

2019-2020 ANNUAL REPORT

sgvpartnership.org



© San Gabriel Valley
Economic Partnership, July
2020

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Printed by Printing4Him.com,
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THE SAN GABRIEL VALLEY ECONOMIC PARTNERSHIP



CONNECT

Networking events provide opportunities for business leaders and elected officials to meet.



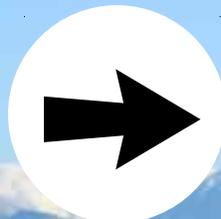
ADVOCATE

We actively promote pro-growth, business friendly policies with local, state, and federal officials.



REACH

Our marketing initiatives publicize the vitality of the region and our members to a global audience.



ADVANCE

Vigorous business assistance and workforce training bolster the strength of local businesses.

A VIEW OF THE SAN GABRIEL MOUNTAINS FROM
OUR IRWINDALE CAMPUS

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BOARD OF DIRECTORS

2020-2021

Partnership Board members carry a special responsibility to oversee the organization and the effectiveness of its activities and programs. Board members serve as officers of the Partnership as well as committee chairs, engaging directly in our day-to-day operations. Coming from an array of businesses, local government agencies, healthcare institutions, and higher education, the Board of the Partnership are truly regional leaders of the San Gabriel Valley.

Chair PETER HIDALGO CHARTER COMMUNICATIONS	CLIFFORD DANIELS METHODIST HOSPITAL	DEAN G. RALLIS, JR. HAHN & HAHN LLP	Legislative Committee Chairs
Vice Chair DONOVAN GREEN AT&T	GANG DING BDK CAPITAL GROUP	DAVID REYNO FOOTHILL TRANSIT	BOB KUHN SAN GABRIEL BASIN WATER QUALITY AUTHORITY
Secretary BILL SCROGGINS, PH.D. MT. SAN ANTONIO COLLEGE	BART DOYLE ATTORNEY AT LAW	DWIGHT RICHARDS FAIRPLEX	SAM PEDROZA CITY OF INDUSTRY
Treasurer ALEXANDER ENG BANK OF AMERICA PRIVATE BANK	ERIC DUYSHART CITY OF PASADENA	MICHAEL RODGERS LUCAS, HORSFALL ACCOUNTANTS AND ADVISORS	THOMAS WONG SOUTHERN CALIFORNIA EDISON
City Manager Representative BRYAN COOK CITY OF TEMPLE CITY	ANTHONY FELLOW, PH.D. UPPER SAN GABRIEL VALLEY MUNICIPAL WATER DISTRICT	BRIAN SAENGER THE RATKOVICH COMPANY	Workforce Development Committee Chairs
Immediate Past Chair LUPE VALDEZ UNION PACIFIC	GIL FLORES CITY NATIONAL BANK	SADIQ SHAH, PH.D. CALIFORNIA STATE POLYTECHNIC UNIVERSITY, POMONA	CLIFFORD DANIELS METHODIST HOSPITAL
Past Chair REYNA DEL HARO KAISER PERMANENTE	FIDEL GOMEZ GARCIA UNIVERSITY OF LA VERNE	SAJID SINDHA EMANATE HEALTH	SALVATRICE CUMMO PASADENA CITY COLLEGE
Legal Counsel THOMAS LENZ ATKINSON, ANDELSON, LOYA, RUUD & ROMO	TOM HSIEH POMONA COMMUNITY FOUNDATION	SUSAN STEL L.A. COUNTY ECONOMIC DEVELOPMENT CORPORATION	BILL SCROGGINS, PH.D. MT. SAN ANTONIO COLLEGE
Board of Directors GEORGE BASYE AERA ENERGY, LLC	MITCHELL ING CITIZENS BUSINESS BANK	MAUREEN TAYLOR AZUSA PACIFIC UNIVERSITY	Marketing Committee Chairs
RENÉ BOBADILLA CITY OF MONTEBELLO	FRAN INMAN MAJESTIC REALTY CO.	MARK THORPE ONTARIO INTERNATIONAL AIRPORT	TOM HSIEH POMONA COMMUNITY FOUNDATION
LUIS CETINA METROPOLITAN WATER DISTRICT	TINA JAVID SOCAL GAS COMPANY	THOMAS WONG SOUTHERN CALIFORNIA EDISON	WALTER MARQUEZ FAIRPLEX
SALVATRICE CUMMO PASADENA CITY COLLEGE	BOB KUHN SAN GABRIEL BASIN WATER QUALITY AUTHORITY	KELLY WU CATHAY BANK	
	KEN LEE PACIFIC PLAZA PREMIER DEVELOPMENT GROUP		
	LAURA A. MATHER WELLS FARGO BANK		
	SAM PEDROZA CITY OF INDUSTRY		

A MESSAGE FROM THE CHAIR

What a year it has been!

We have always been a strong region for manufacturing, technology, innovation, and thriving industries such as health services, trade and aerospace.

The San Gabriel Valley is also a cultural leader, offering the best that our rich and diverse communities have to offer. In such a vibrant region, the Partnership has continued to thrive on marketing and supporting our bustling area.

And then, the pandemic. Businesses and our municipalities across the region scrambled to adjust to the new realities of an economy where supply chains were interrupted and employees were unable to report to their workplaces. Many of our local touchstones, restaurants, museums, and other cultural institutions have been threatened by restricted contact and travel requirements.

The Partnership has responded to this crisis with vigor. We have promoted local businesses, spread information about grant programs, counseled small businesses one-on-one, clarified legislation and regulations, and hosted information sessions on concerns businesses must meet when returning to the workplace. We have even assisted with the distribution of masks and gloves, and taught high school students how they can manufacture PPE from home.

Overall, it has been an exceptional year, and the San Gabriel Valley Economic Partnership is proud to have played a role in keeping the local community prospering in spite of all obstacles.

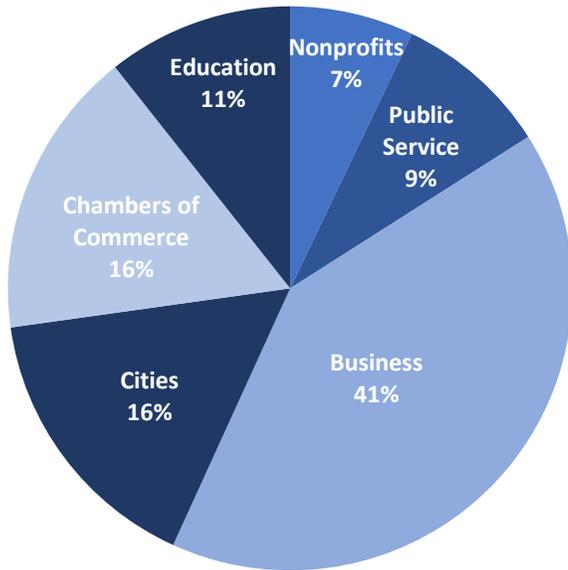
Sincerely,



Peter Hidalgo
Director of Public Affairs, Charter
Communications
Chair of the Partnership Board of Directors,
2020-2021

YEAR AT A GLANCE

Membership Makeup 2019-2020



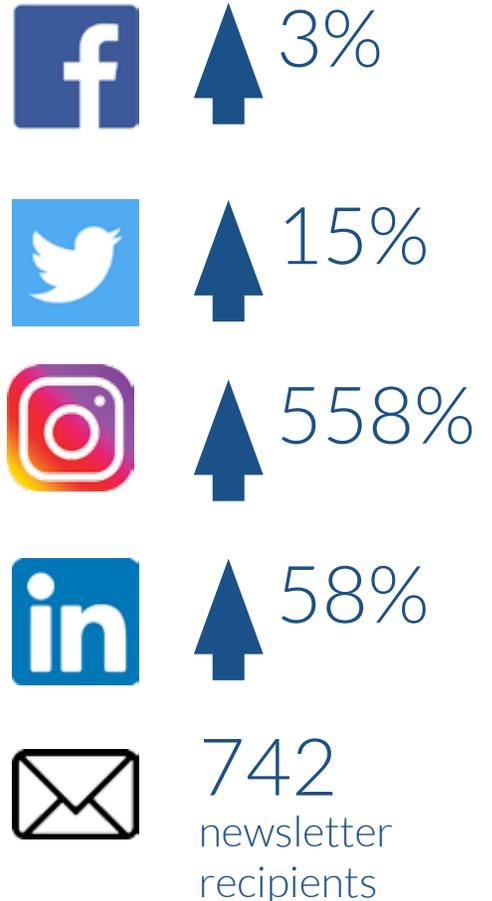
169
Member organizations

27
Cities (87% of the region)

215
Positions taken on legislation & regulations

290
Businesses advised

SOCIAL MEDIA FOLLOWERS 2019-2020



TOTAL: 3,234 DIRECT CONTACTS

In the News

The following media outlets featured the Partnership in 2019-2020. (Circulation numbers in parentheses.)

- ABC-7 (2,000,000)
- AMTV (circulation unavailable)
- Business Life Magazine (18,000)
- Chinese Daily (50,000)
- Chinese in LA (46,000)
- Epoch Times (80,000)
- Huarenone.org (circulation unavailable)
- ICITYNEWS (25,000)
- Inland Valley Daily Bulletin (52,308)
- New Tang Dynasty TV (500,000)
- News Agency America (circulation unavailable)
- Pasadena Star-News (24,778)
- Phoenix TV (140,129)
- San Gabriel Valley Tribune (57,558)
- Sing Tao Daily (60,000)
- Sky Link TV (250,000)
- US Chinese Press (40,000)
- World Journal (101,271)

MEET OUR NEWEST MEMBERS

CALIFORNIA APARTMENT ASSOCIATION

The California Apartment Association is the nation's largest statewide trade group representing owners, investors, developers, managers and suppliers of rental homes and apartment communities. Their staff includes experts in rental housing law, legal analysts, state and local lobbyists, member-service representatives and media-outreach specialists. For more than 80 years, CAA has served through tireless work in public affairs, education, and customer service.



CALIFORNIA RESOURCES CORPORATION

California Resources Corporation is an oil and natural gas exploration and production company committed to environmentally sustainable and responsible development of properties exclusively in the State of California. CRC explores, produces, gathers, processes and markets crude oil, natural gas and natural gas liquids, and is California's largest oil and natural gas producer with the state's most diverse operations.



CITY OF WEST COVINA (REJOINED)

West Covina, California, is located 19 miles (31 km) east of Downtown Los Angeles in the eastern San Gabriel Valley and is part of Greater Los Angeles. With a population of over 100 thousand residents, West Covina is one of the most populous cities of the San Gabriel Valley, with a vibrant, diverse population.



UNION STATION OF HOMELESS SERVICES

Union Station Homeless Services is the San Gabriel Valley's largest social service agency assisting homeless and very low-income adults and families. Since 1973, Union Station has helped rebuild the lives of thousands of people who were once homeless and without hope. Union Station proudly offers a continuum of nine programs throughout the San Gabriel Valley. Services include outreach, bridge housing, permanent housing, and employment. In addition, they offer basic needs such as meals and showers, and well as care coordination, benefits enrollment, and referrals to medical and mental health services.



PARTNERSHIP BOARD MEMBERS & STAFF (PLUS
SAN GABRIEL MAYOR JASON PU) MEET WITH
ASSM ED CHAU



The 2020 coronavirus pandemic shifted the entire American political landscape and reshuffled the priorities of local, state, and federal lawmakers.

The coronavirus pandemic has dominated this past year, upending ordinary life and stopping the local economy in its tracks. With children out of schools, most businesses shut down, and tens of millions of people required to work from home for months, the grim prospect of job losses exceeding those of the Great Depression confronted the nation.

The Partnership's Political Advocacy program immediately prioritized business assistance legislation, protection from crippling liability, and suspension of new regulatory rulemaking. Despite restrictions on in-person gatherings, the Partnership's Legislative Action Committee continued to meet each month by video conference call and was able to successfully continue to inform our members about critical political issues and policy decisions. Unfortunately, our usual trips to Washington, D.C., and Sacramento were canceled due to the pandemic, which prevented us from meeting with the usual number of lawmakers. We

have also had to postpone the 2020 Legislative Networking Reception indefinitely.

LEGISLATIVE EVENTS

During 2019-20, the Partnership was fortunately able to hold several successful events with our San Gabriel Valley lawmakers. We hosted Legislative Breakfasts with Sen. Ling Ling Chang, Asm. Freddie Rodriguez, and Asm. Chris Holden. The Partnership also hosted a special Legislative Luncheon event with Sen. Anthony Portantino, who chairs the powerful Appropriations Committee in the State Senate. The Senator provided a detailed and often funny look at how legislation gets made in the State Capitol and how he sees major issues moving forward. Once the stay-at-home orders were in place, the Partnership hosted successful video conference calls with Congresswoman Norma Torres and Assm. Blanca Rubio.

2019-20 Significant Wins

2019-20 Significant Losses

AB 1804
Signed
Expedites infill development by expanding the existing California Environmental Quality Act (CEQA) exemption for infill projects to unincorporated areas already surrounded by urbanized land uses and populations.

SB 100
Signed
Increases the cost of energy and threatens the reliability of the grid by mandating an ambiguous zero-carbon energy by 2045 planning goal and requirements for regulatory agencies in the state.

AB 3080/AB 3081
Vetoed
AB 3080 increased costs for employers and employees by banning settlement agreements for labor and employment claims as well as arbitration agreements made as a condition of employment. AB 3081 added to the Labor Code additional, often duplicative, sexual harassment protections and training requirements, which are already protected under the Fair Employment and Housing Act (FEHA) and created burdensome leave of absence requirements for employers.

AB 5
Signed
AB 5 codifies the Dynamex decision into state law, upending independent contractor status in the state and throwing thousands of freelance workers into employment limbo.

SB 120
Defeated
This bill would have prohibited new water projects in a specific part of the state by adding more unnecessary and unreasonable permit requirements for water conveyance. This bill was killed at the last minute by Senator Portantino in the Senate Appropriations Committee.

SB 834
Signed
Removes existing authority from the State Lands Commission to issue, renew, modify or extend a lease or conveyance for oil and natural gas production if the lease would result in an increase of production from federal waters.

AB 2913
Signed
Provides that a housing permit would remain valid if the work on the site authorized by that permit is commenced within three years after its issuance, or if the work authorized on the site by the permit is suspended or abandoned for a period of up to three years after the time the work is commenced.

SB 822 (Net Neutrality)
Signed
Preempts federal law and opens the door to a patchwork of unworkable state regulations that will stymie innovation and potentially undermine the backbone of California's internet economy.

AB 1107
Gutted and Amended
Would have significantly raised employers' payroll taxes to fund a 130% increase in unemployment payments.

SB 1383
Passed Senate
Creates an onerous 12-week mandatory paid family leave requirement on all businesses with 5 or more employees and opens them to litigation.

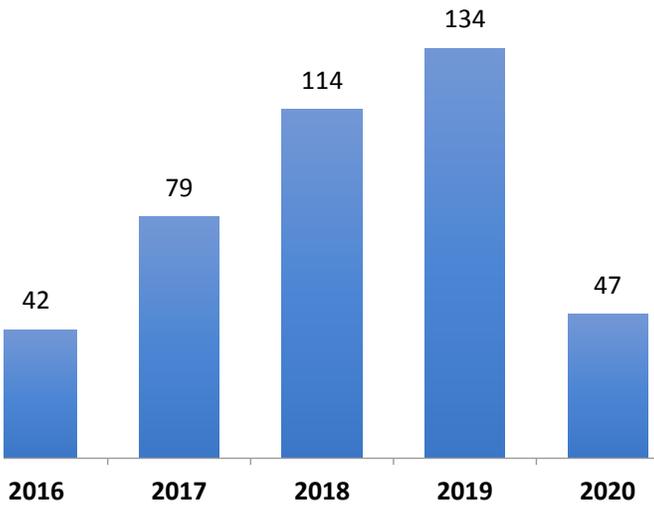
AB 2501
Failed on Assembly Floor
Imposes onerous obligations on financial lenders to carry home, mobile home, and auto loans for extended periods of time without receiving payments from borrowers.

AB 196
Passed Assembly
Increases workers' compensation costs for employers by "conclusively" presuming that contraction of COVID-19 by all "essential workers" is a workplace injury.

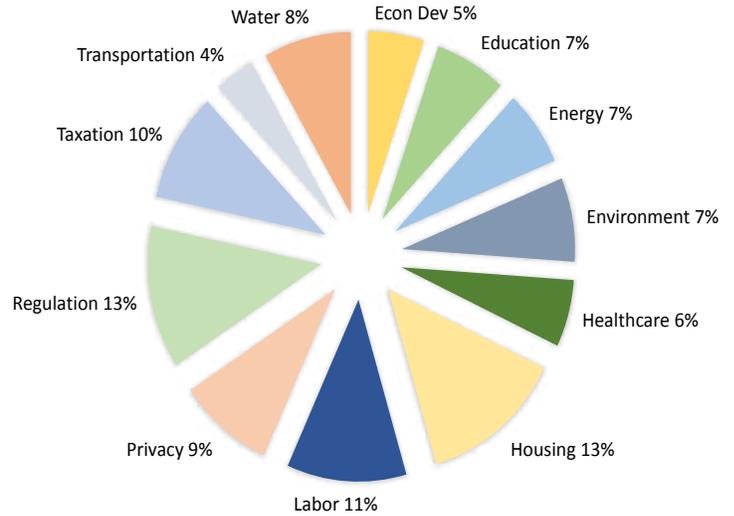
CALIFORNIA STATE POLICY

The Partnership’s political advocacy program is actively engaged in Sacramento, with an emphasis on state legislation and regulation. The Partnership has steadily expanded the amount of legislation it reviews each year, scoring significant victories. This record is tempered by the state’s high tax rates, stringent regulation and difficult business climate.

PARTNERSHIP STATE LEGISLATIVE POSITIONS, 2016-2020



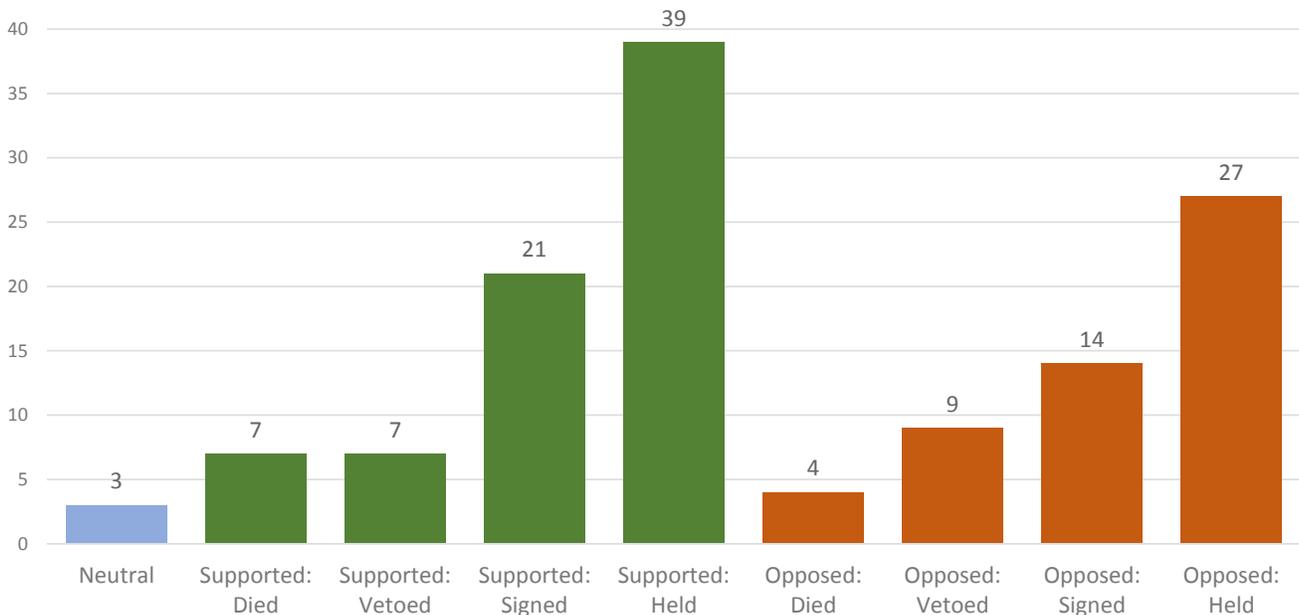
PARTNERSHIP 2019 LEGISLATIVE POSITIONS BY TOPIC



FINAL STATUS OF PARTNERSHIP SUPPORTED/OPOSED BILLS: 2019 CALIFORNIA STATE LEGISLATIVE SESSION

The Partnership took positions on 134 state bills in 2019, an increase of 20 bills from 2018. 21 bills supported by the Partnership were signed into law, including three significant bills clarifying language in the California Consumer Privacy Act as well as AB 1303 (O’Donnell) establishing the Incentive Grant Program for career technical education. Several bad bills were signed into law including AB 731 (Kalra) which requires an expensive rate review

process for large-group health care contracts, SB 227 (Leyva) which imposes fines on hospitals for violating arbitrary nurse-to-patient ratios, and AB 857 (Santiago) which allows local governments to charter banks. Overall, 14 bills the Partnership opposed were signed, although 9 bills we opposed were vetoed by the Governor, including several significant labor and energy regulation bills.





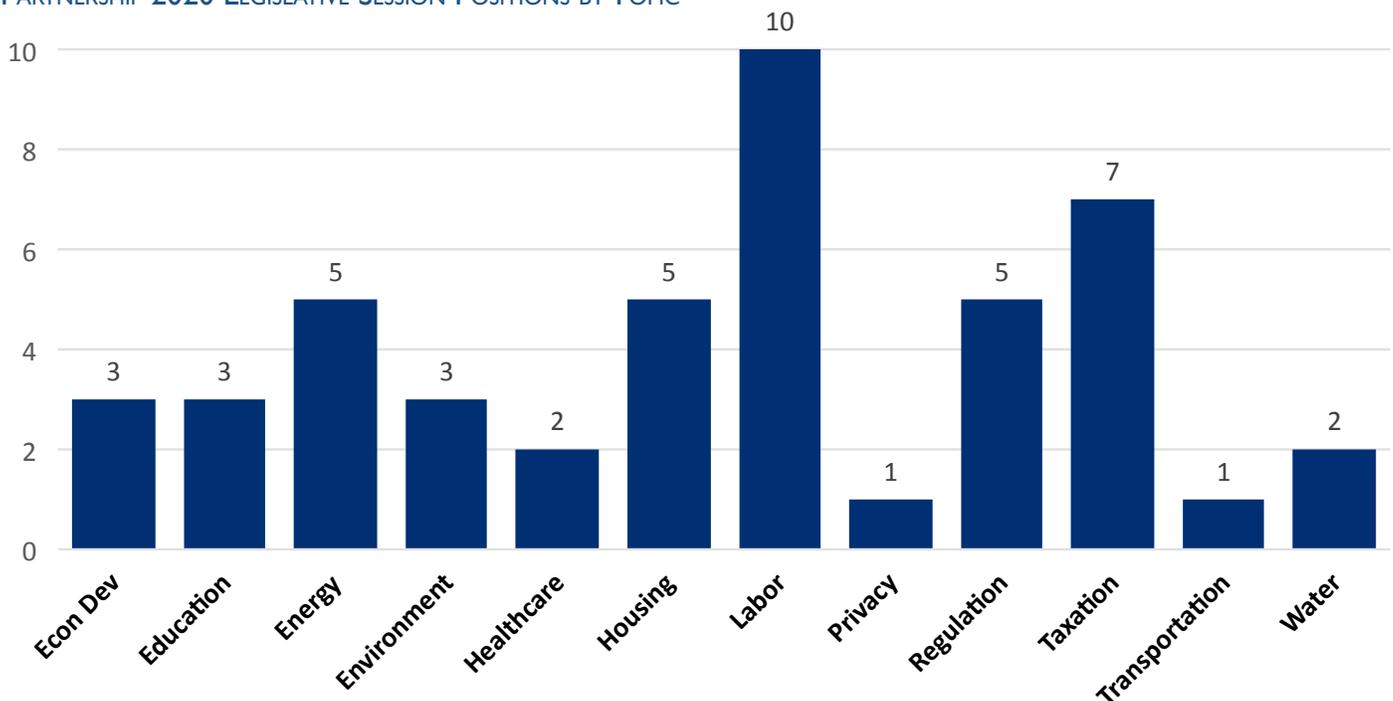
2020 STATE LEGISLATIVE SESSION

The coronavirus pandemic changed the entire dynamic of the 2020 California State Legislative Session. Lawmakers adjourned for several weeks in spring and trimmed their legislative packages down to just two or three bills. This unfortunately led to the Partnership’s sponsored bill, SB 1017 (Portantino), being tabled for the year. SB 1017 would have altered state law to provide financial flexibility incentives for school districts to sell surplus school properties for affordable housing development. Despite the limited number of bills and compressed schedule, major issues were under consideration in Sacramento including a significant enactment of state paid family leave, potential major changes to the state’s cap-and-trade program, along with massive budget cuts to key state programs across the board. The Partnership

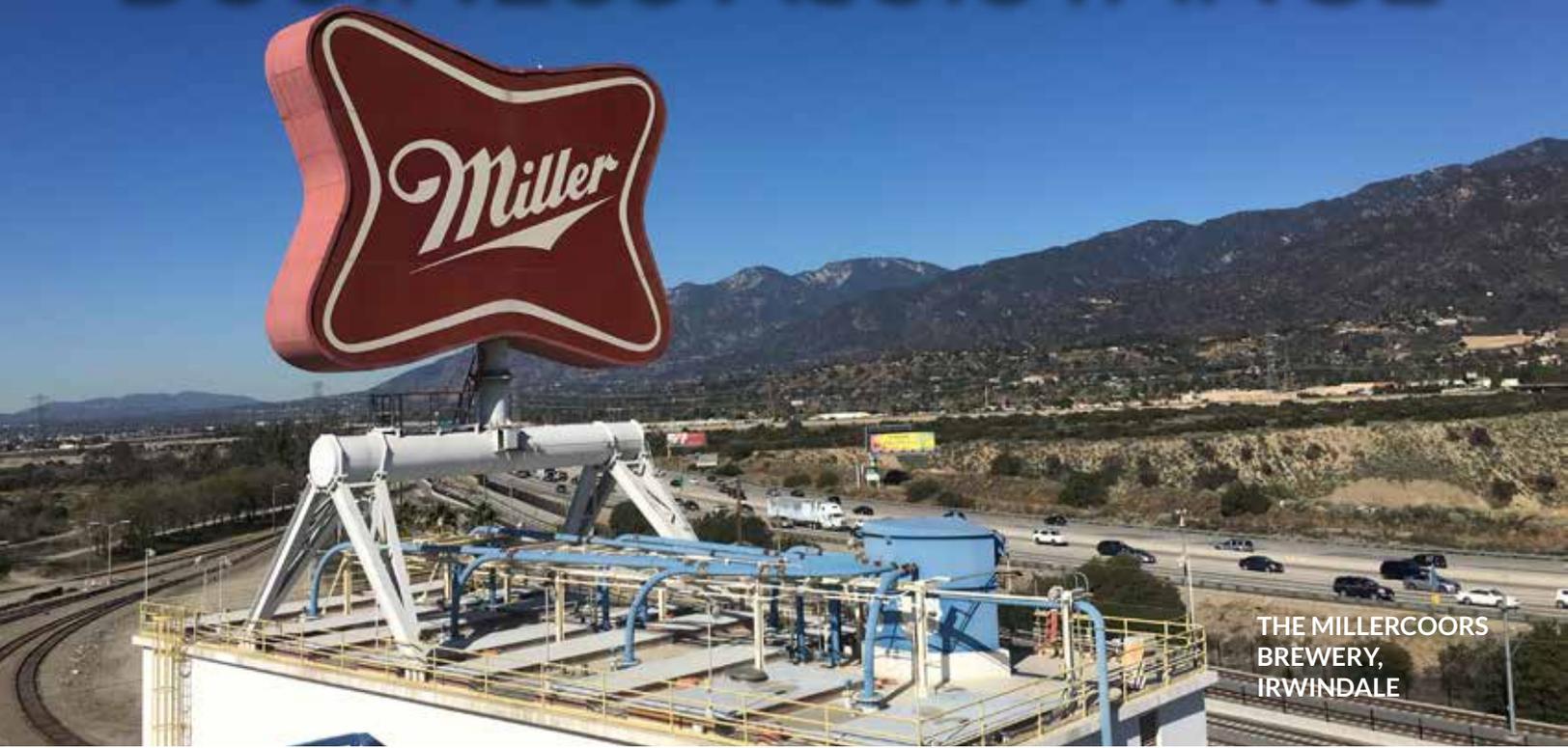
focused on labor and taxation issues while fighting hard on key budget trailer items. Housing remains a critical issue that will likely receive greater attention during the July and August session once the budget is finalized.

To date, the Partnership has taken positions on 47 bills during this shortened State Legislative Session, with an emphasis on labor and taxation issues. The November ballot will also be a top priority, especially the defeat of the split roll initiative, which if enacted would allow commercial and industrial properties to be taxed at a higher rate than residential properties and more frequently reassessed, eroding the tax protections of Prop 13. Statewide rent control will also be a critical issue on the November 2020 ballot.

PARTNERSHIP 2020 LEGISLATIVE SESSION POSITIONS BY TOPIC



BUSINESS ASSISTANCE



THE MILLERCOORS
BREWERY,
IRWINDALE

Helping businesses is what we do.

The Partnership spent countless hours helping businesses to survive during the state mandated shutdown. Throughout the year, our team has worked tirelessly to help businesses both big and small to flourish. Here are a few highlights.

PABST BREWING

When the iconic MillerCoors Brewery in Irwindale announced it would close after 40 years in the community, it meant around 400 lost jobs and a large piece of real estate that could only be used by another major brewery without a major rebuild.

Enter Pabst Brewing Company. The Partnership helped broker meetings between the Los Angeles-based brewery, local government, utilities, and other stakeholders to insure that much of the MillerCoors site could be retained. This helped Pabst expand without leaving Los Angeles County, and has potentially saved hundreds of jobs. Sale of the site will be finalized in Fall 2020.

GRIFFOLS BIOLOGICALS

Griffols Biologicals, an international pharmaceutical company, has long had a plant in Baldwin Park. With the onset of the coronavirus pandemic, Griffols decided to expand to a secondary campus to store plasma, which could potentially be used to assist with finding a cure for COVID-19. A Partnership team helped streamline paperwork and permits with the City of Industry to allow Griffols to move into a secondary facility in the central San Gabriel Valley, expanding their business and the number of jobs for local workers.

RICE RIVER FOODS

The Partnership's business assistance team helped connect Rice River Food to the Los Angeles County Community Development

Authority. This resulted in Rice River obtaining a \$1.7 million grant from the Authority's community lending program. This has allowed the company to expand its food production line in the City of Industry.

ICCC

The Partnership helped recruit small business participants for Inner City Capital Connections, a "mini-MBA on steroids" program designed to help businesses grow and ultimately, access capital. ICCC starts with a day-long session led by professors from Harvard, Dartmouth, and Northwestern. Courses cover topics such as business strategy, sales and marketing, talent management and small business finance. The Partnership was the leading recruiter for this tuition-free program.

GRIFFOLS BIOLOGICALS, BALDWIN PARK



RICE RIVER FOODS, CITY OF INDUSTRY



COVID-19 RESPONSE

Business assistance took on entirely new dimensions in 2020, as businesses across the San Gabriel Valley grappled with a quickly shifting environment.

PPE DISTRIBUTION

The Partnership contacted Proline Distribution, an El Monte logistics business (which previously dealt with efficient energy sources) which has been retooling itself to address the pandemic. Proline delivered gloves and masks across the region and asked the Partnership to assist with their distribution. The Partnership delivered supplies to:

- Azusa Chamber of Commerce
- Duarte Chamber of Commerce
- El Monte Chamber of Commerce
- Irwindale Chamber of Commerce
- La Verne Chamber of Commerce
- Pasadena Chamber of Commerce
- Rose Hills Memorial Park
- South Pasadena Chamber of Commerce
- Temple City Chamber of Commerce
- YWCA of Greater San Gabriel Valley

Even before the coronavirus was recognized as a global pandemic, Annie Wei, the Partnership's Consultant for Business Assistance, was using her personal connections to acquire Personal Protective Equipment (PPE) and personally deliver it to local police departments, chambers of commerce, city governments, and businesses. The Partnership is proud of her contributions as a volunteer in the community.

BUSINESS SUPPORT

The Partnership staff worked tirelessly through spring and summer 2020 to provide assistance and financial relief where possible to local businesses – around 300 small and mid-sized businesses through direct contacts, and thousands more through social media.

Beginning in January, our Business Assistance team has fielded constant calls from local businesses, calls which

PROLINE DISTRIBUTION DROPS OFF PPE AT THE PARTNERSHIP OFFICES



DELIVERING TO THE PASADENA CHAMBER OF COMMERCE



intensified as the “Safer at Home” orders were issued by the county and state. Businesses have sought financial and regulatory assistance, and asked for help with promotion of their services.

The Partnership has also been offering bilingual services to the local Chinese community to explain business relief programs, seminars, and reopening strategies.

DISSEMINATING TIMELY INFORMATION

Staff alerted local businesses for business-disruption disaster relief program opportunities (County Loans, State Loans, Grants, etc.). The Partnership conducted direct outreach via telephone calls, emails, Zoom meetings, and personal consultations.

The announcements of new grant, loan, and relief programs from government, utility companies, and other businesses has been dizzying. The Partnership staff has shared these programs within minutes of their announcements, often crucially, as programs are exhausted within hours (or less) of their launch. The Partnership has relied on social media posts, mass emails, and personal phone calls to businesses and chambers of commerce to get the word out about these opportunities.

HEALTH MESSAGING

Considerable time has been put into disseminating and explaining health updates coming from federal, state, county, and city government offices. Director of Public Policy Brad Jensen kept members informed of directives and legislation related to the COVID-19 shutdown, often spending extensive time in contact with elected officials to clarify the rapidly changing directives.

Health outreach has been conducted in both English and Chinese, and has included a lengthy webinar with medical staff at Kaiser Permanente that



DUARTE SUPPLIES SIGNS FOR REOPENING BUSINESSES

was well-attended (see page 14).

ENCOURAGING REOPENING

The Partnership has been active in planning for early stages of reopening for our businesses. We prepared business guides and participated in leadership councils.

Considerable efforts have been expended on promoting local restaurants to keep customers flowing to restaurants in need. Partnerships have been forged with restaurant groups who can also assist with publications and promotions. (See page 21.)

L.A. COUNTY ECONOMIC RECOVERY TASK FORCE

On April 28, 2020, the Partnership joined other local economic development groups in urging the County Board of Supervisors to form an Economic Recovery Task Force to develop guidelines on reopening businesses while maintaining proper health precautions. Within two days, the Supervisors approved this task force, which included Partnership

Board Member Fran Inman of Majestic Realty to head up the Infrastructure, Development and Construction sector. Partnership CEO Bill Manis and Director of Public Policy Brad Jensen were invited to participate on committees.

PROMOTION OF LOCAL RELIEF EFFORTS

Throughout 2020, the local community has produced an impressive array of programs to assist with the COVID-19 crisis. This has included financial relief programs, pop-up food pantries, restaurant and small business promotion, webinars on how to financially survive the pandemic, lighthearted projects (such as the Tournament of Roses’ homemade “Rosebud Parade”), legal briefs, domestic violence programs, elderly care programs, and more.

The Partnership has promoted these programs across city borders to speed communication and participation for smaller organizations.



KAISER PERMANENTE, BALDWIN PARK

COVID-19 WEBINAR SERIES

CARES ACT WEBINAR WITH THE OFFICE OF SENATOR DIANNE FEINSTEIN

On April 6, 2020, the Partnership joined forces with the SBA (Small Business Administration) and the Office of Senator Dianne Feinstein for a town hall webinar on the CARES Act, at the time a newly minted and much misunderstood piece of legislation. This highly-attended talk covered economic injury grants, guidelines on qualification for CARES funding, a step-by-step application process, employee rights, and more.

HR FOR EMPLOYEES RETURNING TO THE WORKPLACE

On May 13, 2020, the Partnership organized a webinar with the law firm of Atkinson, Andelson,

Loya, Ruud, and Romo to inform businesses of precautions and liabilities tied to the physical return of employees to the workplace. Attendance for the webinar was high, with many of San Gabriel Valley businesses, nonprofits, and government offices participating.

STIMULUS PACKAGES AND SOCIAL UNREST

On June 5, 2020, Congresswoman Norma Torres (35th District) joined Partnership members to discuss a potential second COVID economic relief stimulus package as well as resources for the coronavirus pandemic.

REOPENING: PRACTICAL MEDICAL CONCERNS

On June 11, 2020, Kaiser Permanente Baldwin Park collaborated with the Partnership to bring a medically-focused webinar on reopening businesses. Infectious disease experts Jack Chou, MD (Chief of Family Medicine) and Manie Beheshti, MD (Infectious Disease/Physician Director of Employee Health) provided valuable insights on the growing evidence of effective mitigation strategies and the various tactics employers can deploy to safely open back up for business. More than 160 attendees signed up for this informative session.

PANDEMIC-RELATED LEGISLATIVE ENGAGEMENT

Beyond the 2020 State Legislative Session, the Partnership was very engaged with LA County's COVID-19 response and enforcement of the stay-at-home orders, raising concerns with the Board of Supervisors about delayed opening of the economy and asking for greater flexibility and variance in reopening. Regulatory and transportation issues were also critical locally, as sales tax revenues fell, endangering the completion of planned projects

around the San Gabriel Valley and L.A. County. The Partnership also supported important federal legislation to assist local governments with funding as well as making emergency assistance funding available to nonprofit organizations, like the Partnership and local Chambers of Commerce that are critical to informing and supporting local businesses.

COUNTY

Support Variance Request Motion 39-B to Reopen LA County Early

Request for Board of Supervisors to Postpone County Art Ordinance Hearing

Board of Supervisors on County Eviction Moratorium

Support for Fairflex Covid-19 Housing Participation

Request for 90-Day Delay in SCAG Connect SoCal Plan

Framework Letter to Board of Supervisors on Economic Resiliency Task Force

STATE

VMT Extension Request to Governor Newsom

Request to Governor Newsom for Litigation Immunity from COVID-Related Issues

Letter to Governor Newsom on Temporary Suspension of All New Rulemaking

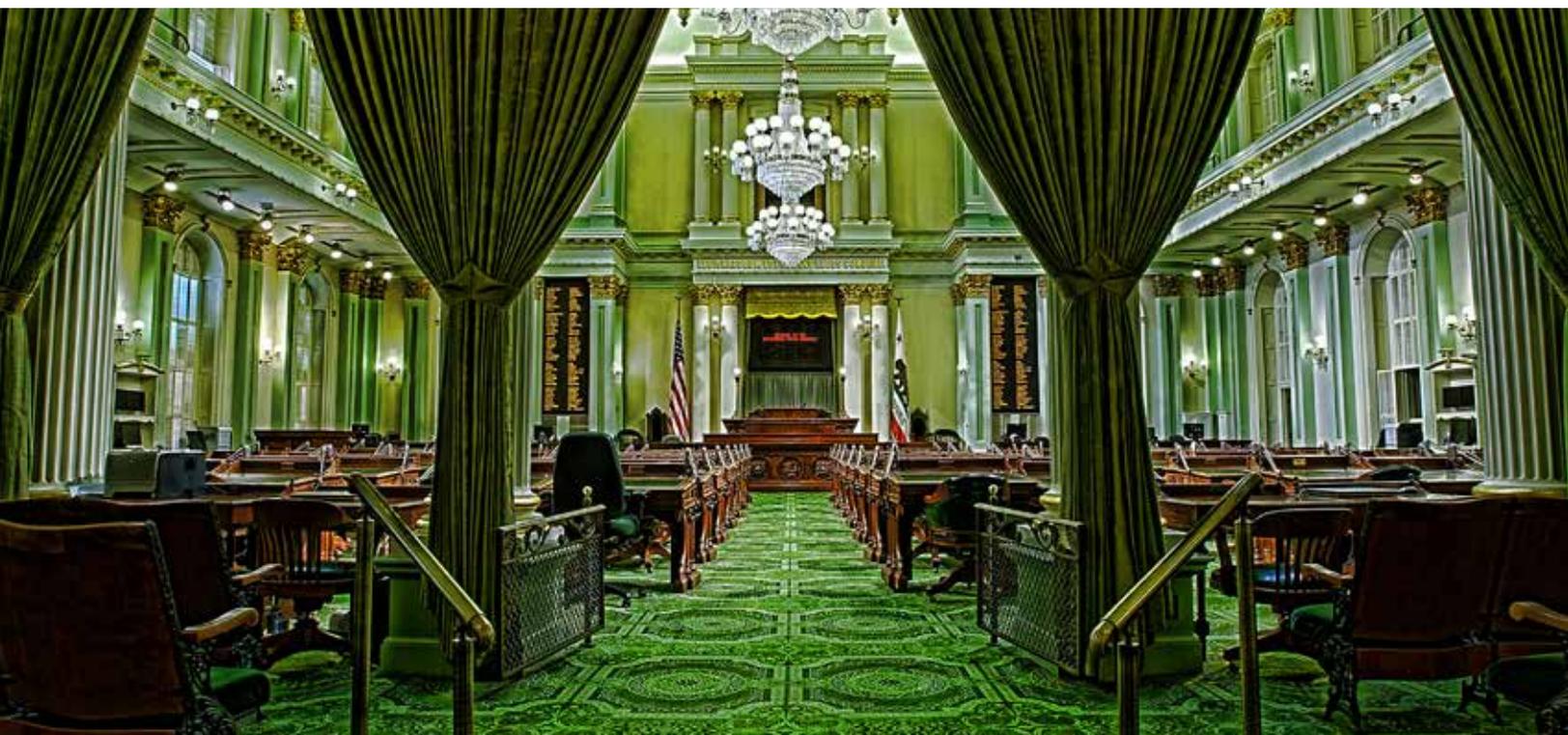
FEDERAL

Support HEROES Act Funding for Local Governments

Support Extension of Eligibility for Paycheck Protection Program

Request for Infrastructure Funding in New Federal Stimulus Bills

Support for Congressional Funding to Support Nonprofits with Emergency Assistance





WEST MEETS EAST

In 2019-2020, the San Gabriel Valley Economic Partnership continued its pivotal role as a bridge to connect potential investors in Asia with American opportunities. Despite rising tensions from the escalating trade war between the United States and China, bridges were built with many visiting delegations, sowing the seeds for potentially important relationships for future collaboration. The Partnership has also worked hard this year to bridge the gap between the Chinese-speaking community, which owns 40% of local businesses, and resources that can help them thrive.

NANJING AND THE CITY OF HOPE

One of our leading goals is to facilitate and promote bilateral economic and trade relationships between the San Gabriel Valley and China. To that end, the Partnership hosted a number of government and businesses delegations from China, and signed Memoranda of Understanding with three provinces.

For example, in February 2020, the Partnership convened a meeting between City of Hope and the special research zones of Nanjing, one of China's largest metropolises that offers substantial financial incentives for research in its special economic zones. The two groups immediately found common ground in their desire to pursue Artificial Intelligence in pursuit of cancer treatments. Following this meeting, Nanjing's Pukou District joined the Partnership as a major sponsor for the 2020 San Gabriel Valley Economic Forecast Summit. We expect this relationship to deepen as time continues and international travel becomes less restricted.

MOUs Signed, 2019-2020

- Hunan Province
- Guizhou Province
- City of Nanjing





BRIDGES SPAN BOTH DIRECTIONS

While many SoCal businesses and agencies (Edison, SoCal Gas, Foothill Transit, Charter Communications, and many more) make a concerted effort to keep communications open with local minority-language groups, the Partnership continues to find that there is a need for a friendly call or text in one’s first language to navigate the complexities of regulations, grant opportunities, and general business advice. Particularly in the era of COVID-19, we have found the local business community hungry for information that is easily communicated.

The Partnership has also provided opportunities such as our PowerLunch series and other networking events to bring the Asian and “mainstream” communities together.

One issue currently facing all San Gabriel Valley businesses is the question of California’s energy future. On one hand, the state is known for its forward-thinking legislation and efforts to lead the nation in renewable energy options. On the other, some well-meaning legislation poses a threat not only to sustainable business but also to our unique local culture. In summer 2019, the Partnership cooperated with Californians for Balanced Energy Solutions to discuss the future of natural gas as an energy source. This issue has a particular weight in the San Gabriel Valley, where our thriving restaurant culture (and many other businesses) would be threatened by an all-electric mandate. A Chinese-language press event (and one on another date in English) was held to discuss the implications of this policy.



WORKFORCE DEVELOPMENT

The workforce needs skilled labor, and skill-building starts early in life. The San Gabriel Valley Economic Partnership is committed to connecting both local and multinational businesses with local youth for training - and to showcase the talents of our highly educated students.

While we continue to work with the constellation of community colleges and four-year universities around the valley, in 2019-2020 the Partnership has focused heavily on K12 students. Workforce Development Consultant Amy Foell leapt into this task with vigor, setting up a series of events and trainings that culminated in online Summer 2020 internships. Foell met regularly throughout the year with teachers on campus - crucial stakeholders for bringing students into training programs.

K12 Foothill Advisory Board Meetings

The heart of our relations with local schools is the K12 Foothill Consortium, made up of the Azusa, Charter Oak, Duarte and Monrovia Unified School Districts. These schools' CTE (Career Training Education) programs exemplify why the San Gabriel Valley is such a hub of education. Yet without the connectivity provided by the Partnership, it would be difficult for these schools to train and place students on their own.

Mock Interviews

Professionals from many sectors volunteered their time for dozens of mock interview sessions with students. These interviews provided students with a chance to learn what potential internship providers (and employers) would be expecting in those decisive moments as a job-seeker has the chance to become an employee.

Resume Workshops

Even before the interview process begins, students have the chance to prove their worth by providing concise, persuasive proof that

they are the right fit for the job. The Partnership arranged for many resume-writing workshops for students to hone their skills.

Industry Specific Guest Speakers

Special guest speakers and interactive demonstrations were provided for students to consider career pathways they might not have considered. These exposures included a panel on Women in Transportation, and another on space telecommunication, science and engineering by Peraton. One unique session was hosted by Glendale Community College. Nareh Manooki, Instructor of Engineering, demonstrated how students could create face shields for distribution using simple at-home 3D printers!

All of these trainings took place online, due to the Safer-at-Home orders in Spring 2020.

Industry Showcases

Local school districts have developed amazing programs to teach industry skills to their students, and the Partnership proudly helped showcase these academies for potential employers.

On October 24, 2019, Duarte High School's Culinary Entrepreneurship Academy



hosted an Industry Showcase. Eight industry partners attended, including members of the K12 Foothill Advisory Board. Students competed with “spooky” recipes in the spirit of the season, including ghostly cupcakes and gruesome gourds.

One major benefit from this event was the birth of a developing partnership with both the Panda Restaurant Group and Coca-Cola, who were vocally impressed with the students’ skills.

On November 19, 2019, Monrovia High School’s Digital Academy hosted their Industry Showcase. Business partners in attendance included TeamLogicIT.com of Pasadena, Like Pizza Studios, faculty and prospective student specialists from Azusa Pacific University, Foothill Unity Center, Catalaize, The Print Spot, and the Monrovia Chamber of Commerce.

On December 11, 2019, Gladstone High School’s Medical Academy hosted an Industry Showcase. Industry partners from City of Hope, Kaiser Permanente, Foothill Unity Center, and the City of Azusa attended, including not only professionals but also talent acquisition and economic development specialists.

SUMMER INTERNSHIPS 2020

Amy Foell led a mandatory two-part youth workforce development training for all prospective internship candidates across the K12 Foothill Consortium. A sexual harassment segment given by Legal Counsel to the Partnership Tom Lenz (of legal firm AALRR) prepared students for the Summer 2020 Virtual Internships. Internship hosts included 50/50 Leadership, Peraton Deep Space Network, The Coder School, Simply Divine, Streets Are For Everyone, and LA Metro.

GRANTS

The Partnership assisted with schools seeking to obtain grant contracts. We supported the K12 Foothill Consortium through the process of applying to the Strong Workforce Program, resulting



DUARTE’S CREATIVITY IMPRESSED CORPORATE JUDGES FROM COCA-COLA & PANDA FOODS

in the Consortium’s first SWP grant, which totalled \$900,000, an impressive amount for a first-time awardee!

CONFERENCES

The Partnership strives to keep our team up-to-date on the most recent developments in our respective fields. To this end, Amy Foell attended both the November 2019 NAF Future Ready Lab Training Conference in New Orleans and the (Partnership-sponsored) Future of Work Conference at Pasadena City College.



AMY FOELL, CONSULTANT FOR WORKFORCE DEVELOPMENT

PUBLICATIONS



SAN GABRIEL VALLEY LEGISLATIVE GUIDE

Our biannual guide to legislative priorities for the region included, as always, a comprehensive directory of elected officials and clear positions on what legislation could help or hinder business and life in the San Gabriel Valley. This year's guide also featured fun "Fast Facts" about the many factors of life in our region, from transportation to housing to demographics.



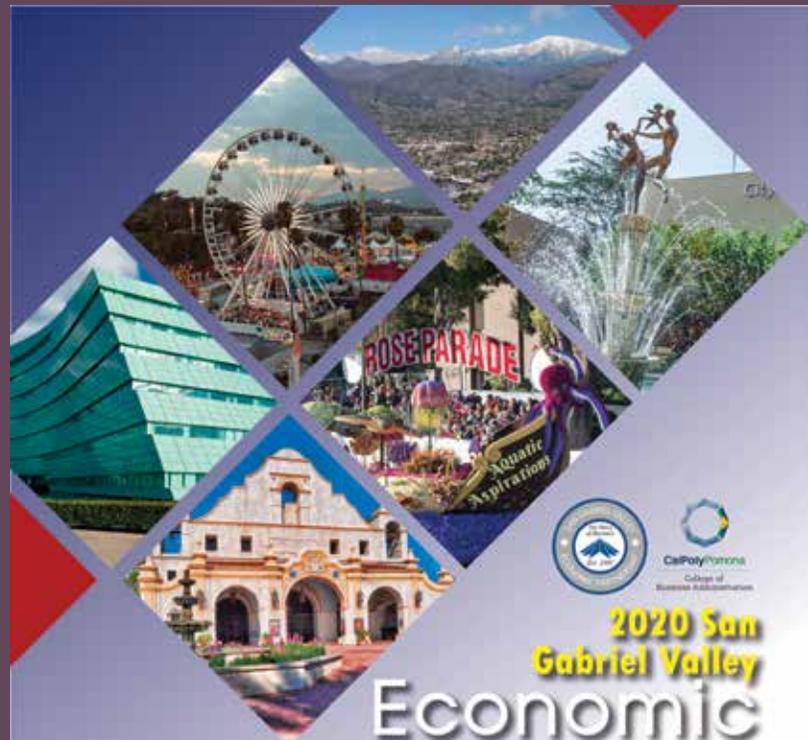
2020

SAN GABRIEL VALLEY

LEGISLATIVE GUIDE

SAN GABRIEL VALLEY ECONOMIC FORECAST REPORT

This year, all production of the annual Economic Forecast Report, which gives clear facts and figures about the local economy and the people who make it thrive, was taken in-house. This allowed the Partnership to publish the Forecast Report earlier than usual and to prominently feature organizational contributors.



2020 San
Gabriel Valley

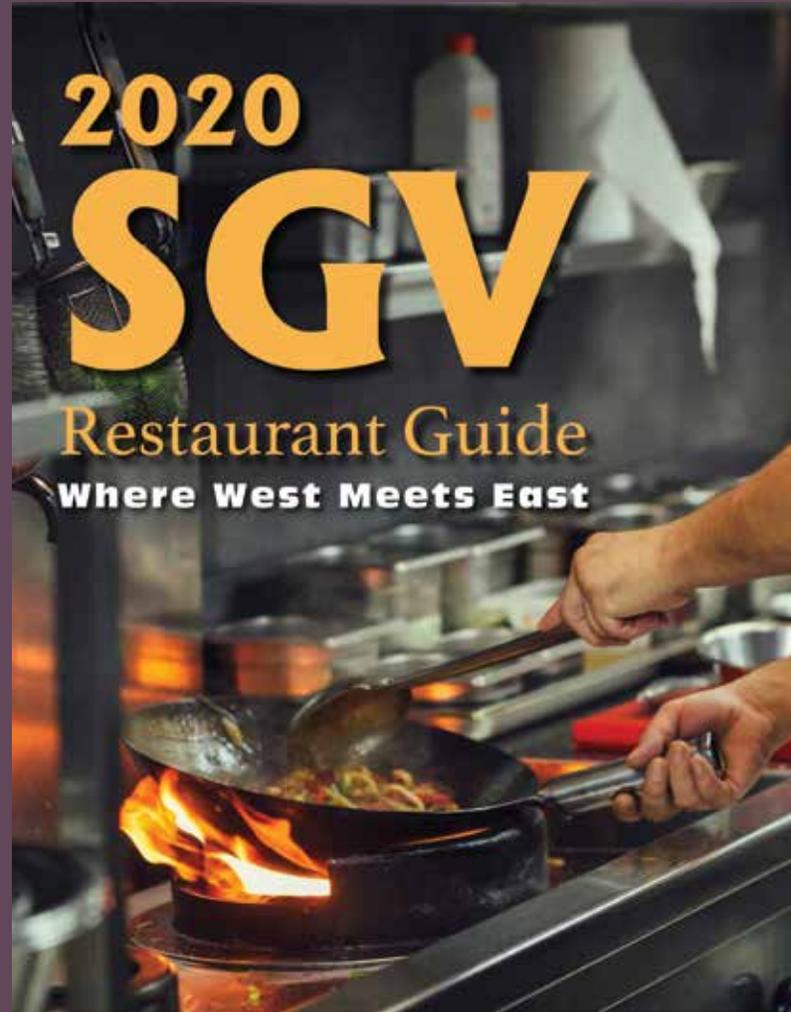
Economic Forecast Report

Powering a Healthy
Future for All

SAN GABRIEL VALLEY RESTAURANT GUIDE

The SGV Restaurant Guide will spotlight classic and well-reviewed local restaurants across the Valley with a wide variety of cuisines. A large portion focuses on the many varieties of Chinese food that are uniquely available in the SGV. We have partnered with renowned Chinese review group Chihuo to keep the data in the Guide up-to-the-minute.

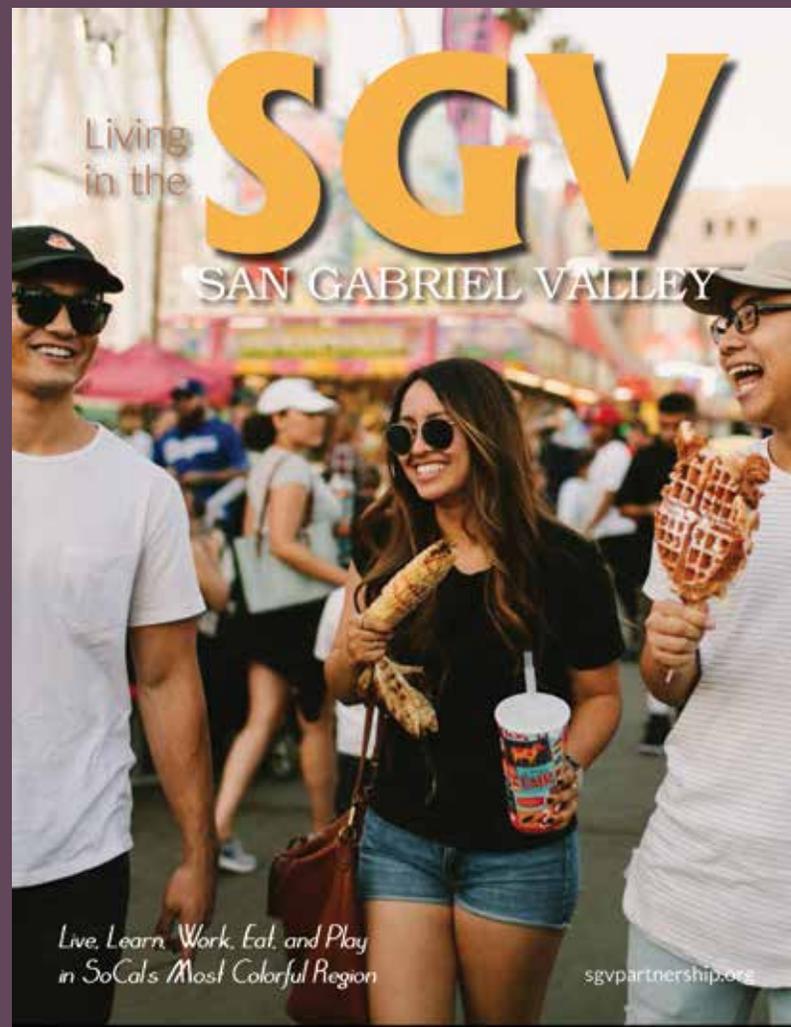
Data assembled for these guides has also been used to invigorate our social media feeds, the creation of a San Gabriel Valley-focused *Chinese-American Restaurant/Hospitality Association*, and possibly an SGV app.



SAN GABRIEL VALLEY VISITORS GUIDE

One of the most rewarding parts of promoting the San Gabriel Valley is the chance to delve into the amazing local culture that shifts from city to city. In Fall 2019, the Partnership began assembling a guide to the entire valley, aimed at attracting tourists, visitors, and new businesses, while forging a clearer narrative of what the region has to offer. Sections on business, food, entertainment, transportation, housing, events, and more showcase the diverse riches of the region, all under the slogan “Where West Meets East.”

This document has taken on an added importance as the LA County begins a phased process of easing the stay-at-home order and reopening businesses. Preparation on the Guide has intensified for a projected late 2020 publication.



EVENTS

2019-2020 marked another banner year for events at the Partnership, even after the coronavirus pandemic moved Spring and Summer events online.

Read on to see some of the ways we brought the business community together.

PowerLunch 2.0
Proudly sponsored by
Bank of America
Merrill Lynch

Port of Los Angeles
HARBOR BOAT TOUR

Join us for a fun morning of networking aboard the Port of Los Angeles' tour yacht.

Get to see the harbor from a completely different angle!

Tour Guide:
Marcel van Dijk
Port of Los Angeles

Lunch Speaker:
Thomas Jelenic
Pacific Merchants Shipping Association

Tuesday, July 9
10:00 am: Tour
11:30 am: Lunch

Members: Free Guests: \$20
Space is limited.
See website for RSVP & directions:
sgpartnership.org/events

Lunch sponsored by

The 16th Annual
San Gabriel Valley
Awards Gala
SATURDAY SEPTEMBER 21, 2019

Van Cooten & Neill Inc.
725 Arroyo Parkway
Irvine, CA 92618

ON T
SOUTHERN CALIFORNIA AIRPORT

Red Bull Code of Conduct
Covers All Activities

Red Bull Code of Conduct
Covers All Activities

Red Bull Code of Conduct
Covers All Activities

WWW.SGAPARTNERSHIP.ORG/EVENTS

LEGISLATIVE LUNCHEON
The Partnership hosts luncheons for business leaders to meet our elected officials.

Friday, February 7, 2020
Senator Anthony Portantino
25th District

11:30 am - 1:30 pm
Dinner by Hilton Menlo Park
524 W. Huntington Dr., Menlo Park, CA 94026

Tickets: \$50
Table (8 seats): \$500
Contact our office regarding table purchases or sponsorships.

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KAISER PERMANENTE® **WT**
WET UTILITIES

Covina Medical Office Project Prequalification Workshop

January 29, 2020
8:00 am - 10:00 am
VanLee Hotel, Hamilton's Steakhouse
1211 E Garvey St, Covina, CA 91724

Meet Whiting-Turner & learn how YOU can work with Kaiser Permanente on their latest project!

Hiring for:

- WET UTILITIES
- SURVEY
- GRADING / SHORING
- DRY UTILITIES
- SITE CONCRETE
- STRUCTURAL CONCRETE
- MASONRY
- MISC. METAL
- GLASS GUARDRAIL
- SHEET METAL
- WATERPROOFING
- ROOFING
- DOORS AND HARDWARE
- COLLING DOOR AND GATE
- PAINTING
- FLOORING
- RESTROOM SPECIALTIES
- AC RAVING
- LANDSCAPING
- SITE EQUIPMENT/ACCESSORIES

Construction anticipated April 2020-August 2021. Grand opening late 2021.

Pre-registration required: www.sgpartnership.org/events
All Kaiser Permanente projects are performed by unionized labor.

[tara.pedroza@whiting-turner.com](mailto: tara.pedroza@whiting-turner.com) (626) 856-3400

LEGISLATIVE BREAKFAST

Friday, February 21, 2020
Assemblymember Freddie Rodriguez
52nd District

8:30 am - 11:30 am
McGowan's Grill, Pomona, 5th Street
601 W. McKinley Avenue, Pomona, CA 91768
91768
RSVP required.

San Gabriel Valley Economic Partnership members only.
Guests of members welcome with RSVP.

RSVP: www.sgpartnership.org/events | sgpartnership@sgpartnership.org | (626) 856-3400

2nd Annual San Gabriel Valley DEVELOPERS SUMMIT: OPPORTUNITY ZONES

Friday, November 15, 2019
8:30 am - 11:30 am
Sheraton Fairplex Conference Center
601 W McKinley Ave, Pomona, CA 91768

With the support of **CONGRESSWOMAN NORMA TORRES**

Speakers

- Daryl Carter, CEO Avonath Capital
- Steve Pontell, President & CEO National CORE
- Eddie Lorin, Co-Founder Alliant Strategic Preservation Funds
- Larry J. Kosmont, Chairman & CEO Kosmont Companies
- Blake Christian, CPA Partner HCVT

O-Zone Marketplace featuring:
Pomona Ontario Azusa South El Monte

Tickets \$25
Marketplace Booths available, \$200

Venue Sponsor **FAIRPLEX** Marketing Partner **AIRCORE**

www.sgpartnership.org/DevelopersSummit info@sgpartnership.org (626) 856-3400

COME HAVE A JOLLY HOLLY TIME AT THE Merry Mingle

Thursday, December 12
5:00-7:00 pm

SGV Covariate Campus
1900 Thurgood Street
Newport, CA 91766

Free for Members and their Guests.
RSVP: sgpartnership.org/events

CO-SPONSORED BY

2019 DEVELOPERS SUMMIT: *OPPORTUNITY ZONES*

On Friday, November 15, 2019, the San Gabriel Valley Economic Partnership joined forces with Cal Poly Pomona, Fairplex, and the Pomona Community Foundation for our second annual Developers Summit.

The event brought together investors, legal experts, and government representatives to discuss the Opportunity Zones: how they work, how best to utilize them, and challenges to the program posed by State tax laws. Thanks to the Tax Cuts and Jobs Act of 2017, tax incentives have been created in several San Gabriel Valley cities, allowing investors to re-invest their unrealized capital gains into dedicated Opportunity Funds.

This event brought together experts from real estate, accounting and finance to discuss how best to take advantage of this program - who should invest and how best to do so. It was generously hosted by Fairplex and the City of Pomona at the Sheraton Fairplex Convention Center.

The audience (which included developers, potential investors, brokers, and representatives from cities across the San Gabriel Valley and Inland Empire) was welcomed by our hosts, Pomona Mayor Tim Sandoval and Fairplex CEO Miguel Santana. Next a series of talks was led by Steve PonTell, CEO of affordable housing development corporation National CORE. Larry J. Kosmont of Kosmont Companies discussed the Opportunity Zone program from a developer's standpoint, followed by Blake Christian of HCVT, who offered practical advice from an accounting perspective. Finally, Daryl Carter of Avanath Capital and Eddie Lorin of Alliant Strategic Preservation Funds discussed how best to obtain the funding to begin investing.

This panel was followed by a free-flowing Q&A session with the audience. Overall, the program provided a deep dive into the

advantages of the Tax Cuts and Jobs Act for local investors.

Before and after the event, an Opportunity Zone Marketplace was available highlighting opportunities in the cities of Pomona, South El Monte, Ontario, and Azusa. The "Marketplace Mingle" was extremely lively and led to many valuable connections.

The Partnership would like to extend a special thanks to the students of the Cal Poly Pomona College of Business Administration, who once again provided professional-level logistic support for the event. We also appreciate the support of the Office of Congresswoman Norma Torres for this event.



THE PANEL SETTLES IN



DARYL CARTER ADVISES CAL POLY BUSINESS & REAL ESTATE STUDENTS



BLAKE CHRISTIAN DISCUSSES WITH SAN GABRIEL MAYOR JASON PU



SHERATON FAIRPLEX CONVENTION CENTER



COOPER AUDITORIUM, CITY OF HOPE, DUARTE

2020 SGV ECONOMIC FORECAST

The 2020 SGV Economic Forecast Summit was an event unlike the many others in the annual series, which stretches back to the early 1990s. Our audience's enthusiasm was fuelled by more than the usual curiosity about local trends (or even the previous night's city elections, which had coffee breaks buzzing with discussions between various city officials).

The Summit coincided with the first week of economic turmoil caused by COVID-19, with stocks plummeting only two days before the event. The forecast speakers pivoted their focus from the usual discussion of housing and

a potential future downturn to address very real, immediate concerns about how the pandemic would affect the local economy. The Partnership thanks both Harlan Thompson (Bank of America) and Eric Hayes (LAEDC) for providing the first economic reports of the COVID-19 era to attendees of this event, which proved to be the final large-scale gathering in the San Gabriel Valley before "Safer at Home" orders were issued.

The Forecast took place on March 4, 2020 at the Cooper Auditorium at City of Hope in Duarte. This event, as always,

convened specialists in economic forecasting as well as guest speakers on current trends within the business community.

This year's presentations included a keynote on uses of Artificial Intelligence in business from Dr. Jeff Loucks of Deloitte. The talk aimed to present ways that AI can be leveraged by various scales of companies, regardless of their technological proficiency - likening entry levels of AI use to ski run classifications, from the "bunny slope" to "black diamond" slopes.

Preparing the next generation

The Partnership thanks our sponsors:

LEADERSHIP SPONSORS

- City of Industry
- Upper San Gabriel Valley Municipal Water District
- Bank of America Merrill Lynch
- CBRE
- San Gabriel Valley Water Quality Authority
- Sanitation Districts of Los Angeles County

SILVER SPONSORS

- Western University of Health Sciences
- University of La Verne
- Majestic Realty
- Southern California Edison
- Pukou District, Nanjing, China

MEDIA SPONSORS

- San Gabriel Valley Tribune
- Business Life Magazine



ERIC HAYES, LAEDC



JULIE XU, CALIFORNIA LABOR & WORKFORCE DEVELOPMENT AGENCY; DR. JEFF LOUKS, DELOITTE

of the workforce is a central issue facing the economy, so the Partnership also hosted a fireside chat on “the Future of Work in California.” Julie A. Su, Secretary of the California Labor and Workforce Development Agency and head of Governor Newsom’s Workforce Task Force, was joined by fellow Task Force member, Dr. Soraya Coley, President of Cal Poly Pomona. Dr. Loucks of Deloitte joined the pair for a discussion moderated by Dr. Erik Rolland, Dean of Cal Poly Pomona’s College of Business Administration.

A Global and National Economic

Outlook was provided by Harlan H. Thompson, followed by a California, Regional and SGV Economic Outlook from Eric Hayes. The Master of Ceremonies was award-winning radio celebrity Frank Mottek of “Mottek on Money.” These forecasts presented data published in the San Gabriel Valley Economic Partnership’s annual *SGV Economic Forecast Report*, an in-depth report available to all conference attendees and Partnership members.

Logistic support for the event was provided by the San Gabriel Valley Conservation Corps, as well as

by student volunteers from Cal Poly Pomona and Cal State Santa Barbara.

The Economic Forecast also featured exhibits by local health organizations (Emanate Health, Western University of Health Sciences, City of Hope, and Kaiser Permanente) who have become crucial players in the burgeoning health crisis. Another major sponsor and exhibitor was the Pukou District of Nanjing, China, which had just begun working through the Partnership towards better pan-Pacific collaboration in health research. (See page 16 for details.)

SEN ANTHONY PORTANTINO WITH SGVEP BOARD MEMBER DONOVAN GREEN (AT&T)



LEGISLATIVE NETWORKING EVENTS

During 2019-20, the Partnership hosted many events with San Gabriel Valley lawmakers.

We held Legislative Breakfasts with Sen. Ling Ling Chang, Asm. Freddie Rodriguez, and Asm. Chris Holden. The Partnership also hosted a special Legislative Luncheon event with Sen. Anthony Portantino, who chairs the powerful Appropriations Committee in the State Senate. The Senator provided a detailed and often amusing look at how legislation gets made in the State Capitol and how he sees major issues moving forward.

Once the stay-at-home orders were in place, the Partnership hosted successful video conference calls with Congresswoman Norma Torres and Asm. Blanca Rubio (image to the right).



GOV. NEWSOM'S CHIEF ECONOMIC ADVISOR, LENNY MENDONCA, WITH SGVEP CHAIR LUPE VALDEZ & CEO BILL MANIS



SEN LING LING CHANG



SEN JUDY CHU WITH
PARTNERSHIP CEO BILL
MANIS



ASSM CHRIS HOLDEN



ASSM FREDDIE RODRIGUEZ
BREAKFASTS WITH
MEMBERS



REP GIL CISNEROS



SISTERS ASSM BLANCA
& SEN SUSAN RUBIO AT
THE SGV EP GALA



POWERLUNCH SERIES

The longstanding SGVEP PowerLunch series continued into 2019-2020, even into the era of all-Zoom meetings, with an outstanding series of speakers and events.

These bite-sized gatherings are designed to allow busy business leaders to gather and hear about a current topic of broad interest. Sponsored by Bank of America, these quarterly meetings also provide an excellent opportunity for networking across sectors, both public and private.

JULY 9, 2019: HARBOR BOAT TOUR

One hundred jolly Partnership members and their guests gathered at the Port of Los Angeles on a sunny summer day for a guided tour of the harbor. Narration for the tour was given by Marcel van Dijk of the Port of Los Angeles. The picturesque and informative tour culminated with a dockside picnic lunch, where Thomas Jelenic of the Pacific Merchants Shipping Association updated the group on how automation, unions, and international trade were affecting the second busiest port in the United States. In addition to the many local business leaders in attendance, two Chinese chambers of commerce sent delegations for the event.



OCTOBER 24, 2019: WHAT IF MILLENNIALS HAVE IT RIGHT? A BABY BOOMER'S CONFESSION

Kathleen O'Sullivan, CEO of KSHIFT, gave a research-based talk on intergenerational differences between Boomers, Gen X, Millennials, and Gen Z, and how the generational tug-of-war can either put businesses at risk - or unlock different sets of skills. This lively discussion took place on the TED Stage at ADP in Pasadena.

NOVEMBER 14, 2019: NAVIGATING THE CONSUMER DATA AND PRIVACY MINEFIELD

A team of legal data privacy experts presented on the California Consumer Privacy Act (CCPA) and how businesses should prepare to comply with it in 2020. Brian M. Wheeler and Lana Milojevic of Atkinson, Andelson, Loya, Ruud, & Romo presented at iDreamSpace in the City of Industry, courtesy of AAA Legal. KCAL Insurance partnered with the Partnership on this event.



IDREAM SPACE, CITY OF INDUSTRY

MARCH 19, 2020: EVERYTHING YOU WANTED TO KNOW ABOUT TAX LAW IN 2020 (BUT WERE AFRAID TO ASK)

Dale Robert Pelch and Karl Swaidan of Hahn & Hahn LLP returned for a second year to cover a range of practical tax law questions. This year's talk focused on proposed property tax propositions, essentials of the most recent tax bill, and opportunity zones. Although Shriners Hospital for Children had graciously opened their campus for this event, the 2020 "Safer at Home" orders made this the first online PowerLunch hosted by the Partnership.



THE PARTNERSHIP, AALRR, BANK OF AMERICA, & KCAL INSURANCE JOIN FORCES

KAT O'SULLIVAN ON THE TED STAGE AT ADP





2019 SAN GABRIEL VALLEY AWARDS GALA

Every year, the Partnership recognizes individuals and organizations for their extraordinary achievements to the San Gabriel Valley by honoring them at our annual Awards Gala. Attendees include business and civic leaders from across the Valley.

The 2019 Gala took place at “America’s Stadium”, the storied Rose Bowl in Pasadena. On a balmy late summer night, crowds gathered beneath the iconic Rose Bowl sign for dinner under the stars. The evening was kicked off by a fun video of Partnership Chair Lupe Valdez tackling the Partnership staff on the football field, followed immediately by a thundering performance by the Wilson Junior High Drum Corps. Sixty talented youngsters twirled

sticks and beat out infectious rhythms for the appreciative audience.

Next came the program to honor local business luminaries who have contributed to the community. Guests were also invited to take private tours of the stadium, its historic locker rooms and field, and the Rose Bowl Museum.

As an added bonus, sponsors were delighted to see their logos displayed on the jumbotron over the field.

Raffle and silent auction prizes included business class tickets to Asia, sports tickets and signed memorabilia, boutique hotel stays, a private party at the Rose Bowl, and more.

2019 HONOREES

Business of the Year
Lawrence Equipment

Distinguished Business
“Golden Spike” Award
Union Pacific Railroad

International Business of the Year
China Airlines

Excellence in Workforce Readiness
Oak Crest Institute of Science

Distinguished Public Service
Mark Christoffels, SGV Council of Governments & A.C.E.

WILSON MIDDLE SCHOOL DRUM CORPS



TROPHIES FOR OUR SGV AWARDEES



The Partnership thanks our sponsors:

TITLE SPONSOR

- Ontario International Airport

GOLD SPONSORS

- Methodist Hospital of Southern California
- Cal Poly Pomona
- Kaiser Permanente
- Bank of America Merrill Lynch

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- Majestic Realty Co.
- The Ratkovich Company

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- Hahn & Hahn LLP
- Pacific Plaza Premier Development Group
- Western University of Health Sciences
- Citrus Valley Association of Realtors

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- Delta Airlines
- The Rose Bowl Legacy Foundation
- Sharp Seating Company
- Los Angeles Kings
- Charter Communications

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- San Gabriel Basin Water Quality Authority
- CBRE - The San Gabriel Valley Corporate Campus
- City of Industry
- Upper San Gabriel Valley Municipal Water District
- Sanitation Districts of Los Angeles County

MEDIA SPONSORS

- Pasadena Star-News
- San Gabriel Valley Tribune
- Whittier Daily News
- Business Life Magazine

STRONGER TOGETHER

PCC'S FUTURE OF WORK
CONFERENCE



We make connections. By uniting business to business (and to local government), the Partnership builds a stronger region for its residents and workers.

PCC FUTURE OF WORK CONFERENCE

In partnership with Pasadena City College, the Partnership helped stage a conference on November 1, 2019, to discuss what needs to be done to prepare the new workforce for the challenges of tomorrow's economy. Discussion with the audience was passionate and forward-thinking. Attendees included representatives from all of the colleges and universities in the region, government officials, and other major players from banking, utilities, nonprofits, and more.

17TH ANNUAL MERRY MINGLE

On December 12, 2019, the Partnership held our annual Yuletide gathering with friends and partners from across the

valley. Entertainment was provided by roaming Dickensian carol singers and a lively raffle.

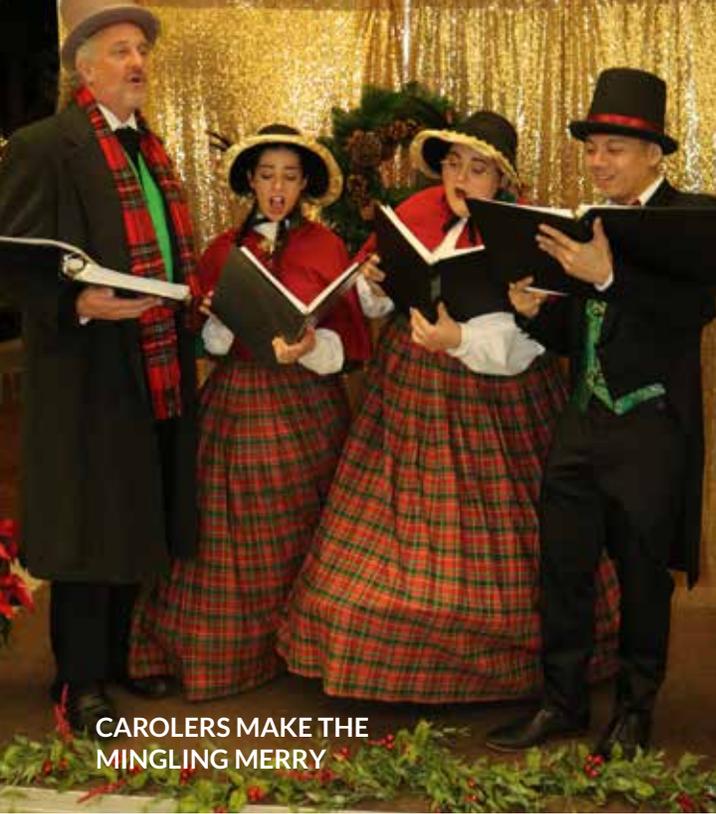
The event was co-sponsored by the San Gabriel Valley Economic Partnership, SoCal Gas, Citrus Valley Association of Realtors, San Gabriel Valley Public Affairs Network, San Gabriel Valley Council of Governments, and the Regional Chamber of Commerce of San Gabriel Valley.

BALANCED ENERGY PRESS EVENTS

Recent legislation has threatened to unbalance the local economy, eliminating the use of renewable gas resources and severely harming many local businesses that cannot function with the use of natural gas.

In conjunction with Californians for Balanced Energy Solutions and SoCal Gas, the Partnership hosted two press events in summer 2019 to highlight the need for diversified energy sources. Our first event was hosted at the Meizhou Dongpo restaurant in Arcadia (in Chinese), with an eye towards motivating our potent Chinese-speaking community. Guest speakers included city officials, Partnership staff, and even the chief chef of Michelin-starred restaurant Bistro Na's in Temple City.

A second event was hosted on July 31, 2020 at Fairplex in Pomona. Both events were well-attended, and reinforced our resolution to push for equitable energy resources in the future. To learn



CAROLERS MAKE THE MINGLING MERRY



2019 MERRY MINGLE

more about balanced energy solutions for California, visit c4bes.org.

CONTRACTING CONNECTIONS

On January 21, the Partnership joined the Los Angeles Area Chamber of Commerce and L.A. County Contracting Connections at University of La Verne as we introduced the OneLA Regional Collaborative, which will bring a network of strategic partners together to centralize procurement and business resources for the region. Panels discussed current and upcoming contracting opportunities from over 20 public and private agencies, but the bulk of



SUPERVISOR KATHRYN BARGER INTRODUCES "CONTRACTING CONNECTIONS" AT ULV



BUSINESS & CITY LEADERS (AND ONE MICHELIN CHEF) VOICE THEIR CONCERNS REGARDING A NO-GAS FUTURE



CEO BILL MANIS INTERVIEWED ON ABC-7

Their goal: to bid on contracting opportunities for a major new center for Kaiser Permanente. The site, located at 1164 Park View Ave. in Covina, will measure around 60,000 square feet, 3 stories tall, and offer a wide variety of services.

The Partnership was delighted to have helped to launch this important development for the local construction and health industries.

CITY COUNCIL PRESENTATIONS

Our roots with city government run deep, and the Partnership is often called upon to speak at city council meetings on current

challenges facing the local business community.

We have also been asked to demonstrate new tools available to our city and chamber members, and give updates on our legislative advocacy programs.

the action seemed to take place on the conference floor, where contractors, subcontractors, and developers buzzed with enthusiasm to connect.

The event offered on-the-spot registration and certification as well as government procurement workshops.

CRE EXPO

The Partnership was invited on October 22 to exhibit once again at the Commercial Real Estate Expo, organized by the Arcadia Association of Realtors in Pasadena. This event proved fruitful for future collaborations, particularly leading up to the 2019 SGV Developers Summit (see page 24).

PROTERRA TOUR

SGVEP President and CEO Bill Manis joined Senator Ling Ling Chang and Cal Poly Pomona on July 7, 2019, for a tour and ceremony at the Proterra bus factory in the City of Industry. The Senator was recognizing Proterra as a force in the creation of clean public transportation vehicles, and invited the Partnership to attend to show the support of the entire business community.

KAISER PERMANENTE PREQUALIFICATION WORKSHOP

On January 29, 2020, the Partnership assembled a robust group of contractors in the city of Covina.



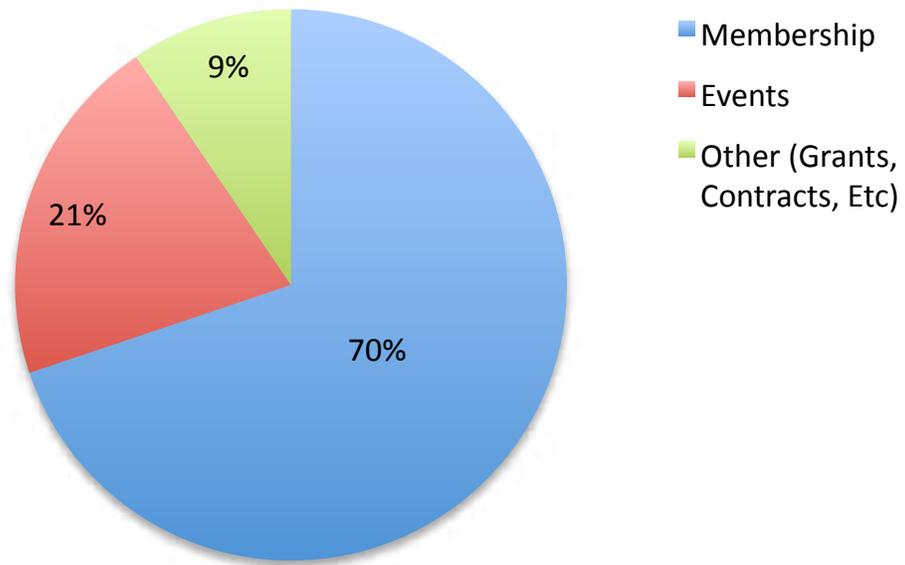
CEO BILL MANIS PRESENTING WITH WEST COVINA MAYOR TONY WU



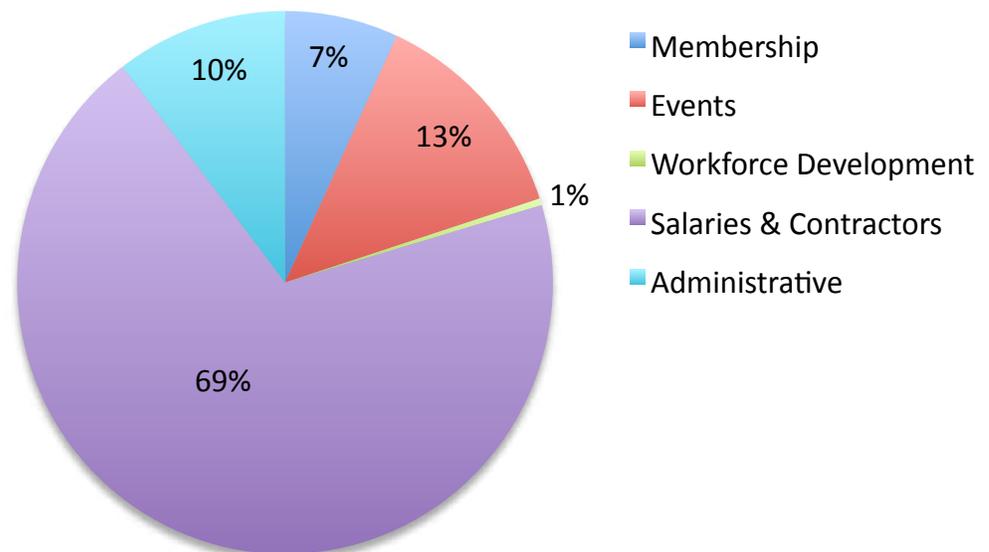
THE COVINA KAISER PERMANENTE DEVELOPMENT PROJECT

2019-2020 EXPENSES AND REVENUES

REVENUES



EXPENSES





San Gabriel Valley Economic Partnership
 4900 Rivergrade Road, Suite B130, Irwindale, CA 91706
 info@sgvpartnership.org (626) 856-3400

LEADERSHIP MEMBERS



THE CAMPUS | at SGV