



Opinion:

California Must Invest in Innovative Manufacturers

California is known as a center of innovation. From our prestigious universities to our world-renowned technology hubs, people from around the globe come to California to be entrepreneurs, innovators and for some, even rocket scientists.

To many, innovation means the next big thing. That is certainly the goal of every startup or venture capital fund, but we should not forget that within the dimensions of that definition of innovation is finding new, efficient and sustainable methods that improve the way things are done.

California manufacturing falls squarely in the latter category, and as executive director of the Industry Manufacturers Council, I witness the benefits manufacturers provide on a daily basis.

Beyond our state's booming technology sector, California manufacturing also contributes to the state's financial wellbeing. It is an engine of economic growth across the state, providing 10 percent of California's GDP and 9.4 percent of total private employment, totaling 11.4 percent of the entire country's manufacturing output, outpacing states such as Texas and Pennsylvania. More locally here in the City of Industry, with a daily workforce of 67,000 workers, the average manufacturing firm employs twice as many individuals as compared to companies in other business sectors.

A successful manufacturing sector means a successful middle class. California's manufacturers employ more than 1.3 million people, and non-college educated workers can expect to make, on average, 10.9 percent more in manufacturing than similar workers in the rest of the economy. In fact, a recent study from Georgetown University found that in California, manufacturing provides some of the best prospects for those without a bachelor's degree. To maintain these good-paying jobs, defined by the study authors as paying more than \$35,000 a year, we must encourage continued investment in manufacturing including investment in energy storage.

A good example is the lead battery industry. A new study finds that lead battery manufacturers and recyclers provided more than \$6 billion in labor income and more than \$28 billion in economic output in 2016. With California's high demand for energy storage, our state has great – although not fully realized – potential to capitalize on

that economic benefit.

Through the growth of renewable energy production, battery demand has steadily increased. New battery technologies enable more reliable renewable energy delivery by leveling out wind and solar distribution during both high and low demand periods. With the renewable energy market expected to provide as much as one-third of new electricity generation over the next three years the demand for lead batteries' cost-effective and scalable energy storage will also rise. California must be ready to capitalize on this innovative, reliable, and 100 percent recyclable solution for energy storage.

The lead battery industry already contributes a significant economic benefit for California, and provides the most sustainable form of energy storage technology available. Its business model and closed-loop circular economy, recognized by the World Economic Forum and MIT's Center for Transportation and Logistics as the world's most successful example of a circular economy, ensures extremely high rates of recycling; at 99.3 percent it is the highest of any consumer product. This sustainable energy source, coupled with the fact that the average worker in a lead battery recycling facility earns on average \$83,606 annually – 59 percent higher than the average U.S. wage, makes the growth potential for the lead battery industry too good of an opportunity for California to ignore.

California is indeed a leading center for innovation. However, if we want to maintain that leadership position we must remember that innovation is not limited to the next big thing or Silicon Valley start-up. Here in the City of Industry, Quemetco, a lead battery recycler proactively installed a Wet Electrostatic Precipitator (WESP) to significantly reduce emissions of lead and other airborne pollutants. As dramatic as the WESP results were, the reductions were confirmed through independent testing by the South Coast Air Quality Management District, the regional governmental agency with a mission to clean the air and protect the health of all.

Through smart investments in state-of-the-art manufacturers and promising growth sectors that promote both sustainability and renewable energy such as lead battery energy storage, we can strengthen California's economy for everyone. ☺

Ben Wong is the executive director of the Industry Manufacturers Council in the City of Industry, California. Prior to his current position, Mr. Wong served as a public affairs representative for Southern California Edison and as executive director of the Los Angeles County Division of the League of California Cities.

“Active Shooter & Workplace Violence” Briefing by U.S. Department of Homeland Security



Recent news events have reminded all of us of the need to address the potential to encounter deadly violence in our society and at our workplaces.

The IMC's next Management Operations Luncheon will feature **Richard Mitchem of the U.S. Department of Homeland Security**. Mr. Mitchem serves as the Protective Security Advisor (PSA) for the Los Angeles District, which includes Los Angeles, Ventura, Santa Barbara and San Luis Obispo Counties. He brings nearly 13 years' experience as a PSA, having served in the same capacity until 2015, for the Honolulu District. In this role, he ensures all Office of Infrastructure Protection (IP) critical infrastructure protection programs and services are delivered to state, local, and tribal stakeholders and private sector owners and operators.

With 30-plus years of experience in the fields of criminal, counterintelligence, and counterespionage investigations; risk and threat assessments, and analysis of security requirements, security management and program development, Mr. Mitchem's briefing on “**Active Shooter and Workplace Violence**” focuses on providing critical infrastructure stakeholders with an awareness level overview of threats and responses. Briefing goals include recognition, prevention, and preparedness training for active shooter and workplace violence incidents with an emphasis on emergency action plan development. Slide presentations, training videos, and facilitated discussions will be used to cover past incidents and how to structure and develop an emergency action plan.

The briefing addresses fundamental concepts and key elements to support successful incident management and

planning efforts, including:

- **Educating participants on the history of active shooter events,**
- **Behavioral indicators of persons on the pathway to violence,**
- **How to respond when an active shooter is in your vicinity,**
- **Communications protocols for notification of all persons on the premises,**
- **Developing plans for responding to and recovering from an active shooter incident.**

This is not a sector-specific activity, nor is it a tactical response course. Rather, the focus is on facility preparedness and plan development.

For your safety and the safety of your employees, you will not want to miss the IMC's next Management Operations Luncheon!

DATE: Thursday, April 19, 2018

TIME: 11:30 AM Networking

12:00 PM Lunch

12:15 PM Presentation

1:30 PM Program concludes

PLACE: NOTE NEW LOCATION

The Avalon Room

Industry Hills Expo Center

16200 Temple Avenue

City of Industry, CA 91744

COST: \$40 per person, if paid by

Thursday, April 12th

\$50 per person after 4/12/18

Buy tickets on the IMC Eventbrite page <https://imc-industry-manufacturers-council.eventbrite.com>.

NOTE IMC Members, whose paid dues investment entitles them to reduced price tickets should call the IMC Office at (626-968-3737) to RSVP or to pay by credit card. ☺

News Worth a Second Look... "Here and There"

By the numbers: A statistical glimpse at the status of the California Dream

"California is an expensive state. The cost for housing, gas, electricity and other basics is often more than elsewhere in America. We have the nation's highest rates for poverty and income inequality. Meanwhile, government resources are stretched thin. But the news isn't all bad in the Golden State. We're safer than we used to be. And we're better educated. And much more diverse. Here's a statistical glimpse of key trends in our state."

Read more here: <https://www.sgvtribune.com/2018/02/16/by-the-numbers-a-statistical-glimpse-at-the-status-of-the-california-dream/>

Report: California outpacing the nation in economic growth, but that's not the whole story

"California is outpacing the nation in economic growth, but its momentum has slowed, according to a report released Tuesday.

The Los Angeles County Economic Development Corp.'s Economic Forecast & Industry Outlook shows that California's economy grew at a rate of 2.5 percent last year, slightly beating the nation's annual growth of 2.4 percent. That number fell short of the 3.3 percent year-over-year growth the Golden State saw in 2016 and the 4 percent growth that occurred the previous two years.

More locally, Los Angeles County's economy grew by 3.2 percent in 2017. That was up from 2.1 percent the previous year, although it fell short of the nation's annual growth rate of 2.4 percent. The county's GDP is predicted to grow by 2.4 percent in 2018 and 2.2 percent in 2019, outpacing the nation both years."

Read more here: <https://www.dailynews.com/2018/02/20/report-california-outpacing-the-nation-in-economic-growth-but-thats-not-the-whole-story/>

California's livability ranking drops to

Continued on page 4

Business Community Input Sought

Business leaders and industry experts are cordially invited to attend an upcoming La Puente Valley ROP Advisory Committee Meeting. The purpose of the one-and-a-half-hour Advisory Meeting is to assist in the design, expansion, and improvement of quality Career Technical Education Programs to verify the labor market needs and student placement.

Your input is critical to meet State and

Federal requirements and to assist LPVROP in continuing to provide high quality career and technical education to local students.

If you would like to attend this event, please RSVP at: <https://tinyurl.com/LPVROPAdvisory2018>

We hope you will take advantage of this opportunity to lend your knowledge to one of the many career pathways LPVROP offers. ☞

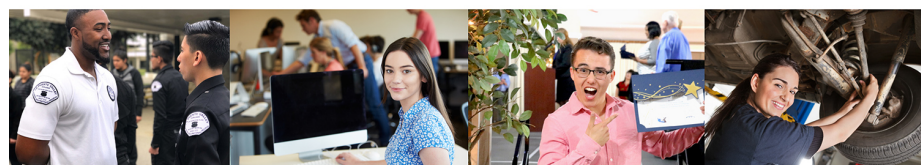


LA PUENTE VALLEY
REGIONAL OCCUPATIONAL PROGRAM
COMMITTED TO YOUR FUTURE

Advisory Committee Meetings

MARCH 13-15, 2018

LPVROP Office, 341 La Seda Road, La Puente, 91744



Attend an Advisory Committee Meeting and help inform class offerings and curriculum so that students can learn the technical skills businesses are seeking.

RSVP using the link below:

<https://tinyurl.com/LPVROPAdvisory2018>

Diana Lupercio Ibarra

TUESDAY, MARCH 13TH

6:00 - 7:30 pm

- Engineering & Design
- Health Science & Medical Technology
- Public Services

WEDNESDAY, MARCH 14TH

6:00 - 7:30 pm

- Business & Finance
- Education, Child Development & Family Services
- Transportation

THURSDAY, MARCH 15TH

4:00 - 5:30 pm

- Arts, Media & Entertainment
- Hospitality, Tourism & Recreation
- Information & Communication Technology

INDUSTRY BUSINESS NEWS

Published monthly by the IMC, with grateful acknowledgement to the City of Industry for its strong support of the business community.

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www.industrychamber.org

Readers are encouraged to submit comments, story ideas and news items



Workman and Temple Family

Homestead Museum

A City of Industry Historic-Cultural Landmark



CALENDAR OF EVENTS

MARCH 2018

Behind-the-Scenes Tours

Saturday & Sunday, March 10 & 11, 1, 2, 3, & 4 p.m.

Tours in Spanish are offered Sunday, March 11, at 2:30 & 3:30 p.m.

Free; space is limited and available first-come, first-served

Calligraphy Workshop

Saturday, March 17, 10 a.m. to 1 p.m.

Beginners welcome! Advance registration is recommended.

\$30 for adults; \$25 for seniors (55+)/students.

NEW! Fiction Book Club - Hollywood in the Era of Silent Films, Session 2 of 3

Wednesday, March 21, 7 to 9 p.m.

Free; advance registration is recommended.

Chile Workshop: Rancho Days

Saturday, March 24, 10 a.m. to 1 p.m.

Advance registration recommended.

\$30 for adults; \$20 for seniors (55+)/students.

Lady Tsen Mei/Josephine Moy: The First Chinese (American) Film Star presented by Dr. Ramona Curry

Sunday, March 25, 2 to 4 p.m.

Free; advance registration is recommended.

Spring Maker Days

Wed-Sat., March 28-31 & April 4-7, 12:30 to 4 p.m.

Free; all ages welcome.

APRIL 2018

Nonfiction Book Club - Nineteenth-Century America in Broad Brush, Session 3 of 3

Friday, April 6, 10 a.m. to 12 p.m.

Free; advance registration is recommended.

Through the Viewfinder: Exploring Early Photography in Los Angeles

Sunday, April 8, 2 to 4 p.m.

Free; advance registration is recommended.

NEW! Fiction Book Club - Hollywood in the Era of Silent Films, Session 3 of 3

Wednesday, April 18, 7 to 9 p.m.

Free; advance registration is recommended.

Go to www.homesteadmuseum.org/calendar for more information & other events

Guest Column: The CEOs Corner

What's Your Mindset?

“You should take the approach that you're wrong. Your goal is to be less wrong.” – Elon Musk

Hmmmm . . . not something you'd expect to hear from a CEO, let alone someone running multiple companies, each with a value exceeding \$10 billion.

It was totally amazing to watch the two Falcon Heavy boosters land on cue. It was even more fascinating listening to Elon talking about the Falcon Heavy launch. Prior to lift off, he said, there was a 50/50 chance the rocket would blow. Post launch, he announced to the world that there were three main failure points to come, any of which would mean disaster. He's not afraid of being spectacularly wrong.

In her groundbreaking book, *Mindset: The Psychology Of Success*, Stanford psychology professor Carol Dweck argued that people have either fixed or growth mindsets. The 75% of us with fixed mindsets believe they are born with certain abilities and skills that primarily determine their success in life. They focus their effort on what they're naturally good at and tend to give up prematurely on things that they're not good at – “I'm not good at... *insert skill here*” – to avoid failure. The 25% of us with growth mindsets believe that failing is part of the learning process, and persist until they get better, becoming more well-rounded and successful.

Dr. Eve Grodnitsky, who has extended Professor Dweck's work, spoke to my two Vistage groups last week. (see top takeaways at: <https://www.linkedin.com/feed/update/urn:li:activity:6369209902354825217/>) Her research shows people with fixed mindsets can develop growth mindsets by systematically seeking out feedback. Successful organizations create cultures that actively encourage stakeholders to regularly welcome constructive criticism and provide it to each other. In other words, to assume not that they are right, but instead that they are wrong and the goal is to be less wrong.

When SpaceX first tried to land a booster on an ocean based platform, it blew up spectacularly about 15 seconds before landing. It turned out there wasn't enough hydraulic fluid in the maneuvering jets, so the booster tipped over and BOOM!. Just before the next launch, Elon tweeted “Way more hydraulic fluid... At least it should explode for a different reason.”

It's essential, Dr. Grodnitzky says, “to fail better each time in pursuit of awesome.”

For additional thought-provoking material or past articles by Jed, go to... <https://www.linkedin.com/pulse/ceos-corner-jed-daly/>



A CEO for more than 25 years, Jed Daly works with CEOs and senior executives of more than 40 companies as a Vistage Chair. Vistage is the world's leading CEO membership organization with more than 22,000 members, in 19 countries, who run companies with annual revenues ranging from \$1 million to over \$6 billion. Mr. Daly chairs three of the 50 Los Angeles-based Vistage Boards, and will shortly be forming a fourth Board in the San Gabriel Valley. His 40 members make better decisions, become more profitable AND work less, so they can spend more time with their families, do the things they love and have better personal and professional relationships. He can be reached at jed@infinitifilms.com or jed.daly@vistagechair.com.



Sponsorship Opportunity!

Speedway is back at the Industry Hills Expo Center! Experience the high-paced, fast-tracked thrill of Speedway racing from March to August. Speedway draws spectators and families from all over the Southland, making it the perfect sponsorship opportunity for your business or organization. The Pre-Season Racing Weekend kicks off with the world-famous Kids Gumball Rally on Saturday, March 10 and Sunday, March 11. The Kids Gumball Rally weekend is a free family-friendly event for all to enjoy. In the months following, expect to see your new favorite racers competing for trophies and cash prizes, all while zooming through the track

on motorcycles.

As a sponsor, you will enjoy positive media attention on social media and be featured on the Industry Hills Racing website, weekly printed race programs, and Speedway's LiveStream broadcast. A variety of sponsor levels as well as custom packages are available that include: special season passes, race nights named after your company, commercials and announcements on the Arena screen, and much more.

A truly spectacular event, Industry Racing is an exciting sponsorship opportunity for your company!

For more information contact Jeff Cowan at (626) 330-0324.

Industry Hills

Expo Center

Serving The San Gabriel Valley over 35 years!

Large Scale Entertainment, Family and Community Venues

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626-330-0324 | 16200 Temple Avenue, City Of Industry

CALENDAR OF EVENTS	
3/3	Carnaval San Baltazar – Cultural Festival Ticketed Event
3/10 - 3/11	Industry Racing – Gumball Rally Ticketed Event
3/16 - 3/18	Inpefess – Religious Event Ticketed Event
3/24	P63 Entertainment – Car & Motorcycle Show Ticketed Event
3/31	Organizacion Santa Maria – Cultural Festival Ticketed Event
4/7	Feria Del Caballo – Spanish Horse Show Ticketed Event
4/13 - 4/15	Lynda Tjarks Agility Productions – Dog Agility of Ventura Free Event
4/19 - 4/22	Angeles Canyon Dog Club – Dog Show Free Event
4/20 - 4/21	Colonial Shiba Club – Nippo Classic Free Event
4/27 - 4/29	Lynda Tjarks Agility Productions – OC Rhodesian Ridgeback Free Event
4/28 - 4/29	Gateway Cities – Dog Show Free Event

Go to www.industryexpocenter.com for more information

INDUSTRY MANUFACTURERS COUNCIL

CALENDAR OF UPCOMING EVENTS

Thursday, March 8, 2018
 Quarterly Executive Luncheon
“The Next Big Thing”
How to Raise and Invest Funds in Venture Capital

Thursday, April 19, 2018
 Management Operations Luncheon
“Active Shooter & Workplace Violence” Briefing
by U.S. Department of Homeland Security

Thursday, May 17, 2018
 Human Resources Luncheon
Making the #MeToo Movement Count:
Better Ways to Stop Sexual Harassment

For tickets and additional event details, go to our Eventbrite page <https://imc-industry-manufacturers-council.eventbrite.com>

Go to www.industrychamber.org or call 626-968-3737 for information on IMC member benefits, services & programs

Roadway Improvement Projects Underway at Busy Freight Rail Crossings

Motorists in the City of Industry may encounter roadway improvement projects that are under construction at three busy railroad crossings. When completed, these grade separations, where the road goes under or over the railroad, will eliminate crossing collisions and frequent traffic jams as gate arms are lowered multiple times each day for increasing numbers of long and lumbering freight trains.

The projects under construction are located on the Union Pacific Railroad, designated as part of Southern California's Alameda Corridor-East (ACE) rail corridor, among the busiest freight rail corridors in the nation. With a total estimated cost of \$428 million, the three projects are being constructed under a partnership between the construction arm of the San Gabriel Valley Council of Governments and the City of Industry. The projects are components of the comprehensive ACE Project consisting of 19 grade separations and safety improvements at crossings to remain at current grade.

Projects underway in the City of Industry include the following:

- **Fairway Drive Grade Separation Project...** This grade separation project is located at the Fairway Drive crossing of the Union Pacific Railroad, immediately north of the Pomona (60) Freeway. Construction of the project is 30 percent complete, with the roadway underpass expected to open to traffic in late summer 2021. The project includes the construction of new on- and off-ramps at Lemon Avenue and the 60 freeway, which will open to traffic in several months.
- **Fullerton Road Grade Separation Project...** This grade separation project is located on busy Fullerton Road at the railroad crossing located immediately north of Gale Avenue. Construction is 19 percent complete, with the new six-lane roadway underpass expected to open to traffic

in winter 2020. Bridges will be built to carry trains on the railroad and vehicles on Railroad Street over the new underpass. Gale Avenue will be lowered at the intersection of Fullerton Road.



- **Puente Avenue Grade Separation Project...** This project will provide a new roadway underpass on Puente Avenue and Workman Mill Road, with new bridges built for the Union Pacific Railroad and Valley Boulevard. A loop connector road has reestablished connectivity between Workman Mill Road and Valley Boulevard. This project is 75 percent complete, with the new roadway expected to open to traffic in April 2018 and full project completion in January 2019.

A fourth project, a roadway overpass on Turnbull Canyon Road at the railroad crossing, is in the design phase. Additional funding of about \$50 million is needed before a construction start date can be set.

While construction of the projects result in temporary inconveniences of road and lane closures and detour routes, the benefits of the ACE grade separation projects are apparent to motorists and pedestrians who use the roadway underpasses completed on Nogales Street and on Brea Canyon Road or who pass under the railroad flyover structure at Sunset and Orange Avenues. For more information about the ACE projects, visit www.theaceproject.org or call (888) ACE-1426. 📞

Longtime Community Based Organization Values Support

The Industry Hills Charity Events Council, previously known as the Industry Hills Charity Pro Rodeo, has supported several beneficiaries over many years, including Delhaven Community Center and the Industry Sheriff's Youth Activities League (YAL). The council raises funds through its annual Rodeo fundraiser and Grant Program. The Charity has assisted thousands of physically and mentally challenged children in the San Gabriel Valley.

The Charity Event Council truly appreciates its many generous sponsors for their commitment and loyalty in giving to our children year after year. Major sponsors



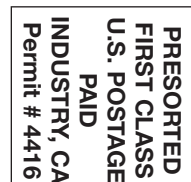
include the City of Industry, Industry Manufacturers Council and Majestic Realty Foundation. With charitable dedication and devotion from our faithful sponsors, over \$2.3 million of support have been granted to our children over the past 32 years!

All levels of sponsorship and donations are graciously accepted on behalf of The Gabriel Foundation, which compassionately administers grant funds in January of each year. Your support and loving donations are needed for our challenged children more than ever.

Please contact Administrative Director Leona (eventsCouncil@aol.com or 626-961-6892) for sponsorship information. 📞



INDUSTRY MANUFACTURERS COUNCIL
15651 STAFFORD STREET
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Here & There... Cont.

4-year low

"People have to be in a good frame of mind to spend — whether in corporate life or as a consumer.

And while California's "well-being" is slipping, according to one measurement, the state's quality of life continues to rank among the nation's most desirable.

Pollster Gallup's annual scoring of the quality of life in each U.S. state ranked California No. 14 for 2017. That was down one notch from No. 13 in 2016 to its lowest level since a 17th place ranking in 2013. In 2015, California was No. 11; in 2014 it ranked 12th."

Read more here: <https://www.sgvtribune.com/2018/02/19/californias-livability-ranking-drops-to-4-year-low/>

...

Here's who your reps are bringing to tonight's State of the Union

"Here's some of the Southern Californians scheduled to watch the State of the Union Address from the gallery as the guests of local members of Congress.

James Lin: Rep. Ed Royce, R-Yorba Linda, will bring James Lin, the CEO of Unified Network Information Services LLC. Royce praised Lin for his work in founding a company headquartered in the City of Industry that employs more than 1,100. **NOTE: James Lin is an IMC Boardmember**

Read more here: <https://www.sgvtribune.com/2018/01/30/heres-who-your-reps-are-bringing-to-tonights-state-of-the-union/> 📞

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IMC Hosts BizFed Leadership Roundtable

With Executive Director Ben Wong's recent appointment as co-chair of the Los Angeles County Business Federation (BizFed) Trade Committee, the IMC Offices served as host for BizFed's third Leadership Roundtable of 2018. The featured speaker for the February 7th event was the Honorable Eleni Koulanakis, Chair of California's Advisory Council for International Trade and Investment and former U.S. Ambassador to Hungary.

The Council advises the Governor's Office of Business and Economic Development (GO-Biz) on strategies to expand international trade and investment for California businesses and assists GO-Biz in identifying foreign markets with the greatest potential for export expansion. The Council also aids GO-Biz in developing specific export strategies for those markets — including the state's top trading partners, Canada, Mexico and China, and emerging markets such as Brazil and India, as well as strategies to attract more job-creating foreign direct investment into the state.

During the discussion with Koulanakis, Stephen Cheung, President of World Trade Center Los Angeles and BizFed Trade Committee Co-Chair expressed his concern that the California-China Office of Trade and Investment (CTO) is administered by the Bay Area Council and it influences the State's development and implementation of economic policies with China, benefiting primarily the Bay area. Koulanakis stressed

that continuing to engage with CTO is an important way to influence their decisions. She further saw an opportunity for the Los Angeles area to be influential, especially if California would reinstate its trade office with Mexico, which she felt is needed as Mexico is one of the state's top trading partners. She also indicated her view that GO-Biz is an excellent addition to the Governor's Office as California expands its role and strengthens its presence in the global economy.

Not restricted solely to trade issues, the discussion also turned to governance issues such as contracting out by Los Angeles County and the impact of AB1250 (Jones-Sawyer) on community services. IMC member Dr. Blayne Cutler, President of Heluna Health stated that Counties simply don't have the capacity to provide many public health programs to its residents and needs to enter into contracts with community-based-organizations and others to provide many services. While it's preferable to keep the work in-house, Koulanakis said that Counties must have the flexibility to contract out when it more efficient and cost effective to do so. "Prohibiting contracting out is the wrong way."

Among the 20 attendees were IMC HR Committee Member Leon Garcia, Regional Chamber of Commerce San Gabriel Valley Executive Director Anthony Duarte and Mayor Mike Spence of West Covina. 📞