some local employers hit with premium hikes exceeding 40 percent in the last year for workers’ compensation insurance. The shock is especially startling because legislation (SB863) passed last year was supposed to reform the ins and outs of workers’ compensation to nearly everyone’s satisfaction. However, the Journal found some extreme examples...VICA got a rate increase of 59 percent for its seven employees.

San Jose Mercury News
California Minimum Wage Hike Become Law

- September 25 — The federal law sets a minimum wage of $7.25 per hour, but California is among 19 states and the District of Columbia that have a higher minimum wage, now $8 an hour. The first rise will be to $9 on July 1, 2014, and the second to $10 on Jan. 1, 2016. “They are hurting the people that they think they are helping,” said Stuart Waldman, president of the Sherman Oaks-based VICA. “A 25 percent wage increase over two years is pretty big. It’s going to affect everything. So at the end of the day, nobody is going to benefit from this.”

MPAA’s Chris Dodd Calls for California to Expand Tax Credits to Lure Big Budget Blockbusters

- October 4 — Speaking on Friday to the Valley Industry and Commerce Association, MPAA chairman Chris Dodd called for an expansion of California’s production tax incentive program to include big-budget films, noting that the state has lost out to others on projects like the sequels to “Man of Steel” and “The Amazing Spider-Man.” California’s incentive program provides $100 million per year for film and TV productions, but movies with budgets above $75 million are not eligible. Dodd also called on Google to do more to fight piracy.


- November 21 — One of two people to testify at yesterday’s Metro hearing was Doug Arseneault, legislative affairs manager for VICA. Arseneault warned that if projects that benefit the San Fernando Valley were not accelerated in a hypothetical future transportation bond measure, VICA would likely oppose the measure.

VICA Chair David Adelman spoke with anchor Brad Pomerance during a Time Warner Cable Local Edition session in May 2013.
2013 LEADERSHIP

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Valley Economic Development Center

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SCOTT LANE
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GREG LIPPE**
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- FilmL.A., Inc.
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- California Apartment Association of Los Angeles
- California Lutheran University
- California Restaurant Association
- CBS Outdoor, Inc.
- Chevron Products Company
- City of Hope
- Free Speech Coalition
- Fueling California
- General Growth Properties
- Granada Hills Charter High School
- Habitat for Humanity of San Fernando/Santa Clarita Valleys
- Harvard-Westlake School
- High Lantern Group
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- ITT Technical Institute
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- Port of Los Angeles
- Sheraton Universal Hotel
- Sony Pictures Entertainment
- Sugerman Communications Group
- The Tech Consultants, LLC
- Trammell Crow Company
- UCLA Governmental & Community Relations
- Van Nuys News Press
- Verizon
- Western Bagel Baking Corporation

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- California Lutheran University
- California Restaurant Association
- CBS Outdoor, Inc.
- Chevron Products Company
- City of Hope
- Free Speech Coalition
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- Hilton Universal City
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