

STATE OF THE COUNTY by Supervisor Don Knabe

The Norwalk Chamber of Commerce welcomed Supervisor Don Knabe to our Annual State of the County Breakfast on Thursday, March 29th at the Norwalk Masonic Hall. This event was made possible by our generous sponsors, the Southern California Gas Company and Café n' Stuff Catering. We also thank those who donated door prizes: Teri Bazen, Norwalk La Mirada Plumbing, Deryk Howard, Golden Specialty Foods, Inc., Joseline Nucum, Hilton by Doubletree Norwalk Los Angeles, Ken Garcia, Golf n' Stuff, Julia Emerson, Southern California Gas Company and Esmeralda Gallardo, West Grove Trophies.

Mayor Cheri Kelley provided a wonderful introduction for Supervisor Knabe, in which she shared with the audience the amazing support the Supervisor has provided to all of his District and how much he is appreciated here in Norwalk.

Supervisor Knabe started off by introducing and thanking his staff and the business and community leaders in Norwalk for providing such strong support to him during the entire redistricting process. He indicated that this had been one of his most difficult times during his tenure as Supervisor and he appreciated the dedication that was provided by his District during the process. Luckily for District 4 and Norwalk, Supervisor Knabe remains our Supervisor!

In discussing the redistricting process, the Supervisor pointed out that even though the situation was politically divisive, at the end of the day, he was elected to serve all people, and this type of divisiveness doesn't solve problems. Luckily the transition of new localities to his district has been a natural transition, as it brought all of unincorporated Whittier into the same district along with Santa Fe Springs which was a great fit as they were surrounded by District 4 cities.

While sharing some information about bills our State Legislature has passed (AB 432 for example) he brought humor to the room, and then began explaining the seriousness of our current economic situation. Although our county unemployment rate has dropped this last year, it still sits at 11.6% and the drop isn't necessarily a sign that people have gotten back to work. The drop in rate is also influenced by those that have

actually given up trying to find work, which has increased other statistics. For example, those receiving benefits such as food stamps and assistance have risen by 22% over this last year, with many of them using assistance for the first time ever. Over 30,000 prisoners are being released early and the County is responsible for managing them, with little additional resources for this, as the State is months behind in financial compensation for this program.

Budget season is here, and once again while Counties, Cities and School Districts must balance their budgets with their allotted funds, our State Government continues to spend money it doesn't have on a budget that never balances. The budget for Los Angeles County is \$26 billion, which makes us financially larger than many states. We are the largest county in population totals in the United States, larger than 42 of our States. All of this, and our County Supervisors were able to plan ahead by putting money away for the future, and by balancing their budget every year. With their careful planning, no employee furloughs or layoffs were made, and by partnering with their employees they have been able to manage their budget and provide services with no major trauma.

Supervisor Knabe shared that a new focus is the issue of Sex Trafficking in Los Angeles County. There are children as young as 11, who have been found to be used by predators for financial gain. Previously there was no infrastructure in place to help those that are trapped in this situation. A new group has been formed to provide information to those affected by this issue to work with them and show them that there is another way for them to live. A county court room has now been dedicated to be used for these types of crimes in order to combat them effectively. He also provided an update on the Safe Surrender program. They recently celebrated the 10th Anniversary of this program and have saved 90 babies to date. These are children that would probably have lost their lives, if the mothers had not been able to drop them off at a hospital or fire station without worrying about legal repercussions. Lastly, he shared that the Supervisors had made a change to the requirements of bids to increase the percent of bids awarded



to small businesses from 5% to 8%. Since small businesses provide 70% of the new jobs, they felt it necessary to increase support to those small businesses.

When asked in closing what he thought was his greatest accomplishment, in addition to the creation of the Safe Surrender program, he shared that he was most proud that over the last four years with all of the financial and economic difficulties, they have been able to manage our budget and continue

to provide services to those in need without any major trauma. The County is the ultimate "safety net" and the Supervisors are elected to help those who are hurting and he is proud to have been able to do this with careful thought and foresight.

The Norwalk Chamber of Commerce thanks Supervisor Don Knabe for his ongoing support of business and community and for sharing with us valuable information about the State of the County.

MESSAGE FROM THE PRESIDENT



The Norwalk Chamber of Commerce is alive and doing well. I cannot believe that my term as your President is 3/4 over Where is my year going?

The Norwalk Chamber of Commerce was honored as the non-profit of the month at the Norwalk Community Coordinating Council luncheon. At the luncheon, I had the privilege of speaking on the topic of "How many of you know what a Chamber of Commerce is and what it does to support local businesses?" Many may not realize that small businesses are the engine of economic growth and

Chambers of Commerce foster opportunities for small businesses to survive, prosper and expand in today's competitive business world.

To best understand what the Chamber is, you need to know what it is not. The Chamber is not a government agency, a branch of City Hall, a political organization or a service organization.

We are a voluntary business organization dedicated to improving business success to build a better community to live and work in. We are a resource center for businesses and for the community of Norwalk. We provide straight answers to straight questions, professional business counseling, networking opportunities to grow your business, political contacts, seminars and workshops, and referrals to other business chamber members.

My focus this year as President has been to expand Strategic Partnerships including the City of Norwalk, Cerritos College, Norwalk La Mirada Unified School District and the Southeast ROP.

We serve as a HUB for these relationships and expanded our Board liaisons to include Dr. Linda Lacy of Cerritos College (represented by Chamber board Member Toni Grijalva), Carmen Lizarraga from Southeast ROP (Chamber Board Member) and Dr. Ruth Perez of Norwalk La Mirada USD (Chamber Board Member) to foster the exchange of information and ideas.

The Chamber hosted our annual "State of the County" breakfast with Supervisor Don Knabe on March 29th. Supervisor Knabe brought us up to speed on the downward pressure coming from State and Federal Government that is eating up what little discretionary budget the County has to spend on local programs for our community. He also stated his appreciation for the support shown during the Supervisor redistricting process. With filing now complete, Don is currently running unopposed for his last 4 year term to represent us.....HOORAY!

For all of you "Foodies"..... Mother Nature rained out our St. Patrick's Day Food Truck Fest, but never fear.....it has been rescheduled for Saturday May 12th from 10am - 4pm, at the Southeast ROP Academy. For presale tickets visit www.norwalkchamberofcommerce.org and click on the Food Truck Event page. Or just show up with your appetite and bring a canned item for the Food Pantry which will get you \$1.00 savings off the entrance fee.

Remember to "Shop Norwalk" & support our fellow Chamber Members. See you at our upcoming events.

Joseph Derthick
President, Norwalk Chamber of Commerce

Norwalk Chamber of Commerce
12040 Foster Road, Norwalk, CA 90650

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Norwalk Chamber
 Business Connections
 in the Official Publication of the
 Norwalk Chamber of Commerce

NEW & RENEWING MEMBERS

New Members

Central Basin Municipal Water
 Tammy Hierling
 6252 Telegraph Rd.
 Commerce CA 90040
 323-201-5510
www.centralbasin.org

Oceanblue Logistic Inc.
 Michelle Lee
 17100 Pioneer blvd. #210
 Artesia CA 90701
 562-924-8060

Exclusive Football League
 DeAngelo Wall
 4820 Canoga St. Suite C
 Montclair CA 91763
 909-518-2826
www.exclusivefootballleague.com

Personal Care Medical Clinic
 Robert Salatinjants
 13132 Studebaker Rd. #3
 Norwalk CA 90650
 562-406-7070



President Joseph Derthick, AFLAC, presents New Member plaque to Exclusive Football League, Keith Ellis, Gwen Ellis and DeAngelo Wall.

Renewing Members

The following companies and individuals renewed their membership with the Norwalk Chamber of Commerce and the services we provide are made possible by their support.

36 Years
 Stater Brothers Alondra
 Stater Brothers Firestone

24 Years
 Personnel Plus Inc.

21 Years
 Norwalk Dialysis

17 Years
 Southeast ROP Academy

14 Years
 Norwalk Union 76 Service Center
 Tam's Super Burgers

13 Years
 El Taco Locco

13 Years
 New Harvest Christian Fellowship
 John's Sweeper Repairs

11 Years
 Thompson Bookkeeping

5 Years
 Norwalk Community Hospital
 Scoreboard Sports Bar

4 Years
 Husami & Associates
 Sam's Club

2 Years
 Scott Collins



Past President Teri Bazen, Norwalk La Mirada Plumbing presents Membership Renewal plaque to Omar Ramirez and Ralph Uribe of Norwalk Community Hospital.



President Joseph Derthick, AFLAC, presents 17 year Membership Renewal plaque to **Southeast ROP, Superintendent Gil Montano and Carmen Lizarraga**, also a Norwalk Chamber Board Member.

To Place an Ad in the Norwalk Chamber Business Connections, please call Caren at (562) 864-7785

MEMBER SPOTLIGHT

SAINT LINUS SCHOOL ITBS RESULTS EXCEEDS LOS ANGELES ARCHDIOCESE RATING

Saint Linus School, a Catholic school located in the City of Norwalk, CA, continues to pursue its motto of "Educating Tomorrow's Leaders" by displaying academic excellence not only in diocesan and state-wide examinations but also in nationally-administered testing.

As a member of the Los Angeles Archdiocese, Saint Linus School registered a net gain average of 1.28 points compared to the 1.18 points obtained by the archdiocese in general, based on the results of the annual Iowa

Test of Basic Skills (ITBS) from Grades 2 to 8 administered on September 23, 2011. The net gain average points were computed by comparing the ITBS scoring averages in both the October 4, 2010 and September 23, 2011 ITBS test results. Both averages reflect increases in the school and diocesan student performances in the ITBS testing. The school's test results were tabulated as part of the diocesan test average.

Saint Linus principal, Sister Catherine Casey, announced that "Saint Linus School continues to

provide quality education to its students through its academic and sports programs, state-of-the-art equipment and instruments, teaching and administrative support staffs that enable students to excel."

Saint Linus School is located at 13913, Shoemaker Avenue, Norwalk, CA 90650. Registration is on-going for school year 2012-2013. For more information, call 562-921-0336, or visit www.linuslions.org.

DON'T MISS THESE UPCOMING EVENTS!

Friday, April 20, 7:30 am Registration, 8am - 10am Workshop, 10am - 11am Expo, California State Senator Ron Calderon, Free Small Business Seminar
 Parnell Park, 15390 Lambert Road, Whittier

Tuesday - April 24, 5pm - 7:30pm, 16th Annual Mega Mixer
 Cerritos College Student Center

Thursday - April 26, 11:30 am - 1:00 pm, PIH: How to Prevent Workman's Comp Injuries
 Norwalk Arts and Sports Complex

Saturday - May 12, 10:00 am - 4:00 pm, Norwalk Chamber of Commerce Food Truck Fest
 Southeast ROP Academy Campus, 12940 Foster Road, Norwalk

Friday - May 18, 2012, Southeast Los Angeles County Workforce Investment Board "THRIVE and KICK it Into OVERDRIVE" Business Solutions That Work Symposium

MEMBERS IN THE NEWS

Stater Bros. Charities Heart Month

CAMPAIGN RAISES MORE THAN \$360,000 FOR THE FIGHT AGAINST HEART DISEASE AND STROKE

The American Heart Association (AHA) joined Stater Bros. Charities at the Twentynine Palms Stater Bros. Supermarket Friday, to celebrate another successful fundraising campaign benefiting the AHA's mission of building healthier lives free of cardiovascular diseases and stroke. This year, Stater Bros. Charities exceeded their goal by raising \$363,523 for the fight against heart disease and stroke, the No. 1 and No. 4 killers in the nation.

During the month of February each year, Stater Bros. customers at all 167 Stater Bros. Supermarkets purchase \$1 red paper hearts and \$5 gold paper hearts at the time of check out to support the American Heart Association. For 11 years now, Stater Bros. customers and employees have raised more than \$3.5 million. The funds raised during the campaign directly benefit the Southern California community in the form of AHA research grants, community education programs and health care quality improvement initiatives.



Jim Lee, Chief Operating Officer, Keith Thomas, Regional Vice President, Dan Meyer, Senior Vice President Retail Operations, Juakin Hawkins, Stroke Survivor, Shawn Casey, Chief Development Officer for the American Heart Association, Sarah Cain, Executive Director Stater Bros. Charities and Agnes McGlone, Senior Account Manager, Corporate Relations for the American Heart Association.”

“We are deeply grateful to Stater Bros. for their continued support of the American Heart

Association,” said Mary Caldwell, Chair of the American Heart Association’s Western States Affiliate. “We have an aggressive goal of improving the cardiovascular health of all Americans by 20 percent while reducing deaths from cardiovascular

diseases and stroke by 20 percent by the year 2020. The campaign is making a huge impact on these efforts by raising critical funds for cardiovascular research and reaching thousands of people every year with lifesaving information about heart disease and stroke.”

“Heart disease and stroke affect a great number of people in the

communities we serve,” said Jack

H. Brown, Chairman and Chief Executive Officer of Stater Bros. Supermarkets. “We are proud of what we raised this year in partnership with the American Heart Association and look forward to many more years of saving lives from the leading causes of death in our community.”

LABOR LAW CORNER

Law Not Always Clear on Employee Actions Involving Social Media

Question: We think one of our employees is posting negative remarks about the company on his Facebook page. Is this information considered private?

Answer: One of the fastest-developing areas of employment law is the use of the social media. Employers face a series of challenges when navigating the various social media websites. When an employee admits to wrongdoing on a nonprivate service, he/she has put that information out for anyone to view, and it can be actionable. For example, a pizza franchise had two employees who posted an online video of themselves engaging in behavior that resulted, not only in their termination, but charges of felony food tampering.

Expressing Opinions

Murkier areas stem from postings of opinions, or complaints about the

workplace, however. “I hate my boss,” is not an actionable statement; and comments about working conditions can be considered protected and/or concerted activities protected by the National Labor Relations Act (NLRA). Indeed, the National Labor Relations Board (NLRB) has evaluated an employer’s rule prohibiting making disparaging comments about the company through any media, including online blogs, other electronic media or through the media. The NLRB found that this policy was unlawful on the basis that it would “reasonably be construed to restrict Section 7 activity, such as statements that the Employer is, for example, not treating employees fairly or paying them sufficiently.” The NLRB has made it clear that it is monitoring employers’ policies in this area.

Company Equipment

Additional problems arise when employers monitor emails and Internet activity, even on company-provided equipment. Before, if the employer had a clear policy advising employees that their company computers would be monitored, the law held that employees had little or no expectation of privacy. More and more, however, courts are increasingly reluctant to support the employer’s position of unrestrained monitoring of electronic information sent/posted even when using the employer’s computer system. In addition, it is imperative that employers are clear and precise on any monitoring, and that they inform their employees of the potential lack of privacy.

Password-Protected Sites

If an employee restricts access to social networking posts such as Facebook or MySpace by requiring use of a private password, the situation changes. If an employer accesses this information without the employee’s permission, that employer could face a claim of violation of privacy, even if the employee is using the company computer. Employers have even accessed employees’ password-protected websites by posing as another individual. Accessing the information without permission could violate the Stored Communications Act (SCA). In one case, an employee gave her password to a supervisor and when the supervisor viewed postings on MySpace where other employees had made negative comments about the company, those employees were then terminated. That court held that the employee giving the password was coerced and there was a verdict against the employer for violating the SCA. As social networking continues to grow at rapid speeds, it is increasingly important for employers to consult with legal counsel to keep informed about current developments in the law and to develop the best policies and practices.

The Labor Law Helpline is a service to California Chamber of Commerce preferred and executive members. For expert explanations of labor laws and Cal/OSHA regulations, not legal counsel for specific situations, call (800) 348-2262, or submit your question at www.hrcalifornia.com.

Need help surviving these Tough economic times?

Want to expand your existing business?

Need help starting a business?

SBDC Counselors help small business owners with business start-up loan packaging, business planning, sales campaigns, internet presence and use of Social media, certification and bidding for government agencies, international Trade assistance, analyzing financial statements and budgeting and implementing accounting systems.

Don't Know Where to Turn? WE HAVE THE ANSWERS! FREE

Business Counseling Available By Appointment Only
Norwalk Chamber Office
12040 Foster Road, Norwalk

Counseling Services Provided by:
SBDC
(Small Business Development Center)

English or Spanish
To Schedule an Appointment
562-864-7785

THEME PARK DISCOUNT TICKETS ON SALE AT THE NORWALK CHAMBER! KNOTT'S BERRY FARM • UNIVERSAL STUDIOS GOLF n' STUFF

Grand Opening Orbit Event Rentals

Wednesday, March 28th was a day of celebration for our member, Orbit Event Rentals. The official ribbon was cut on their new warehouse located in Santa Fe Springs and they are open for business! Orbit employees welcomed attendees with a showcase display of their new lawn furniture rentals. Outdoor tables, chairs and umbrellas were set out for visitors to use. Lunch was provided under a "harem" layout with free photos from Get Flipped. Many were in attendance to help celebrate the new location.

Orbit Event Rentals, is your "go-to" location for any of your party needs. Whether it's tables and chairs or canopies and wedding decorations they have it all. Celebrating 25 years in business, this is a family owned enterprise that has known considerable success in the rental business. Attending the event in addition to the Norwalk Chamber of Commerce, were the Whittier Chamber, Pico Rivera Chamber, Montebello Chamber, Santa Fe Springs Chamber and the La Habra Chamber. Ambassador Scott Collins was on hand to present a Certificate of Congratulations to Orbit Event Rental owners. Their location address is 12061 E Slauson Ave., Santa Fe Springs - 562-696-8875. Visit their website at: www.orbiteventrentals.com



Norwalk Chamber Ambassador Scott Collins presents certificate of congratulations to the Orbit Event Rental family.

Business Connection Luncheon
Protecting Your Employees From Work Injuries

Presenter.... DR. ALI HAFEZI
BRIGHT HEALTH PHYSICIANS WORKCARE
 Thursday, April 26, 2012 Time: 11:30 a.m. - 1 p.m.
 Where: The Norwalk Arts & Sports Complex,
 13200 Clarkdale Ave., Norwalk, CA

Cost: \$20 Members - \$25 Prospective Members
RESERVATIONS ONLY PLEASE!

MAJOR SPONSOR

Presbyterian Intercommunity Hospital
 Bright Health Physicians of PIH

Reserve your seat by
Tuesday, April 24, 2012
 By Simply calling (562) 864-7785
 Or E-mail info@norwalkchamber.com

Display your Marketing Materials!
Seating is Limited! RSVP TODAY!

Cerritos College 16th Annual Chamber Mega Mixer

F U N W I T H B U S I N E S S

In it to Win it!
Tuesday, April 24, 2012
5-7:30 p.m.
Cerritos College Student Center

Game Features:

- FREE Admission
- Networking Opportunities
- Business Card, Door Prize and 50/50 Opportunity Drawing
- Best Theme Award
- Delicious cuisine prepared by the college's award-winning Culinary Arts Program
- Free Parking available in lot C-10, all other lots require a permit

Exhibitor Opportunity
 If you are a member of one of our local Chambers, reserve an exhibitor table. Space is limited - call today!

- Early Bird Special: Only \$135 (now through March 16) gives you a great chance to market your products and services; After March 16, fee increases to \$155.
- Package includes: one six-foot table, two chairs, table linen, Company name in event program
- Over 400 business leaders in attendance representing 11 Chambers
- Only 45 tables are available on a first-come, first-served basis!

Featuring Local Chambers . . .
 Artesia, Bellflower, Cerritos, Downey, Greater Lakewood, La Mirada, Long Beach, Norwalk, Paramount, Santa Fe Springs, South Gate

To Reserve a Table or For more Information
 Toni Grijalva at (562)860-2451, ext. 2798 / email: grijalva@cerritos.edu or
 Monica Acuna at (562)860-2451, ext. 2285 / email: macuna@cerritos.edu
 A credit card will be required to reserve your table.

Special Note:
 Payment for tables is required by 12 p.m. on Monday, April 23, 2012. Checks, cash, money orders, American Express, Visa or MasterCard are accepted. Please make checks payable to the **Cerritos College Foundation**.

Norwalk Chamber of Commerce
Gourmet Food Truck Fest

FRIGID CRUSH
 Ultimate Italian Ice

Saturday May 12th
 10:00am to 4:00pm
 Southeast ROP Academy Campus
 12940 Foster Rd.
 Norwalk CA 90650

Admission: \$5.00 presale
 Pay on Facebook:
<http://on.fb.me/wL7OXX>
 Or <http://bit.ly/xAXiKX>
info@norwalkchamber.com
 Children under 5 free
 \$6.00 at the gate*

*Bring a donation for the Norwalk Food
 Pantry and get \$1.00 off gate admission

EVENT SPONSORS

California State Senator Ron Calderon
and the City of Whittier

In collaboration with:
 Whittier Area Chamber of Commerce • Norwalk Chamber of Commerce
 Pico Rivera Chamber of Commerce • Santa Fe Springs Chamber of Commerce

Invite you to a
FREE SMALL BUSINESS SEMINAR

Learn about legislation that affects your business and what State Agencies can do to assist you.

EMPLOYMENT DEVELOPMENT DEPARTMENT: Identifying New Financial Opportunities and Resources - Ways to hire new employees, veterans and receive tax credit

CALIFORNIA BOARD OF EQUALIZATION: Keeping your Business in Government compliance and Financial Order - Strategies to prevent tax penalties and be prepared for an audit

SMALL BUSINESS DEVELOPMENT CENTERS: Strategies to Grow your Business and Hire New Employees - Ways to receive a loan for your business

Representatives from EDD and SBDC will be available for one-on-one consultations

RSVP by calling the district office at 323-890-2790

Friday, April 20, 2012

Parnell Park
 15390 Lambert Road
 Whittier, California

7:30 am *Registration*
 8:00 am - 10:00 am *Workshop*
 10:00 am - 11:00 am *Expo*

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