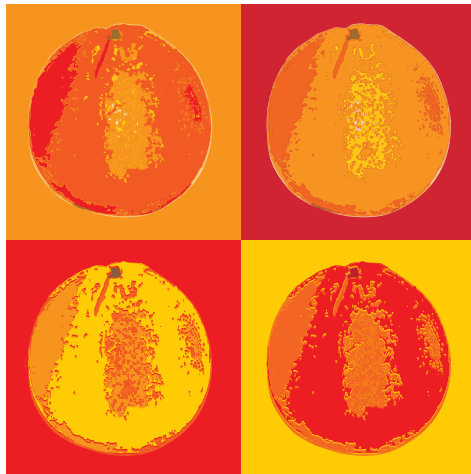


2022

**ORANGE COUNTY
BUSINESS COUNCIL
GETTING RESULTS:
A PROGRESS REPORT**



**ORANGE COUNTY
BUSINESS COUNCIL**



NOTHING RHYMES WITH ORANGE

2012 • ORANGE COUNTY BUSINESS COUNCIL

Celebrating the people and businesses whose innovation and pioneer spirit have made Orange County a unique place to live, work and play.



100 years of influence

For more than 100 years, Orange County Business Council and its predecessor organizations have promoted economic development countywide and served as the voice of business in America's sixth largest county, representing businesses with nearly 250,000 employees in Orange County and 2 million worldwide.

Orange County Business Council formed in 1995 through the merger of the 100-year old Orange County Chamber of Commerce, the Industrial League of Orange County, the Orange County Economic Development Consortium, and the public-private think tank, Partnership 2010. OCBC's history of accomplishments includes assisting in reorganizing local governance structures, advancing business-friendly legislation, leading local and regional economic development opportunities, helping charitable partners achieve their financial objectives, promoting high-tech and innovative initiatives, and much more.

Orange County is one of the most desirable places in the nation to live, work, raise a family and enjoy an unparalleled quality of life. **OCBC represents and promotes the business community, working with government and academia to enhance Orange County's economic development and prosperity in order to preserve a high quality of life.** OCBC serves pro-business interests so that the region's unique and vibrant economy will continue to expand, bringing the benefits of prosperity to every corner of the county.

OCBC accomplishes this mission by leading a high-profile, pro-active advocacy program at the county, state, and federal levels. The organization's actions and priorities are guided by its four core initiatives, as determined by OCBC's Board of Directors: Infrastructure, Workforce Development, Workforce Housing and Economic Development.

The leadership of OCBC's Board of Directors and the support of hundreds of members and investors has allowed OCBC to develop into the county's leading business organization, representing the best and brightest in a county where *Nothing Rhymes with Orange*.

OCBC Staff >>

Lucy Dunn
President and CEO

Dr. Wallace Walrod
Chief Economic Advisor

Kate Klimow
Vice President of Government Affairs

Danette Parente
Vice President of Finance and Administration

Matt Petteruto
Vice President of Economic Development

Celeste Signorino
Vice President of Investor Relations and Business Development

Alicia Berhow
Director of Workforce Development

Vicki Blaser
Director of Accounting and Investor Sales

Katherine Reedy
Director of Communications

Leslie Dods
Events Manager

Delaine Moore
Communications and Events Specialist

Betsy Boyd
Executive Assistant to the President and CEO

Maritza Ramirez
Office Assistant



Lucy Dunn
President and CEO
Orange County Business Council

message from the president

Welcome to Orange County Business Council's 2012 Annual Report, *Getting Results: A Progress Report for 2012*. I am pleased to share with you OCBC's achievements in 2011 under the theme *Turning Red Tape Into Red Carpet*, and the projects that will be tackled in 2012. Under the exceptional leadership of its Chairman Eddie Northen of UPS, OCBC triumphed as Orange County's most influential business organization.

In 2011, OCBC achieved notable gains for the business community. OCBC advocated for and helped to secure \$5.1 billion in Infrastructure planning and construction, funding Orange County projects in a tough economy. OCBC supported Workforce Development, including implementation of the Latino Educational Attainment Initiative's Ten Educational Commandments in all 70 schools in the Garden Grove Unified School District, and training 3,310 parents in the tools needed to ensure student success.

To promote the need for Workforce Housing, OCBC successfully advocated for new housing development projects throughout Orange County, including Irvine, Orange and Fullerton. To ensure Orange County's continued Economic Development, OCBC helped secure an enterprise zone for the City of Anaheim with \$35 million in annual tax credit potential for businesses within the zone.

In 2012, Chair Julie Miller-Phipps of Kaiser Permanente leads OCBC to celebrate the people and businesses that have transformed the county into one of the most economically competitive regions in the world. OCBC's 2012 theme, *Nothing Rhymes with Orange*, reflects Orange County's penchant for innovation, creativity and a knack for doing things just a bit differently.

Orange County is home to a myriad of exceptional stories: from Disneyland's rise out of the modest orange fields in Anaheim, to Allergan's life-changing innovations in medical devices, to The Irvine Company's pioneering of energy efficient communities and retail spaces. OCBC is proud to represent these and many other forward-thinking businesses who make this an exceptional place to live, work and play.

Throughout this report are stories of OCBC member companies that have left their mark on Orange County. It is their commitment to corporate social responsibility, innovation and pioneer spirit that are the reason *Nothing Rhymes with Orange*.



Lucy Dunn
President and CEO
Orange County Business Council



Julie Miller-Phipps
Kaiser Permanente Orange County
2012 Chair, OCBC Board of Directors

>> **Kaiser Permanente** evolved from industrial health care programs for construction, shipyard, and steel mill workers for the Kaiser industrial companies during the late 1930s and 1940s. Today, Kaiser Permanente is one of the **largest not-for-profit**, integrated care delivery systems, serving **8.6 million** members. At Kaiser Permanente, their mission is to provide high-quality, **affordable health care** services to members and the communities they serve. Their vision is to be a **leader** in Total Health by making lives better.

letter from the chair

As the 2012 Chair of the Orange County Business Council Board of Directors, I am pleased to share with you OCBC's *Getting Results: A Progress Report for 2012*. This report contains an overview of OCBC's strategic initiatives, the accomplishments of the past year, and the goals for 2012. Thanks to the leadership of 2011 Chair Eddie Northen of UPS, OCBC successfully worked with state and local governments to open doors for business, allowing for innovative projects and jobs creation in the private sector by *Turning Red Tape Into Red Carpet*.

It is my honor to serve as the Chair of an organization that has, for the past seventeen years, substantially contributed to the quality of life in Orange County. This year's theme *Nothing Rhymes with Orange* celebrates the people and businesses that have made Orange County truly unique. It is a region that has become famous for its tourist attractions and beautiful coastline, but is also a community thriving with pioneering, forward-thinking businesses.

Orange County is the center of innovation with its Pharma, BioTech and MedDevice industry leaders such as Allergan and Edwards LifeSciences. It is the home of notable high tech companies such as Broadcom and Visio, and it is the gateway to the world with regional headquarters for international businesses such as Toshiba, Toyota, Samsung, Kia Motors, Mitsubishi and Hyundai.

As the sixth largest county by population in the nation, and with the lowest unemployment rate in the state, the county has developed into one of the most economically competitive and prosperous regions in the world. Orange County is no longer L.A.'s sleepy bedroom community, but a region that boasts a pro-business environment, a highly-skilled labor force and well-developed infrastructure. It is a leader in economic growth, business and innovation. In fact, more workers commute to work in Orange County from L.A. than the other way around.

In 2012, our focus remains set on advancing OCBC's four main initiatives: funding and efficient development of infrastructure, support for a strong, well-educated workforce, an adequate supply and range of workforce housing and strong economic development. Maintaining Orange County's competitive edge will require an intense commitment to preserving and enhancing a positive business climate in the evolving global economy.

Please take a moment to read through this report, which highlights the accomplishments of 2011 and the comprehensive plans set forth for 2012, as we add to Orange County's rich history of innovation and creativity to remain one of the most economically prosperous counties in the nation and state, and continue to prove that *Nothing Rhymes with Orange*.



Julie Miller-Phipps
Kaiser Permanente Orange County
2012 Chair, OCBC Board of Directors

advocacy & government affairs

Committee Co-Chair > Alice Bisno > Automobile Club of Southern California • Committee Co-Chair > Lisa Haines > Disneyland Resort

Orange County Business Council's advocacy efforts protect Orange County's unrivaled quality of life by achieving meaningful solutions that safeguard and advance the business community's interests. The Government Affairs program is built around OCBC's four core initiatives: developing a reliable and modern infrastructure system that can move goods and people efficiently, a workforce prepared for a 21st century global economy, an adequate supply and range of workforce housing, and economic development strategies that support a vibrant business community.

2011 RESULTS:

- > Published and distributed the '11-12 Legislative Action Guide.
- > Established BizFed OC, a new federation of business and trade groups, as a committee of OCBC, to unify the advocacy agenda for business in Orange County.
- > Led business delegations to Washington, D.C. and Sacramento.
- > 88% success on OCBC-supported legislation, 81% success rate on "www.CaliforniaSquirrel.com" legislation and 100% success rate with "Killer Squirrel" legislation.
- > Testified before California Regional Water Quality Control Board, PUC, SCAQMD, California Citizens Redistricting Commission, OCTA and SCAG.
- > Inaugural meeting of a federal version of the R.E.A.L. Coalition to leverage the economic strength of the nations top economic development regions.
- > Secured pro-business board and advisory appointments.

2012 GOALS:

- > Outreach to Orange County Chambers of Commerce to align the county's business interests and advocacy efforts.
- > Recruit and support pro-business candidates for regional and state board and commission appointments.
- > Grow BizFed OC and strengthen the coalition of traditional and non-traditional allies to advance OCBC's legislative agenda.
- > Pursue state and federal legislation relating to OCBC's four core initiatives, and defend against anti-business legislation.
- > Develop the 2012 Legislative Report Card, showing how Orange County's legislative delegation voted on key business bills.
- > Support pro-business candidates and propositions in the 2012 elections.
- > Conduct *One Voice, Two Capitols* advocacy trips to Washington, D.C. and Sacramento, CA to advocate for business interests.

>> The **Automobile Club of Southern California** is the **largest** AAA club in the country, with members in more than 60% of Orange County households. For **over 100 years**, members have looked to AAA for great value and an **unmatched** variety of **services** such as roadside assistance, insurance, travel, DMV, discounts, approved repair providers, traffic safety programs and many more.

A woman with short, curly brown hair and glasses, wearing a blue blazer and a patterned scarf, standing with her hands clasped in front of her.

Alice Bisno
Auto Club of Southern California
Co-Chair, Advocacy & Government Affairs

>> As the largest employer in Orange County, the **Disneyland Resort** has a rich and **dynamic** history of creativity, innovation, and **global development**. From Walt Disney's original park to now six sites around the globe, it's important to remember **where it started**. Right here, in Orange County.

A woman with long brown hair, wearing a grey blazer over a red top, standing with her hand on her hip in front of the Sleeping Beauty Castle at Disneyland.

Lisa Haines
Disneyland Resort
Co-Chair, Advocacy & Government Affairs

infrastructure

Committee Chair > Les Card > LSA Associates, Inc.

A well-maintained infrastructure system is critical to meeting the growing needs of Orange County's residents and businesses. Whether it's advocating for increased investment in the county's roads and highway system, or increasing the supply of quality drinking water, OCBC works to make sure Orange County is able to meet the demands of a growing population and expanding economy. Infrastructure projects are the surest way to get Californians working again, and provide for the long-term viability of Orange County's business community.

2011 RESULTS:

- > \$5.1 billion in OC infrastructure planning and construction, funding OC projects in a tough economy.
- > Briefed key administration and federal elected officials on OC transportation system and needs.
- > Served on the California Transportation Commission and elevated OCBC's statewide profile.
- > Developed and promoted 2011 OC Infrastructure Report Card.
- > Testified in support of key energy and water infrastructure projects in Orange County.
- > Supported local transportation projects including ARTIC in Anaheim, high-speed rail, and completion of the toll road system.
- > Led a coalition effort and secured amendments to SCAQMD's new energy policy impacting business operations in the basin.
- > Promoted appropriate transportation and housing planning under SB 375; completed OC's first mandated SB 375 Sustainable Communities Strategy.

2012 GOALS:

- > Advance the OCMoves coalition to enhance infrastructure funding for Orange County through events with state and federal transportation officials, public outreach and regional leadership.
- > Secure the completion of the SR 241 Foothill South toll road through advocacy and strategic partnerships.
- > Support the protection and implementation of Measure M2 renewal provisions.
- > Secure an adequate water supply for Orange County and advocate for water technology innovation, desalination, recycling, groundwater replenishment and conservation.
- > Regional government reforms that reflect OCBC's infrastructure and housing initiatives, ensuring the business perspective is included in regional planning.
- > Enhance the Center for a New Orange County to meet OCBC's infrastructure goals and statewide public policy influence.



>> **LSA Associates** has a rich 35-year history and has grown into a **200+ employee-owned firm** headquartered in Orange County, with professionals in a range of disciplines navigating development/transportation projects **successfully** and **efficiently** through regulatory and permitting requirements. Unique and innovative, LSA balances **environmental sustainability** with community development needs.

Les Card
LSA Associates, Inc.
Chair, Infrastructure

A middle-aged man with white hair and glasses, wearing a dark suit and a striped tie, stands in front of a large window. He is smiling slightly. In the background, two other people are visible, but they are out of focus. The window shows a view of greenery outside.

>> As **AT&T** continues to **break new ground** and deliver new solutions, they are focused on delivering the high-quality customer service that is their **heritage**. For more than a century, AT&T has consistently provided **innovative, reliable, high-quality** products and services and excellent customer care.

Richard Porras
AT&T
Chair, Workforce Development

workforce development

Committee Chair > Richard Porras > AT&T


Orange County is the economic engine of Southern California, with a high-quality workforce to match. UC Irvine, CSU Fullerton, CSU Long Beach, Chapman University, Brandman University, Concordia University, USC and an extensive Community College system make Orange County an ideal place to live and work. Recognizing the business need to develop a workforce prepared for a 21st century global economy, OCBC works with community partners to identify the county's educational needs and develop strategic solutions. By advocating for a greater focus on S.T.E.A.M. disciplines (Science, Technology, Engineering, Arts and Math), OCBC is helping to develop the next generation of global leaders.

2011 RESULTS:

- > Secured education reform legislation working with the R.E.A.L Coalition and workforce bills supported by OCBC, AB 790 and 1304, were signed into law.
- > Successful Third Annual Latino Educational Attainment (LEA) Reception.
- > Trained 3,130 parents in LEA's Ten Educational Commandments, and implemented LEA in all 70 schools in the Garden Grove Unified School District.
- > Developed a labor/business coalition with local union leaders to promote jobs.
- > Held a successful 10th Annual Workforce Development Conference with 300 business, legislative and academic leaders, featuring California Teachers Association president Dean Vogel.
- > Produced and distributed the 2011/2012 Workforce Indicators Report.
- > Continued advocacy of "corporate social responsibility" within the business community.

2012 GOALS:

- > Enhance existing community partnerships to align business and education, with an emphasis on S.T.E.A.M. and Career and Technical Education.
- > Facilitate a forum with the State Superintendent to continue advocating for solutions to California's education issues.
- > Enhance LEA's community coalitions and develop a countywide communications program aimed at providing Asian, Latino and other parents the skills to ensure student success.
- > Expand LEA into 30 neighborhoods, providing parent training in Spanish of the Ten Educational Commandments.
- > Develop partnerships with the financial services sector and community organizations to include financial literacy in LEA.
- > Produce the annual Orange County Workforce Indicators Report to elevate public awareness of workforce development issues.
- > Advocate for education reform and local control in order to close the achievement gap.



Shari Battle
Bank of America
Chair, Workforce Housing

>> From 1930, when A.P. Giannini acquired the name **Bank of America** from Thomas Chapman, to the 1950s when the bank financed the development of Disneyland, to today, when the company is lending and investing **millions of dollars** annually in the **local economy**, Bank of America provides financial services to more individuals, **businesses, government agencies and nonprofits** in Orange County than any other bank.

workforce housing

Committee Chair > Shari Battle > Bank of America

A diverse housing market is critical to the long-term success of Orange County's business community. A broad spectrum of housing products must be available to residents; whether it's a single family detached home or a new high-rise condominium, residents of the county need affordable choices. OCBC works with Orange County's cities to plan for current and future housing needs that reflect the region's growing and ageing population.

2011 RESULTS:

- > Successfully advocated for new housing development projects throughout Orange County, including Irvine, Orange and Fullerton.
- > Assisted with the development of an affordable homes strategic plan with the South Orange County Alliance for Housing Our Community.
- > Secured HCD's and the Governor's strong opposition to a proposed federal private transfer fee covenant prohibition affecting 1.3 million homes in California.
- > Support for tax credits, fee deferrals and map extensions for housing projects in a tough economy.
- > Continued dialogue with Governor's office and HCD on a permanent funding mechanism for affordable housing, support for SB 500.
- > Assisted building industry non-profits with partnership and advice during restructuring; served on affordable housing advisory boards.

2012 GOALS:

- > Increase funding for Orange County through partnerships with non-profits and advocacy for a secure funding source for low-income and affordable housing.
- > Develop the 2012 Orange County Housing Scorecard to stimulate dialogue on the county's supply and affordability of homes, and solutions to the region's most pressing housing concerns.
- > Expand OCBC's online Housing Tool Kit to allow cities and builders greater access to information on increasing the county's housing supply.
- > Advocate on behalf of new housing developments in Orange County, and for the retention of the mortgage tax deduction.
- > Develop a Housing 101 conference to educate newly-elected officials on Orange County's housing outlook and future needs.

economic development

Committee Co-Chair > Juan Basombrio > Dorsey & Whitney LLP • Committee Co-Chair > Chris Harrington > Toshiba

With millions of Californians out of work or underemployed, implementing economic development solutions that put people back to work is priority. OCBC works to ensure California remains focused on developing pro-business solutions to the state's toughest challenges. OCBC is forming strategic partnerships internationally, recognizing the benefits of international trade to the local economy, and its importance given Orange County's location to the ports and diverse population. By planning for the good times ahead, Orange County will continue to lead the state's economic recovery.

2011 RESULTS:

- > Completed economic development and strategy research for private companies and agencies.
- > Assisted members in achieving specific economic development corporate objectives.
- > Successful "Red Team" efforts to attract and retain Orange County businesses and high paying jobs.
- > Initiated and helped secure enterprise zone designation for Anaheim with \$35 million in annual tax credits potential for businesses within the zone.
- > Highlighted "green" competitive advantages of Orange County businesses' good work.
- > International trade meetings with delegations from China, Turkey, Dubai, France, Spain, Korea, Japan, Mexico and others.
- > Assisted OC cities on "how cities can help create jobs" and new goal: "We're open for business."
- > Commenced "Turning Red Tape Into Red Carpet" competition and awards with 35 applicants.

2012 GOALS:

- > Re-launch and promote LocationOC.org as a resource for companies and employees new to Orange County.
- > Support Orange County's emerging industry clusters and diverse high-tech clusters with targeted education and workforce training.
- > Continue economic development activities started in 2009 to retain existing businesses and attract new companies to Orange County.
- > Enhance OCBC's presence on international business expansion opportunities and international trade, and lead a delegation of business leaders to China.
- > Implement the Southern California Economic Growth Strategy through the Southern California Associations of Governments and GLUE Council.
- > Conduct the annual Economic Forecast Conference with Cal State Fullerton to provide economic trends affecting Orange County businesses.



>> **Dorsey & Whitney LLP** is celebrating **100 years as a law firm**. Dorsey's Southern California office, located in Costa Mesa, offers legal services in the areas of international litigation and arbitration, complex business and employment litigation, and corporate law. Dorsey's attorneys are **active members** of the Orange County **community**, as well as internationally.

Juan Basombrio
Dorsey & Whitney LLP
Co-Chair, Economic Development



>> **Toshiba** delivers technology and products remarkable for their **innovation** and **artistry** – contributing to a safer, more comfortable, more productive life. Toshiba brings together the spirit of innovation with their passion and conviction to **shape the future** and help protect the global environment and shared heritage.

Chris Harrington
Toshiba America Information Systems
Co-Chair, Economic Development

research & communications

Committee Chair > Steve Churm > Churm Media

Led by Dr. Wallace Walrod, Chief Economic Advisor, Orange County Business Council's Research Department supports OCBC's core strategic initiatives. Dr. Walrod's research provides businesses with in depth analysis and invaluable policy insights on the region's business climate, education needs, demographics, housing, and other topics critical to business success. By utilizing the latest technology and communication channels, OCBC can share critical information with members, the public and the media, when it happens, where it happens.

2011 RESULTS:

- > Recognized by OCMetro Magazine as OC's most influential business organization, and featured as the cover story of the July edition.
- > Attended over 100 speaking engagements and events, promoting OCBC's four core initiatives.
- > Produced the 2011/2012 Workforce Indicators Report and 2011 Community Indicators Report.
- > Developed a college internship program, featuring 12 interns who assisted with communications, events, administration and government affairs.
- > Numerous completed research projects on economic development, transportation, business attraction, airport, SCAG, ATEP and private companies.
- > Contributed research for the development of the Orange County Sustainable Communities Strategy.
- > Led in the development of a Southern California Economic Development Strategy through SCAG and the GLUE Council.

2012 GOALS:

- > Maintain partnerships in publishing the annual Workforce Indicators Report and Community Indicators Report.
- > Continue to conduct innovative research that supports OCBC's initiatives and strengthens Orange County's economy.
- > Conduct research on Orange County's cutting-edge emerging growth cluster drivers – IT, International Trade, Cleantech and Creativity.
- > Elevate OCBC's communication with members, the media and the public through web-based video and audio recordings.
- > Launch the Center for a New Orange County website and develop marketing materials to enhance opportunities to meet infrastructure goals.
- > Develop creative new outlets for sharing OCBC's messages.
- > Expand OCBC's college internship program to increase staff support.

>> For more than two decades, **Churm Media** has chronicled the tremendous **growth** and **impact** of Orange County businesses on the economy, culture and future of this dynamic region. In the process they have **crossed the digital divide** to deliver content on multiple media platforms to reach audiences at every news intersection from print to online.

The logo for 'OC METRO MINUTE' is displayed on a screen. 'OC' is in red, 'METRO' is in blue, and 'MINUTE' is in white. The text is enclosed in a white dotted circular border.

Steve Churm
Churm Media
Chair, Research and Communications

A reflection of the 'OC METRO MINUTE' logo is visible on the glass table surface. The text is mirrored and appears as 'MINUTE' in white, 'OC' in red, and 'METRO' in blue.

networking & events

Committee Chair > Kristy Hennessey > Time Warner Cable

Orange County Business Council continually provides a forum for Orange County's business leaders to network with the business and public sector community to proactively address the overall business climate. Whether it is an intimate Chairman's Leadership Breakfast that highlights a timely issue or OCBC's Annual Dinner bringing together 800 business and community leaders, OCBC strives to bring innovative, informative and fun events to the nation's sixth largest county.

2011 RESULTS:

- > 2011 Annual Dinner *Turning Red Tape Into Red Carpet*.
- > Chairman's Leadership Breakfast Series featuring four high-level networking events. >> **SOLD OUT**
- > 2011 Executive Invitational Golf Tournament. >> **SOLD OUT**
- > 2011 Workforce Development Conference, in partnership with the Orange County Workforce Investment Board.
- > 2011 Economic Forecast Conference, in partnership with California State University, Fullerton. >> **SOLD OUT**
- > 2011 BizFed OC Inaugural Lucheon featuring Meg Whitman, CEO of Hewlett-Packard. >> **SOLD OUT**
- > 2011 inaugural *Turning Red Tape Into Red Carpet Awards* and Reception.
- > OCMoves events, OCBC at the Angels, OCPAC, Family Night at the OC Fair and fine dining.
- > BIZPAC Roast of Orange County Supervisor Bill Campbell and other high-level political events.

2012 GOALS:

- > Present a calendar of high quality and substantive events that offer the business community maximum value for attendance.
- > Expand OCBC's major events by offering distinguished speakers and providing quality information that is relevant to the Orange County business community.
- > Cultivate relationships with event sponsors to maintain support and form new partnerships.
- > Leverage CEO Leadership Caucus to enhance OCBC's influence, including the expansion of the Chairman's Leadership Breakfast Series to six events annually.
- > Increase event revenue through creative event partnerships, strategic event planning, and generating new events.
- > Develop exclusive high-level networking events for Board Members and Investors.

featured speakers

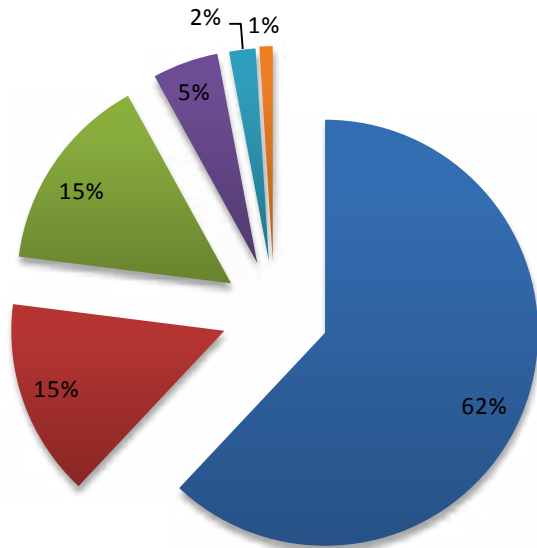
Hon. Dianne Feinstein – US Senator
John Porcari – US Deputy Secretary of Transportation
Dr. James Baumgardner – Deputy Asst. Director for Health Policy
Kathleen A. Merrigan – US Deputy Secretary of Agriculture
Hon. Jeff Denham – Congressman, 19th District
Hon. Ed Royce – Congressman, 40th District
Hon. Dana Rohrabacher – Congressman, 46th District
Hon. Ken Calvert – Congressman, 44th District
Hon. Darrell Issa – Congressman, 49th District
Hon. Duncan Hunter – Congressman, 52nd District
Hon. Bill Shuster – Congressman, PA-9
Hon. Tom Price - Congressman, GA-6
Hon. Erik Paulsen – Congressman, MN-3
Hon. John Duncan – Congressman, TN-2
Hon. Gavin Newsom – California Lieutenant Governor
Hon. Dave Jones – California Insurance Commissioner
Hon. Bill Lockyer – California Treasurer
Hon. John A. Pérez – Speaker of the Assembly
Hon. Darrell Steinberg – Senate President pro Tem
Hon. Bob Dutton – Senate Republican Leader
Hon. Connie Conway – Assembly Republican Leader
Hon. Ron Calderon – Senator, 30th District
Hon. Mark DeSaulnier – Senator, 7th District
Hon. Bob Huff – Senator, 29th District
Hon. Mimi Walters – Senator, 33rd District

Hon. Lou Correa – Senator, 34th District
Hon. Tom Harmon – Senator, 35th District
Hon. Curt Hagman – Assemblymember, 60th District
Hon. Jim Silva – Assemblymember, 67th District
Hon. Allan Mansoor – Assemblymember, 68th District
Hon. Don Wagner – Assemblymember, 70th District
Hon. Jeff Miller – Assemblymember, 71st District
Hon. Chris Norby – Assemblymember, 72nd District
Hon. Diane Harkey – Assemblymember, 73rd District
Hon. Michelle Steel – Vice Chair, Board of Equalization
Hon. Bill Campbell – Orange County Board of Supervisors
Hon. Shari Freidenrich – Orange County Treasurer
Hon. Ashley Swearengin – Mayor of the City of Fresno
Ray W. Brewer – HUD Field Office Director
Mike Rossi – California Jobs Czar
Colonel Thomas Magness – L.A. District, Army Corps of Engineers
Colonel Mark Toy – L.A. District, Army Corps of Engineers
Meg Whitman – CEO, Hewlett-Packard
Randy Barth – President & CEO, THINK Together
Peggy Noonan – Columnist, Wall Street Journal
Scott Davis – Chairman and CEO, United Parcel Service
Victor Nichols – CEO, Experian North America
Dr. Richard A. Fable – President and CEO, Hoag Memorial Hospital
David Pyott – Chairman and CEO, Allergan
Richard Davis – Chairman, President and CEO, U.S. Bancorp

revenue & expenses

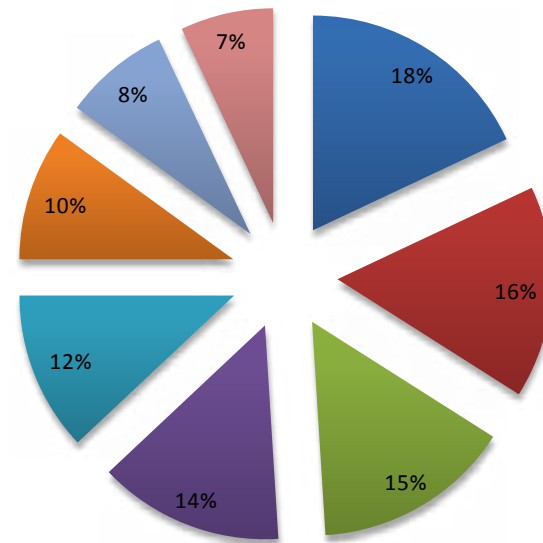
Treasurer > Michael Hornak > Rutan & Tucker LLP

2012 Revenue Sources



- Investment and Dues
- Events
- Research/Other
- Economic Development Programs
- Workforce Development Programs
- Government Affairs Programs

2012 Expense Allocation



- Events
- Research
- Business Development & Investor Relations
- Economic Development
- Government Affairs
- General and Administrative
- Communications
- Workforce Development

>> The majority of OCBC's funding comes from membership revenue (62%). Non-dues revenue sources, such as events and research, are continually being developed.

>> The most important activities for OCBC center around creating value for investors. Together events, research, government affairs, economic and workforce development comprise 67% of OCBC's operating budget. General administration, business development, investor relations and communications expenses make up the remainder of the budget.

ocbc membership

Committee Chair > Laura DeSoto > Experian

Join the leading business organization in Orange County where the most influential companies and top executives are actively engaged in creating a pro-business environment and a vibrant and prosperous economy. Hundreds of Orange County's leading businesses, cities and non-profit organizations represent an elite group from every industry cluster which collectively employ over 250,000 workers in the county and two million worldwide.



Regional Economic Development

Engage in regional economic development efforts and learn about the latest projects and initiatives.



Business Development

Develop new business opportunities and enhance your network with high level business and opinion leaders.



Coalition Building and Issues Management

Learn about critical issues impacting business and build a coalition to influence elected officials that will deliver results benefiting companies and the county.



Corporate Social Responsibility

Demonstrate good corporate social responsibility and leadership by investing in Orange County's economy to preserve a high quality of life.

Join the Leading Voice of Business

For membership information contact:

Celeste Signorino

Vice President, Investor Relations and
Business Development
csignorino@ocbc.org
949.794.7223
www.ocbc.org



ORANGE COUNTY
BUSINESS COUNCIL

executive committee & committee chairs

Chair, Board of Directors

Julie Miller-Phipps
Kaiser Permanente Orange County

Chair Elect

Ed Reno
Allergan, Inc.

Immediate Past Chair

Eddie Northen
United Parcel Service

Treasurer

Michael Hornak
Rutan & Tucker, LLP

President, CEO and Secretary

Lucetta Dunn
Orange County Business Council

Co-Chairs, Advocacy and Government Affairs

Alice Bisno
Automobile Club of Southern California

Lisa Haines
Disneyland Resort

Vice-Chair, Steve Finnegan
Automobile Club of Southern California

Vice-Chair, Carrie Nocella
Disneyland Resort

Chair, Workforce Development

Richard Porras
AT&T

Co-Chairs, Economic Development

Chris Harrington
Toshiba America Information Systems

Juan Basombrio
Dorsey & Whitney LLP

Chair, Infrastructure

Les Card
LSA Associates, Inc.
Vice-Chair, Terry Hartman
The Irvine Company

Chair, Workforce Housing

Shari Battle
Bank of America
Vice-Chair, Tricia Esser
KTGY Group

Chair, CEO Leadership Caucus

Thomas Phelps
Manatt, Phelps & Phillips, LLP

Chair, City Partners

Dan Miller
The Irvine Company

Chair, Community College Working Group

Christine Peter
IOS

Chair, Events

Kristy Hennessey
Time Warner Cable

Chair, Green Task Force

Michael Brandman, Ph.D.
Michael Brandman Associates

Chair, Health Care Task Force

Maureen Hayes
Parsons

Chair, Legal Affairs

Jeffrey Reeves
Gibson, Dunn & Crutcher LLP

Chair, Membership and Investor Relations

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Experian

Chair, OCMoves

Kris Murray
Willdan Group, Inc.

Chair, Research and Communications

Steve Churm
Churm Media

Chair, Strategic Planning

Eddie Northen
United Parcel Service

directors

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Robert Bein, RBF Consulting
Gregory Buchert, M.D., M.P.H., CalOptima
Charles Bullock, J.D., Brandman University
Larry Buster, First American Title Company
William Cave, U.S. Bank
Ronald DiLuigi, St. Joseph Health System
Jon Frank, Snell & Wilmer LLP
Juan Garcia, Chevron
Bill Habermehl, Orange County Department of Education
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Paul Kaufman, JPMorgan Chase
Dan Kelly, Rancho Mission Viejo
Will Kempton, Orange County Transportation Authority
Thomas Leone, Cox Communications
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Robert L. Mayer, Jr., The Robert Mayer Corporation
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Ski Harrison, Rutan & Tucker, LLP
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Parker Kennedy, First American Financial Corporation
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Mel Rogers, PBS SoCal
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Linda Martin, Porter Novelli
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County of Orange
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Orange County Transportation Authority
Rancho Mission Viejo LLC
Rutan & Tucker LLP
San Diego Gas & Electric
Southern California Gas Company
SchoolsFirst Federal Credit Union
Sensys Networks Incorporated
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US Bank
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First American Title Company
FivePoint Communities
Flatiron Construction Corporation
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Michael Brandman Associates
Nossaman LLP
Oce Imagistics Incorporated
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Orange County's United Way
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The Paul Merage School of Business, UCI
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CC Myers Incorporated

Center Club

Chapman University

Children and Families Commission of OC

Children's Hospital of Orange County

Churm Media

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City of Garden Grove

City of Huntington Beach

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Coast Community College District

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Newmeyer & Dillion LLP

Newport Banning Ranch LLC

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Orange County Great Park Corporation

OC Local Agency Formation Commission

Orange County Sanitation District

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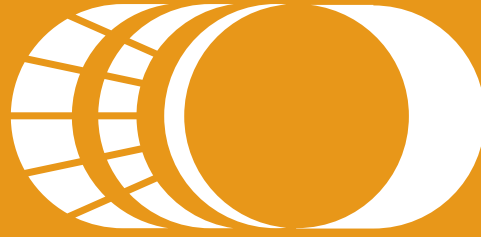
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2 Park Plaza, Suite 100 | Irvine, California 92614
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