

GLAAACC HONORS BUSINESS TRAILBLAZERS AT 24TH ANNUAL ECONOMIC AWARDS

GLAAACC honored business pioneers from a variety of industries at its 24th Annual Economic Awards Dinner on March 23 at the JW Marriott LA Live. Each year, GLAAACC pays tribute to corporations, individuals and elected officials who have gone above and beyond their official capacities to service African American businesses and communities.

Throughout the evening, awards were presented in categories such as Procurement Executive of the Year, Transportation Executive of the Year, Purchasing Executive of the Year and Lawyer of the Year.

Kaiser Permanente Board Chairman and Chief Executive Officer Bernard J. Tyson was awarded "Executive of the Year" for his 30 years of service at one of the nation's leading health care providers. California State Senator Holly Mitchell and Los Angeles County Supervisor Hilda Solis each received the Public Service Award for their tireless efforts to ensure underserved communities receive their share of federal, state and county services.

Los Angeles City Council President Herb Wesson was the Master of Ceremonies

and also introduced a few of the award presenters and speakers. The evening not only recognized individual and corporate accomplishments, it also served as an update on business development and community engagement.

Los Angeles World Airports Chief Operations Officer Samson Mengistu spoke about the multimillion-dollar expansion plans currently underway at LAX. Los Angeles County Supervisor and Metropolitan Transportation Authority Board member Mark Ridley-Thomas gave remarks on issues facing the L.A. County Board of Supervisors and Metro.



Businessman and owner of the LA Clippers Steve Ballmer was the keynote speaker for the evening. Ballmer shared information on building the thriving Clippers franchise as well as insights from his 30-plus years in business, including his tenure as chief executive officer at Microsoft.

To view more photos from the 24th Annual GLAAACC Economic Awards Dinner and to see the full list of award recipients, visit www.glaaacc.org.

SPOTLIGHT ON GLAAACC BOARD MEMBER: JAMARAH HAYNER



After a decade in the political arena, recently inducted GLAAACC Board member Jamarah Hayner made the transition to open her own public affairs firm, JKH Consulting. Working with high-profile elected officials such as former California Attorney General Kamala Harris, New York City Mayor Michael Bloomberg and Los Angeles County Supervisor Mark Ridley-Thomas provided Hayner the expertise, relationships and experience to assist her current roster of clients.

Hayner received further encouragement to open her own practice from associates like GLAAACC Chairman Gene Hale who had successfully made the leap from employee to business owner. "They shared their personal stories with me and gave me critical guidance," said Hayner. "Their belief in me allowed me to seize the moment when the right opportunity came."

Prior to opening JKH Consulting, Hayner worked in the private sector, helping clients in the transportation, aviation and civic engagement fields strengthen their relationships in the communities they serve.

JKH Consulting creates tailored solutions for clients in industries ranging from infrastructure to real estate to business advocacy to the nonprofit sector. In its first

year, the firm played a critical role on projects totaling more than \$2.5 billion, including transformational investments in the communities of South Los Angeles, Santa Monica, Hollywood, Compton and Phoenix, Arizona.

"Before they even come to me, my clients are already committed to making a positive difference. It's a blessing to help them achieve their goal," said Hayner.

Hayner attributes the success of JKH to its client-focused approach, around-the-clock work ethic and ability to provide targeted outreach and strategic advising solutions at all levels, with a lean operation that maximizes the client's returns efficiently and effectively.

As a sought-after political affairs agency, JKH's list of major clients includes China Railway Rollingstock Corporation North America, Crenshaw/LAX Transit Corridor, Martin Luther King, Jr. Community Hospital, Santa Monica Malibu Unified School District, Trammell Crow Company, US Storage and Valley Metro.

Hayner has been a member of GLAAACC for several years and was inducted to the Board of Directors earlier this year. She now chairs the Public Policy Committee which has been expanded to include participation from senior leadership at Metro, LAWA and the County of Los Angeles.

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Our Mission

The Greater Los Angeles African American Chamber of Commerce (GLAAACC) advocates and promotes the economic growth and development of African American businesses by focusing on the development of business opportunities, business alliances and legislative advocacy.

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CHAIRMAN'S MESSAGE



Chairman Gene Hale

These are exciting times for small business owners, especially here in Los Angeles. So many multibillion-dollar capital projects are being developed all around us – the Inglewood NFL Stadium, the Crenshaw/LAX Metro Line, LAX's Landside Access Modernization Program, the Lucas Museum in Exposition Park, just to name a few. This level of development and construction makes opportunities available in a variety of industries. That's where GLAAACC comes in.

Our networking mixers and workshops provide a chance for GLAAACC members to hear directly from organization representatives regarding project status and current/upcoming opportunities. At our recent Spring Mixer, Los Angeles World Airports' Public Relations Representative Harold Johnson provided a detailed overview and timeline of LAX's new "people mover," an aerial tram system that is being constructed to ease congestion in and around the nation's second busiest airport.

We hit the ground running with the year's first GLAAACC in the AM, "How To Find The Right Investor For Your Business." GLAAACC Board member Starlett Quarles moderated a panel of experts who detailed the nuts and bolts of traditional and alternative funding sources for GLAAACC members.

GLAAACC's Annual Economic Awards Dinner once again proved to be the "go-to" business event of the year. Kaiser Permanente Chairman and CEO Bernard Tyson was awarded Executive of the Year, Los Angeles City Council President Herb Wesson was the master of ceremonies and during his keynote address LA Clippers owners Steve Ballmer shared his secret to success.

Recently, our advocacy efforts on behalf of minority and disadvantaged businesses were instrumental in amending Los Angeles World Airports' (LAWA) Local and Local Small Business Enterprise Program Ordinance to include Local-State Disabled Veterans Business Enterprises (SDVBE) for contracts over \$150,000. LAWA has also instituted an Edge4Vets program to prepare military veterans to become a part of the airport workforce. Both these programs will provide an

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PRESIDENT'S MESSAGE



President Angela Gibson

It seems like just yesterday, we were toasting in a new year. Now we've past the midpoint of 2017, and GLAAACC is steadily preparing activities and events for the second half of the year to take our members to the next level.

Our recent GLAAACC in the AM showcased national powerhouse Airbnb whose "home rental" business model has revolutionized the hospitality industry. Their latest endeavor, "Experience Hosts," will allow visitors from all over the world to get a unique insight into communities and experience local treasures led by people who live in the community. This truly is a game changer, providing quite an opportunity for enterprising entrepreneurs and businesses. If you would like more information, contact the GLAAACC office, and we'll put you in touch with the Airbnb representative.

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GLAAACC EDUCATION FUND & FOUNDATION SCHOLARSHIP LUNCHEON

The 18th Annual GLAAACC Education Fund and Foundation Scholarship Luncheon was held on June 15 at the LA Hotel Downtown. The afternoon's theme, "*Superstars of Success*," fit the occasion as eight college-bound seniors from Crenshaw, Dorsey, George Washington Preparatory, and Jordan High Schools were awarded with scholarships ranging from \$3,000 to \$6,000 to propel them into the next chapter of their bright futures.

GLAAACC Ed Fund Chairman David Ford emphasized the organization's commitment to future business leaders. "We must channel our energy into building a population of successful business leaders to create a better community for us all," said Ford.

This year's keynote speaker was Daniel Armstrong, the founder of the mentorship program, *Find a Tree*, founding chairman of the Coalition for a Free South Africa and a Ford Foundation Fellow. This dream coach, motivational speaker and published author delivered an inspiring keynote address in which he encouraged students to pursue their goals even if they have to "find a tree and start there" to bring their greatest dreams to fruition.

Each of the scholarship recipients demonstrated relentless pursuit of their educational aspirations. Sindel Donaldson, who began searching for computer science internships during her sophomore year of high school, hopes that she will "one day be able to look into the face of a young, poor African American girl and say, 'Yes, it is possible to reach greater heights, and I am living proof of that.'"

GLAAACC proudly continued in the long-standing tradition of awarding now more than \$500,000 in scholarships to over 100 minority students from underserved communities. The "Superstars for Success" GLAAACC Ed Fund scholarship recipients are:



CRENSHAW HIGH SCHOOL

Daijon Bourne,
attending University of California, Berkeley in the fall
Tiann Ingram, attending Alabama A & M University in the fall



SUSAN MILLER DORSEY HIGH SCHOOL

Christian Boyd, attending Norfolk State University in the fall
Sindel Donaldson, attending Amherst College in the fall



JORDAN HIGH SCHOOL

Leslie Rodriguez
attending California State University, Fullerton in the fall
Jason Soberanis,
attending University of California, Los Angeles in the fall



GEORGE WASHINGTON PREPARATORY HIGH SCHOOL

Evelyn Boswell,
attending California State University, Northridge in the fall
Ugonna Nwankwo,
attending Georgia Institute of Technology in the fall

To start the recipients on a solid financial foundation, they attended a four-hour financial literacy class facilitated by Xceed Wealth Management Group where they learned the basics of time management, credit management and how to balance a check book.

At the end of the program, Scholarship Program Chair Eric Boyd reiterated GLAAACC Ed Fund's long term investment in the scholarship recipients. "Please know that today's luncheon and the scholarship funds being awarded are just the beginning of the GLAAACC Foundation's investment in our recipients and their future," he said. "We are here to stay for as long as these stellar youth wish to continue the relationship."

The sponsors who provide the financial support that made the GLAAACC Education Fund Scholarship possible included Hensel Phelps, G&C Equip. Corp., Jacobs, LADWP, LAWA, Microsoft, Northrop Grumman, Ogletree Deakins, Polsinelli, So Cal Gas, Tesoro, Wells Fargo, Xceed Wealth Management Group and Outfront Media.

To make a contribution or learn more information on the scholarship, visit glaaacc.org



SPOTLIGHT ON GLAAACC MEMBER: CHRISTINE KEITH, ELITE AUTO NETWORK



Christine Keith knows how to seize an opportunity and make the most of it. Five years ago, the former general practice physician became actively involved in her husband Todd's auto brokerage business, Elite Auto Network, which he started while still a student at California State University, Northridge.

"I did a lot of research and saw that this was a niche other auto brokers weren't fulfilling," she said. "I saw the opportunity and potential for our company to grow."

She decided to develop a commercial division to handle the transportation needs of large company accounts. Now, in addition to obtaining cars for individuals, Elite Auto Network has a commercial division which provides fleet management, vehicle procurement and passenger transportation services, such as shuttles, chartered vans and chartered buses for corporate clients. As Elite's president, Christine is responsible for managing the commercial division, while Todd maintains the personal vehicle procurement side of the company.

Most of Elite's clients come from referrals and word of mouth. However, Christine also seeks new commercial business through networking, responding to RFPs, attending conferences, being a certified minority business and being registered with supplier diversity portals. All these connections help Christine stay ahead of the competition.

Elite Auto Network's first corporate client was the Southern California Gas Company. The utility company giant was replacing pipelines underneath the El Monte train station and required a transportation company to shuttle displaced train passengers to and from the station's parking structure.

Davey Tree Expert Company is currently the company's largest client. The nationwide landscaping company needed a fleet of durable pick-up and utility trucks. Elite procured over 80 trucks for Davey's operations in California and Arizona. Davey found Elite Auto Network through its certification with the Southern California Minority Development Council.

Elite was recently awarded a contract to provide plug-in electric vehicles to the management staff at Los Angeles County Metropolitan Transportation Authority (Metro).

In addition to the variety of services Elite Auto Network offers, Christine credits the 30-year old company's success and longevity to its customized business approach. "We focus on how the vehicle will be used, the individual's lifestyle or the company's culture," she said. "We try to accommodate what the customer really needs."

Christine credits her trusted mentor Ron Williams at the Gas Company for her GLAAACC membership. She mentioned to him that she was seeking an organization where she could really get involved and participate when he recommended she join GLAAACC. "When Ron suggested I join GLAAACC, I immediately became a member."

GLAAACC ADVOCATES FOR DISABLED VETERANS BUSINESS INCLUSION

Thanks to the efforts of GLAAACC Chairman Gene Hale, Los Angeles World Airports (LAWA) Executive Director Deborah Flint, and Los Angeles City Council Herb Wesson, contracts over \$150,000 will now include a hiring goal for Local-State Disabled Veterans Business Enterprises (SDVBE).

The original ordinance established a Local and Local Small Business Enterprise Program for LAWA's procurement of goods, equipment and services exceeding \$150,000 but did not include a goal for SDVBE inclusion.

It was Hale who initially caught the oversight. While reviewing the original small business ordinance before it went to City Council for adoption, he noticed that there were no goals for SDVBE's inclusion in LAWA contracts.

"The fact that it didn't have a goal for veterans at all was pretty glaring to me," said Hale. "That was a big deal."

He immediately brought it to the attention of Wesson and Flint who promised to amend the ordinance. In March, the City Council passed the amended ordinance to include a SDVBE contracting goal.

In the following excerpt from the amended ordinance, the value of disabled veterans and their businesses is acknowledged:

"Disabled Veterans Business Enterprise Programs serve the purpose of rewarding veterans for their sacrifice of military service,

encouraging patriotic service among civilians, helping to ease the transition from military service to civilian life, and attracting loyal and well-disciplined people to government contracting opportunities. Disabled Veterans Business Enterprise recognize and utilize skills unique to veterans to encourage business success; promoting job creation and income for local employees; and increasing business tax revenue."

Bids or proposals that do not meet the Local Business, Local Small Business and/or SDVBE requirements established for that contract opportunity are subject to rejection for non-responsiveness.



GLAAACC MEMBER BENEFITS: WORKSHOPS AND MIXERS



In 2016, GLAAACC held a record number of mixers, workshops and seminars. 2017 is on track to be another unprecedented year for networking and educational opportunities.

“How to find the right investor for your business,” was the topic for the first GLAAACC in the AM networking mixer. The panel included Kemar Newell, founder of Flip; angel investor Brian Horner; Austin Clements, Senior Associate at TenOneTen Ventures; and mergers and acquisitions expert Joe El Rady from UCLA Extension discussed a variety of business funding sources from angel investors to venture capitalists. Starlett Quarles, founder of Urban X Marketing and GLAAACC Board member, moderated this information-packed session. This event was hosted by UCLA Extension, who has partnered with GLAAACC to present relevant and educational workshops for GLAAACC members.



Our Spring Mixer highlighted Los Angeles World Aiports’ multi-million construction projects. Harold Johnson presented an overview of LAX’s Landside Access Modernization Program (LAMP). LAMP’s four primary components include the automated people mover system, the consolidated rental car facility, the intermodal transportation facilities and the traffic and roadway improvements. Johnson fielded audience questions about the project and minority contracting issues.



Top ranked online hospitality provider Airbnb presented its latest product, Experiences, at the June GLAAACC in the AM networking mixer. Airbnb Southern California Policy Manager John Choi and his team presented an overview of Experience which provides travelers as well as locals the ability to book unique experiences with community experts and locals, encompassing activities from hikes to the Hollywood sign, special behind the scenes tours and lessons in community gardening followed by a four-course meal.

Airbnb is looking for Experience Hosts – including business owners – who can provide unique access to their communities from a local perspective. Airbnb experiences can be reserved by anyone but can only be accessed through Airbnb’s online marketplace.



Experience hosts receive 80% of their revenue and set their own schedule and prices. Airbnb will waive their 20% fee for non-profit Experience hosts, allowing them to retain 100% of the revenues. Questions can be directed to: LATrips@airbnb.com and Maria.c@airbnb.com.

Save the date for the next GLAAACC Real Estate Roundtable on Tuesday, July 25, at 8:30 A.M. UCLA Extension will present another not-to-be-missed business education workshop, “Minority Opportunities in Real Estate.” Admission is free, but an RSVP is required. Parking is \$5. Breakfast provided at 8:30 A.M. Contact the GLAAACC office at 323.292.1297 or info@glaaacc.org.



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PRESIDENTS'S MESSAGE – *Continued from page 2*

Currently, we're planning our Summer Mixer, where GLAAACC members will have yet another exclusive chance to get an inside perspective on what's happening in and around Los Angeles and the related business opportunities.

Speaking of future business, GLAAACC Education Fund and Foundation (Ed Fund) held its Annual Scholarship Luncheon in June. The Ed Fund gave eight, future business leaders a head start with college scholarships ranging from \$3,000 to \$6,000. These impressive young students came from schools throughout Los Angeles and have been accepted into colleges near and far, including California State University, Northridge, UCLA, Amherst College in Massachusetts and Georgia Tech. We are very proud of these students and their accomplishments. Many of them stay in touch and mentor and encourage the next generation of college students.

College-bound students are not the only beneficiaries of GLAAACC's Ed Fund. August will mark the 13th Annual Back to School Drive. Money is collected to purchase school supplies such as backpacks, pencils, notebooks, calculators, etc. The supplies are distributed to students who would otherwise start school without these fundamental tools. Donations of school supplies are also accepted. When the collection campaign begins, consider donating to this worthy cause.

From business readiness workshops to networking mixers and preparing the leaders of tomorrow, GLAAACC is an essential component for minority business owners. Take full advantage of your investment in GLAAACC by joining a committee and attending events and watch your business grow.

CHAIRMAN'S MESSAGE – *Continued from page 2*

opportunity for those who have served our country to transfer their military skills and expertise to the civilian work place.

Now more than ever, the networking and educational workshops as well as the advocacy efforts provided by GLAAACC can be parlayed into business opportunities. I encourage you to take advantage of all the benefits of your GLAAACC membership.

As always, I look forward to seeing you at our upcoming events

JOIN GLAAACC TODAY!

Visit www.glaaacc.org/membership or call (323) 292-1297 for information on Chamber membership