Dear North San Diego Business Chamber Member,

Thank you for taking an active role in our regional economy. By choosing to do business in San Diego County, you provide jobs, support our communities, and overall, contribute to our region’s vibrancy.

North San Diego Business Chamber is proud to support you and assist in your development and growth.

As an advocate for your success, we provide a variety of resources and services for you to take advantage of:

- Connect you with officials at the city, county, state, and federal levels to make your concerns heard
- Help you resolve issues that prevent you from thriving in San Diego
- Seek your input in shaping Chamber initiatives and programs
- Provide opportunities for you to meet new clients and showcase your expertise
- Host educational and professional development workshops to ensure you are prepared for what’s ahead
- Help you get involved in issues important to your business, such as business policies, economic development, business education, and more
- Adapt our investor benefits to stay current with the needs of business

We always welcome your input, value your support of Chamber initiatives, and guarantee our continued support of all Members. We appreciate your proven dedication to our region, and encourage you to continue doing business in San Diego County.

Respectfully,

Keith Wilschetz
Chair of the Board
<table>
<thead>
<tr>
<th>Month</th>
<th>Event</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>JUL</td>
<td>Chamber staff attends the Institute for Organizational Management to</td>
<td>learn new ways to serve our Members</td>
</tr>
<tr>
<td>AUG</td>
<td>Operation Connect representatives join the “Military Mondays” show on</td>
<td>KCBQ 1170 AM</td>
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<tr>
<td>SEPT</td>
<td>Chamber staff attends the Institute for Organizational Management to</td>
<td>learn new ways to serve our Members</td>
</tr>
<tr>
<td>OCT</td>
<td>Economic Development Committee discusses the San Diego North AIB8</td>
<td>Consortium, which is bridging together Adult Schools, Community Colleges, Universities and San Diego businesses to improve the preparedness and resilience of the workforce in our region</td>
</tr>
<tr>
<td>NOV</td>
<td>Chamber discusses the importance of small business in the region at</td>
<td>2015 Marine Corps Small Business Contracting Summit, Camp Pendleton</td>
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<tr>
<td>DEC</td>
<td>The Chamber holds a forum on the Gender Equity Pay Law: Timothy</td>
<td>Sandefur from the Cato Institute also presents his take on the burden regulations have on doing business</td>
</tr>
<tr>
<td>JAN</td>
<td>The Chamber collects teddy bears for the Law Enforcement Teddy Bear</td>
<td>Drive benefiting the children at Rady Children’s Hospital</td>
</tr>
<tr>
<td>FEB</td>
<td>The Health Committee discusses the new “End-of-Life” legislation in</td>
<td>California and its impact</td>
</tr>
<tr>
<td>MAR</td>
<td>The Chamber hosts the first Leadership Academy, a one-day, interactive</td>
<td>leadership certification program designed for those who want to grow their career</td>
</tr>
<tr>
<td>APR</td>
<td>The Chamber releases an editorial on how Gainful Employment</td>
<td>regulations need balance</td>
</tr>
<tr>
<td>MAY</td>
<td>Chamber partners with County of San Diego on a Domestic Violence</td>
<td>Awareness Forum to discuss the impact of abuse on the workplace</td>
</tr>
<tr>
<td>JUN</td>
<td>San Diego Small Business Seminar and Resource Expo</td>
<td>7th Annual San Diego Women’s Week takes place March 14-18, with the Inspiration Conference bringing together</td>
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</tbody>
</table>
CHAMBER DEMOGRAPHICS

Small Business 1-9 Employees
- 63%

Medium Business 10-49 Employees
- 19%

Large Business 50+ Employees
- 18%

Industries
- Public Utilities & Environment: 63%
- Transportation: 19%
- Pets & Veterinary: 18%

Funding
- Membership: 59%
- Events: 32%
- Grants: 9%

Statement of Financial Position
Fiscal Year, July 1, 2015 - June 30, 2016

June 30, 2016
- Current Assets: $164,307
- Fixed Assets: $32,639
- Other Assets: $3,289
- TOTAL ASSETS: $200,236
- Current Liabilities: $0
- Equity: $200,236
- TOTAL LIABILITIES AND NET ASSETS: $200,236

Statement of Activities
Fiscal Year, July 1, 2015 - June 30, 2016

Revenues
- Membership: $235,543
- Events: $430,572
- Grants: $69,500
- TOTAL REVENUE: $735,615

Expenses
- Administration: $403,198
- Operations: $115,164
- Events: $149,064
- TOTAL EXPENSES: $667,426
- CHANGE IN NET ASSETS: $68,189

Supporting over 600 members
197,000 employees
## 2015-2016 Partners

### $25,000+
- Baker Electric Solar
- Bernardo Winery
- California State University San Marcos
- Callaway Golf
- Community Strategies Group Inc
- Davies Electric Company, Inc.
- Gilbane Co.
- Harrah’s Resort Southern California
- Hewlett Packard Enterprise
- Hochman Cohen Torres LLP, CPAs
- InnoVision Marketing Group
- Jones Day
- Kaiser Foundation Hospital
- Littler Mendelson
- Maderas Golf Club
- Mercedes-Benz of Escondido
- Michael Baker International
- Miramar Federal Credit Union
- Newland Real Estate Group
- Northrop Grumman
- Oracle Corporation
- Pacific Western Bank
- Palomar College Foundation

### $15,000 - $24,999
- Arch Health Partners
- At Your Home Familycare
- BNY Mellon - San Diego
- California State University San Marcos
- Computer Sciences Corporation
- Davies Electric Company, Inc.
- Gilbane Co.
- Harrah’s Resort Southern California
- Hewlett Packard Enterprise
- Hochman Cohen Torres LLP, CPAs
- HP, Inc.
- InnoVision Marketing Group
- Jones Day
- Kaiser Foundation Hospital
- Littler Mendelson
- Maderas Golf Club
- Mercedes-Benz of Escondido
- Michael Baker International
- Miramar Federal Credit Union
- Newland Real Estate Group
- Northrop Grumman
- Oracle Corporation
- Pacific Western Bank
- Palomar College Foundation

### $10,000 - $15,000
- Baker Electric Solar
- Bernardo Winery
- California State University San Marcos
- Callaway Golf
- Community Strategies Group Inc
- Davies Electric Company, Inc.
- Gilbane Co.
- Harrah’s Resort Southern California
- Hewlett Packard Enterprise
- Hochman Cohen Torres LLP, CPAs
- HP, Inc.
- InnoVision Marketing Group
- Jones Day
- Kaiser Foundation Hospital
- Littler Mendelson
- Maderas Golf Club
- Mercedes-Benz of Escondido
- Michael Baker International
- Miramar Federal Credit Union
- Newland Real Estate Group
- Northrop Grumman
- Oracle Corporation
- Pacific Western Bank
- Palomar College Foundation

### $5,000 - $9,999
- Baker Electric Solar
- Bernardo Winery
- California State University San Marcos
- The Elizabeth Hospice
- Littler Mendelson
- Newland Real Estate Group
- Oracle Corporation
- San Diego County Regional Airport Authority
- San Diego Gas & Electric
- Sony Electronics, Inc.

### $2,000 - $4,999
- Gilbane Building Company
- HP, Inc.
- Jones Day
- Kaiser Foundation Hospital
- Michael Baker International
- Pacific Western Bank
- Palomar Community College
- Petco
- RBC Wealth Management
- The San Diego Foundation
- San Diego Zoo Safari Park
- Sun Orthodontics
- Unicorn Jewelry & Fine Gifts

## Esteemed Members

### Chairmen’s Circle Members
- Arch Health Partners
- At Your Home Familycare
- BNY Mellon - San Diego
- California State University San Marcos
- Callaway Golf
- Community Strategies Group Inc
- Davies Electric Company, Inc.
- Gilbane Co.
- Harrah’s Resort Southern California
- Hewlett Packard Enterprise
- Hochman Cohen Torres LLP, CPAs
- HP, Inc.
- InnoVision Marketing Group
- Jones Day
- Kaiser Foundation Hospital
- Littler Mendelson
- Maderas Golf Club
- Mercedes-Benz of Escondido
- Michael Baker International
- Miramar Federal Credit Union
- Newland Real Estate Group
- Northrop Grumman
- Oracle Corporation
- Pacific Western Bank
- Palomar College Foundation
- Palomar Community College
- Petco
- Prava Construction Services, Inc.
- Rady School of Management, UC San Diego
- Rancho Bernardo Inn
- RBC Wealth Management
- RDM Management Group
- Replication Printing Services
- Rincon Band of Luiseño Indians
- San Diego County Regional Airport Authority
- San Diego Gas & Electric
- San Diego Zoo Safari Park
- Scripps Health
- Sharp Health Plan
- Sharp Rees-Stealy
- Sony Electronics, Inc.
- Sun Orthodontics
- The Elizabeth Hospice
- The San Diego Foundation
- The Simmons Firm, ALC
- Unicorn Jewelry & Fine Gifts
- USSD Team Focus - TF3
- Welk Resorts San Diego
- West Coast Trees
- ZCode Magazines

### Long-Time Members

#### 35 Years
- Bernardo Winery
- California Bank & Trust
- Coldwell Banker Residential Brokerage
- Glaser-Bailey Awards & Engraving
- Jeffrey T. Wilson Attorney At Law
- Rancho Bernardo Inn
- San Diego Gas & Electric
- Union Bank - Rancho Bernardo

#### 30 + Years
- Boys & Girls Clubs of Greater San Diego
- Casa de las Campanas
- CBRE - Jeb Bakke
- Palomar Community College
- Rancho Bernardo Self Storage & RV Storage
- Rancho Financial, Inc.
- Unicorn Jewelry & Fine Gifts

#### 20 + Years
- Alliant International University
- At Your Home Familycare
- Bernardo Heights Country Club - Club Corp
- Contract Carpet
- Fjestad, Barrett & Short
- Gymnery Kids, Inc.
- Rancho Bernardo Courtyard
- Rotary Club of RB-Sunrise
- Seacrest Village at Rancho Bernardo
- Southwest Health Care Services, Inc.
- Storage West in Rancho Bernardo
- Victor J. Ferrette, A Law Corporation
COMMITTEES

Business Advocacy Committee
The Business Advocacy Committee educates Members on current and/or upcoming laws, regulations, and legislation. The committee seeks to advocate for local businesses while connecting them with the local offices of elected officials. Throughout the year, elected officials and other special guests attend certain meetings in order to give legislative updates and answer questions.

<table>
<thead>
<tr>
<th>Committee Chairs 2016-2017</th>
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</thead>
<tbody>
<tr>
<td>Meena Westford, Chair</td>
</tr>
<tr>
<td>Special Projects Manager</td>
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<tr>
<td>Metropolitan Water District of Southern California</td>
</tr>
<tr>
<td>Mike Nagy, Vice Chair</td>
</tr>
<tr>
<td>Public Affairs Manager</td>
</tr>
<tr>
<td>San Diego County Apartment Association</td>
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</tbody>
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Health Committee
Health is a priority for the North San Diego Business Chamber as it plays an important role in shaping the region’s economy. The Chamber strives to deliver up-to-date, health-related information to enhance the quality of life for Chamber Members and the business community at large. The Health Committee serves as the Chamber’s front line to educate San Diego businesses about health care issues specific to the region that impact bottom lines and workforce productivity.

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<tr>
<td>Carrie Farrell, Chair</td>
</tr>
<tr>
<td>Principal</td>
</tr>
<tr>
<td>C-Far Consulting</td>
</tr>
<tr>
<td>Julie Vargas, Vice Chair</td>
</tr>
<tr>
<td>Wellness Coordinator</td>
</tr>
<tr>
<td>Sharp Health Plan</td>
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</tbody>
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Military Transition Council
The Military Transition Council started Operation Connect, the Chamber’s program that helps connect transitioning military service members to businesses in the region. The committee reviews each workshop, creates ways to improve the program, and helps grow the number of participating Chamber Members serving as mentors.

<table>
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<tbody>
<tr>
<td>Kevin Cortes, Chair</td>
</tr>
<tr>
<td>USMC (retired)</td>
</tr>
<tr>
<td>Chief Military Officer</td>
</tr>
<tr>
<td>Miramar Federal Credit Union</td>
</tr>
<tr>
<td>Bill Loeber, Vice Chair</td>
</tr>
<tr>
<td>Curriculum Director</td>
</tr>
<tr>
<td>Operation Connect</td>
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</tbody>
</table>

Economic Development Committee
The mission of the Economic Development Committee is to support the Chamber’s Think Local First initiative, which supports buying, hiring, and contracting locally. The committee facilitates this through the collaboration of business, academia, promotion of local commerce, and support for workforce development.

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<thead>
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<tbody>
<tr>
<td>Jay Virata, Chair</td>
</tr>
<tr>
<td>Economic Development Manager</td>
</tr>
<tr>
<td>City of Poway</td>
</tr>
<tr>
<td>Judy Corasaniti, Vice Chair</td>
</tr>
<tr>
<td>Outreach Coordinator</td>
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<tr>
<td>College Planning Source</td>
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Leadership Council
The Leadership Council is a vital component of the Chamber’s outreach to the business community. An education program certifies that each member of the Council fully understands the Chamber, its programs, services, and events, and allows each to speak on behalf of the organization to new or prospective businesses. Each Leadership Council member is a proven business leader, and commits to offering expertise to the membership at large.

<table>
<thead>
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<tr>
<td>City of Poway</td>
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PROGRAMS

Think Local First San Diego
The Think Local First San Diego initiative is designed to grow jobs, strengthen our local tax base, and champion commerce in the region by encouraging local purchasing, hiring and contracting of services.

When the general public, government agencies, and school districts purchase products and services, and hire within the region, they have a tremendous impact on the strength and success of the businesses and communities involved. All of us can make a difference because Change Starts Locally.

A wide range of businesses, elected officials, chambers of commerce and business associations have united to create the Think Local First San Diego initiative. By unifying this diverse and unique group of people under the Think Local First philosophy, we plan to strengthen the business community and the vibrancy of the region we call home.

Operation Connect was formed by the Chamber to give back to those who have given their service to our country. Our mission is to connect transitioning service members and veterans to business leaders, owners and influential people in the community. We view the transitioning service members and veterans in our region as future captains of industry, leaders, and model citizens in our North San Diego community. They will enrich our local economy for years to come and are a community asset deserving of investment.

Through this initiative we:
- Provide complimentary, professional development training to approximately 15 transitioning military members per workshop
- Connect veterans with business leaders and offer free admission to professional networking in a civilian business environment at our monthly Regional Connect events
- Offer participants the Member rate for Chamber events
- Pair each participating veteran with a Mentor from a Chamber business/organization

Emerging Leaders Network engages them in community, provides professional development and networking opportunities, and involves them in social service. Involvement in this dynamic group is a COMPLIMENTARY benefit for Members of the Chamber.

The Chamber launched Emerging Leaders Network in an effort to address the current trend of young professionals relocating away from San Diego, stressing the region’s potential for economic growth. Focusing on bringing young professionals together, Emerging Leaders Network engages them in community, provides professional development and networking opportunities, and involves them in social service. Involvement in this dynamic group is a COMPLIMENTARY benefit for Members of the Chamber.

Fostering leadership, citizenship, and career advancement, while developing stronger ties with the community, Emerging Leaders Network strengthens San Diego’s position as innovative and desirable for diverse, talented professionals to live, work, play and stay.
**EVENTS**

**Actionable Economics**
In partnership with National University System Institute of Research, the Chamber brings you a forum offering information and forecasting by industry to prepare your business for the future. Threats and opportunities for business will be the key presentation points and how each industry impacts business differently.

*Presented By*

**Regional Connect Networking**
Once a month, join Chamber Members and successful business owners who gather after work for Regional Connect, networking after 5.

Held at some of the North County region’s most popular venues, Regional Connect events provide the opportunity to exchange business ideas, meet qualified business connections, and generate new business leads.

*Presented By* Regional Connect networking

**Leadership Academy**
Leadership Academy is a one-day certification program for professionals ready to grow their leadership skills. This interactive workshop is designed for those who want to be a more productive and versatile member of their team.

*Presented By* Leadership Academy

**Membership Orientation**
New (and existing) Chamber Members have the opportunity to meet the Chamber staff, introduce their business, and familiarize themselves with the variety of benefits we offer.

Chamber staff gives an informal presentation covering our mission, programs and events, and marketing services available to Members.

*Presented By* Membership Orientation

**Honoring Our Region’s Heroes**
The Hero Awards honor those who serve and protect our region. This annual luncheon, held at the California Center for the Arts Escondido, showcases the dedicated officers, administrators, and community volunteers who have gone above and beyond in their duties.

*Presented By* Honoring Our Region’s Heroes

**State of the Region**
An annual luncheon presentation informs and educates San Diego businessmen and women about ongoing developments in our regional economy. At the February 2016 event, Author and Cato Institute senior fellow Michael Tanner discussed national economics and the affect on business in San Diego. California State Board of Equalization, 4th District Board Member Diane Harkey addressed the State’s economic position, and County of San Diego’s Chief Administrative Officer, Helen Robbins-Meyer discussed how San Diego County’s economic position affects the region.

*Presented By* State of the Region

**San Diego Women’s Week**
San Diego Women’s Week offers multiple events designed to inspire, empower and connect women of all ages and professions. Women from San Diego, Orange, Los Angeles, and San Bernardino counties enjoy keynote speakers, panel discussions, and breakout sessions addressing topics that impact women’s lives.

In 2016, Inspiration Conference speakers included Kim Coles, Amy Cuddy, Padma Lakshmi, Elizabeth McCormick, Frank Shankwitz, and Naomi Tutu.

*Presented By* San Diego Women’s Week

**RB Alive! Expo**
In June 2016, the Chamber hosted its 28th Annual RB Alive! Expo, a full day showcasing small business in the region. Visitors enjoy local food vendors, a classic car show, and browse over 300 booths featuring arts and crafts, information from regional and local businesses, service clubs and religious organizations.

*Presented By* RB Alive! Expo

**Celebration of Business**
The Chamber recognizes the best and brightest at a fun-filled gala each summer. The June 2016 event was held at San Diego Marriott La Jolla and featured live and silent auctions, the 2016-2017 Board Installation, and the Business Achievement Awards.

*Presented By* Celebration of Business

**Award Winners**
- Lynn Wells - Lifetime Achievement
- Rick Rubin - Lifetime Achievement
- Tyler Sandstrom - Emerging Leader of the Year
- Glenn Torres - Business Leader of the Year
- Mike Rowan - Business Leader of the Year
- Teresa Halleck - Business Leader of the Year
- Susan Burchardt - Think Local First Champion
- Judy Corasaniti - Volunteer of the Year
- Abnormal Company - Business of the Year
- USSD Team Focus 4S Ranch - Business of the Year
- Sharp Health Plan - Healthiest Business of the Year
Joining has changed our business for the better, and the North San Diego Business Chamber comes with my highest recommendation for anyone looking to expand their business connections!

-- Devan M.
5-Star Yelp Review