2016
THE YEAR IN REVIEW
Dear Supporters,

It has been my absolute pleasure and honor to serve as the 2016 President of the Los Angeles Trial Lawyers’ Charities (LATLC) during the year of its Tenth Anniversary, a year that has undoubtedly been a historic one for our organization. The exponential growth of LATLC in this short amount of time is a testament to the hard work and dedication of the many people that help make this organization great. To the members of the Executive Committee, the Board of Directors, the Honorary Board of Governors, our partner charities, our volunteers, and our numerous supporters – I want to offer my sincerest gratitude for allowing me to serve you, and supporting me in my leadership along the way. We exceeded every one of our benchmarks for the year, and we could not have done it without your involvement.

When Bruce Traney and the founding friends started LATLC in 2006, with a handful of supporters, an annual budget of $70,000, and a noble mission to make a positive difference in the greater Los Angeles area, I’m sure they would not have believed that their dream would carry so far, in just ten years. Over the last three years alone, LATLC has contributed well over $2,500,000 in grants, gifts, and goods to the community, partnering with over 55 partner charities. LATLC has provided more than 465,000 meals to the homeless. LATLC’s supporters number in the thousands. The good work of LATLC has earned our organization recognition by both the California State Senate and the California State Assembly. We have established an Expansion Committee, whose goal it is to spread the mission and works of LATLC throughout California.

This year we were also proud to host our first-ever independent service project, the Holiday Turkey and Toy Giveaway at the New Prospect Baptist Church in Compton, CA. More than 2,500 under-served members of the community joined us at the event, where we handed out whole turkeys, complete holiday meals and holiday gifts to each family. We were joined by community leaders including included LA City Councilman Marqueece Harris-Dawson (8th District), LA City Attorney Mike Feuer, and LA City Controller Ron Galperin, who helped us spread holiday cheer. More than 90 LATLC volunteers helped make the event a success and showed the community that Trial Lawyers Care! We look forward to what will surely become an annual tradition, and a springboard for additional independent projects in the future.

With such growth and progress comes the need for the institutionalization of our organizational knowledge, and the restructuring of our policies and procedures to reflect this incredible increase in the volume of community members that we serve, donations that we make, and supporters that aid us along the way. The year 2016 saw a fair amount of change in our administrative structure, all for the purpose of allowing us to continue to selflessly dedicate ourselves to the community, albeit at a much larger and more effective scale. We are so lucky to have hired Lissa Mozur Zanville, LATLC’s first ever Executive Director, to aid in maintaining our flourishing organization in the years to come.

As we enter the second decade of our existence and continue to grow as an organization, I’m pleased to renew our commitment to transparency and openness in all that we do. The following report represents a complete disclosure of every dollar moving through our organization, as well as a thorough recap of our proceedings over the past year. Thank you so much for allowing me the opportunity to serve as the 2016 LATLC President. It has been one of the most fulfilling and inspirational experiences of my life.

-- Scott J. Corwin
# Numbers

## Gross Revenue:

<table>
<thead>
<tr>
<th>Event</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Honorary Board of Governors</td>
<td>$544,817.24</td>
</tr>
<tr>
<td>Casino Night 2016</td>
<td>$686,724.73</td>
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<tr>
<td>Golf Tournament 2017</td>
<td>$242,670.00</td>
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<tr>
<td>Cy Pres Awards</td>
<td>$11,687.30</td>
</tr>
<tr>
<td>Casino Night 2017 (Pre-Paid)</td>
<td>$100,200.00</td>
</tr>
<tr>
<td>Board Meeting Sponsorships</td>
<td>$12,000.00</td>
</tr>
<tr>
<td>Other Income</td>
<td>$630.00</td>
</tr>
</tbody>
</table>

**Total Revenue** $1,598,099.27

## Administrative Expenses:

Our administrative expenses were about 5.3% of total revenue for the year.

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising/Promotion</td>
<td>$26,573.00</td>
</tr>
<tr>
<td>Association Management Software</td>
<td>$12,680.45</td>
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<tr>
<td>Bank Service Charge</td>
<td>$172.77</td>
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<tr>
<td>Corporate Filing Fees</td>
<td>$85.00</td>
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<tr>
<td>Credit Cards Processing Fees*</td>
<td>$16,813.60</td>
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<tr>
<td>Insurance**</td>
<td>$5,080.75</td>
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<tr>
<td>IT Support</td>
<td>$677.25</td>
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<tr>
<td>Office Expenses***</td>
<td>$15,454.39</td>
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<tr>
<td>Storage Space</td>
<td>$8,754.84</td>
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<tr>
<td>Supplies/Stationary</td>
<td>$806.53</td>
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<tr>
<td>Tax Preparation/Accounting</td>
<td>$4,083.10</td>
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<tr>
<td>Website****</td>
<td>$4,779.00</td>
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<tr>
<td>Payroll Expenses*****</td>
<td>$2,275.68</td>
</tr>
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</table>

**Total Administrative Expenses** $84,235.91

*The majority of the Credit Card processing fees are attributable to Casino Night and the Golf Tournament.

**LATLC carries $4M in general commercial and non-owned auto insurance. Additionally, we purchased special riders for Casino Night and the Golf Tournament for the protection of our guests.

***A large portion of the expenses in the Office Expenses category represent expenses related to board meetings, which are 100% covered by board meeting sponsorships.

****This payment represents a multi-year contract for website hosting, mobile reactive design and maintenance.

*****We hired our first ever Executive Director, Lissa Mozur Zanville, this year. Aside from Lissa, all the officers and directors are volunteers. No one was paid and no personal expenses were reimbursed. We donated our time, energy, and money.
TOTAL CHARITABLE GIVING

In total, we made grants and donation of goods in the amount of $1,071,502.15 to 43 of our partner charities and the community, during fiscal year 2016, including:

$20,000 to The Harmony Project, https://www.harmony-project.org/,
$15,000 to Kiwanis Club of Warner Center Foundation, http://kiwaniswarnercenter.org/,
$15,000 to The Rape Foundation, http://therapefoundation.org/,
$15,000 to Venice Family Clinic, http://www.venicefamilyclinic.org/
$15,000 to Vista Del Mar Family and Children Services, http://www.vistadelmar.org/,
$15,000 to Los Angeles Mission, https://losangelesmission.org/,
$15,000 to Youth Mentoring Connection, http://youthmentoring.org/,
$13,000 to The Jewish Family Service of Los Angeles, http://www.jfsla.org/,
$11,000 to St. Anne’s, http://www.stannes.org/,
$10,000 to Advancement Project, http://www.advanceproject.org/,
$10,000 to Alliance College Ready Public Schools, http://www.laalliance.org/,
$10,000 to Athletes Versus Cancer, http://www.athletesversusacancer.org/,
$7,500 to Blind Children’s Center, http://www.blindchildrenscenter.org/index.php,
$10,000 to Clare Foundation, Inc., http://www.clarefoundation.org/,
$10,000 to Downtown Women’s Center, http://www.dwcenter.org/,
$10,000 to El Nido Family Centers, http://www.elnidofamilycenters.org/,
$10,000 to First Place for Youth, http://www.firstplaceforyouth.org/,
$10,000 to Imagine LA, http://www.imaginela.org/main/index.html,
$10,000 to Inner City Law Center, http://www.innercitylaw.org/,
$10,000 to LA LGBT Center, https://lalgbc.com/,
$10,000 to March of Dimes, http://www.marchofdimes.org/,
$10,000 to Pediatric Cancer Research Foundation, http://www.pcrf-kids.org/,
$10,000 to The People Concern, https://www.opec.net/,
$10,000 to Toberman Neighborhood Center, http://www.toberman.org/,
$10,000 to US Vets, Inc., http://www.usvetsinc.org/,
$10,000 to Venice Community Housing Corp., http://www.vchcorp.org/,
$10,000 to Westside Children’s Center, http://westsidechildren.org/,
$7,500 to AVIVA Family and Children Services, http://www.avivacenter.org/,
$7,500 to City Hearts, http://cityhearts.org/,
$7,500 to Our House, http://www.ourhouse-grief.org/,
$6,000 to CASA Los Angeles, http://www.casala.org/,
$5,000 to Ability First, https://www.abilityfirst.org/,
$5,000 to Aztecs Rising, http://www.aztecsrising.org/,
$5,000 to Children’s Advocacy Center, http://www.childrensadvocacyctr.org/,
$5,000 to Clothes the Deal, http://www.clothesthedeal.org/,
$5,000 to Exceptional Children’s Foundation, http://www.ecf.org/,
$5,000 to The Giving Spirit, http://www.thegivingspirit.org/,
$5,000 to South Central Scholars, http://southcentralscholars.org/,
$2,500 to The Matt Leinart Foundation, https://www.mattleinartfoundation.org/,
$2,500 to Play it Forward, https://www.wecanplayitforward.org/,
$2,500 to SoCal Trykers,
$2,500 to Team Prime Time, https://teamprimetime.org/,
$2,500 to The First Tee of Los Angeles, http://www.thefirstteelosangeles.org/

FOOD DONATION

With P.J. Javaheri’s assistance, we gave away 230,000 pounds of food to the LA Mission and the Foodbank of Southern California, which had a wholesale value of $468,000. With this donation, we provided more than 465,000 meals to the hungry this past Holiday Season.
YOUTH SPORTS SPONSORSHIP PROGRAM

In our second year of our Youth Sports Sponsorship Program, under the leadership of Minh Nguyen, which allows us to broaden our reach and maintain a continuing presence in the community through financial donations to organized youth sports groups and high schools in Los Angeles County, we increased our team partnerships to include 50 leagues and teams. In total, we gave $41,400 to support local youth sports programs and high schools. These organizations were greatly appreciative of our support and have proudly displayed our banners at their fields:

- Arcadia American Little League
- Cabrillo High School
- Chatsworth Junior Baseball League, Inc.
- Cheviot Hills Pony Baseball Association
- Cleveland High School
- East Long Beach Pony
- East Valley Youth Baseball
- Eastview Little League
- Encino Little League
- Frontier Youth Baseball League
- Granada Hills Little League
- Harbor City Little League
- Heartwell Baseball Inc
- Hermosa Beach Little League
- Hollypark Little League
- Jordan High School
- Ladera Little League
- Lakewood High School
- Lakewood Pop Warner
- Lakewood Village Little League
- Little League Baseball - District 40
- Long Beach Little League
- Long Beach Pony at Whaley Park
- Manhattan Beach Little League
- McBride High School
- Miliken High School
- North Torrance Little League
- Westchester Little League
- Wilshire Softball Association
- Wilshire Warrior Pony Baseball
- Wilson High School
- Woodland Hills Sunrise Baseball
- Northeast Los Angeles Little League
- Norwalk Little League
- Orange Little League
- PAAL
- Pacoima Little League
- Palisades Baseball
- Poly High School
- Rebel Sports
- Redondo Beach Little League
- Renaissance High School
- Rolling Hills Little League
- Santa Monica Girls Fast Pitch
- Santa Monica Little League
- Sherman Oaks Little League
- Sierra Madres Girl Softball Association
- Silver Spur Little League
- Sportsman Little League
- Toluca Baseball
- Tri Park Little League
- Venice High School
- West LA Little League
- West Long Beach Little League

In 2017, we hope to continue to grow this campaign to more high schools and parks in the greater Los Angeles area, in order to support their programs.
IN THE COMMUNITY

In total, we made grants and donations totaling $1,071,502.15 to our partner charities and the community.

PARTNER CHARITIES PROMOTIONAL ITEMS

We gave $99,100 worth of LATLC promotional materials to our partner charities and the clientele they serve. These gifts included t-shirts, hats, coffee mugs, and water bottles—all emblazoned with our logo to let the public know that Trial Lawyers Care. People wearing our shirts have been popping up all over Los Angeles County per reports from our members.

COLLEGE SCHOLARSHIPS

This year we once again awarded college scholarships to under-served yet deserving high school seniors through the direct giving of our LATLC College Scholarship Committee. The committee sought applicants from local high schools, who demonstrated exceptional merit and need. The wonderful applications poured in, and literally brought the Committee and Board to tears. The strength and perseverance of these young scholars was truly remarkable. This year, in an effort to more substantially defray the increasingly large cost of higher education, we increased the amount of the awards given to $5,000. In total, we donated $55,000 to 11 deserving students. The students and their families were celebrated and presented certificates at our Third Annual Casino Night. Thank You to Ibiere Seck and Minh Nguyen, Chairs.

WHY GIVE TO PARTNER CHARITIES?

Giving to partner charities allows us to both maximize the impact of every dollar we receive, and present a united voice for showing the community that lawyers do, in fact, care. By pooling the individual donations of individual people, we are able to award larger grants that come from a united force of attorneys, serving to more effectively change the public impression of lawyers. Further, providing fewer direct services limits our overhead substantially, allowing us to give a higher percentage of each dollar we receive back to the community.

MEDIA AND PRESS COVERAGE

LATLC Members were invited to speak on 102.7 KIIS FM, KABC Talk Radio show Gurvey’s Law, and The Don and Gino Show on 12/4/16, 10/15/16, and 2/10/16, respectively. They were able to share about our good works in the community, with the community, letting the world see that trial lawyers care. The Third Annual LATLC Casino Night was also covered by Attorney at Law Magazine and the Palisadian Post.

CALIFORNIA STATE SENATE HONORS

On June 20, 2016 LATLC was honored by the California State Senate with an official recognition and a standing ovation from both sides of the aisle. This was the second time in two years that LATLC has been honored by the State of California for its outstanding contributions to the community.
WEBSITE UPDATE

We made substantial improvements to our website this year, allowing us to both more effectively share what we do with the community and recognize those, who help us to do it. Moreover, we integrated eTapestry with the website, to allow donors to easily contribute, volunteers to easily register, guests and sponsors to purchase tickets for casino night, and leadership to stay up to date with the organization.

Check it out if you have not visited it in a while, www.latlc.org.

SOCIAL MEDIA

Under the leadership of Committee Chair, Karina Lallande, this year we increased our social media presence, expanding our reach to Facebook, Twitter, and Instagram. We are now posting more regularly, featuring photos from our volunteer events and updates about our organization. These platforms have been a great resource for engaging attorney and non-attorney supporters alike! We also regularly post on CAALA Life, and send out newsletters via the Advocate Magazine and eTapestry, so we can keep our constituents informed and involved.

CAALA CONVENTION

This year we had an even larger presence at the annual CAALA Convention in Las Vegas, with a double booth and plenty of SWAG. The added visibility was well worth it, allowing us to raise $122,000 in revenue, sell out our Golf Sponsorships, secure two dozen attorney volunteers, gain more than 65 donors, and expose our organization to hundreds of potential new supporters and sponsors.

DEVELOPMENT

Our development committee has been working double time to increase our donor base and fundraising dollars. We introduced a new level of giving (the $50,000 Sapphire Level of our Honorary Board of Governors) to reflect the incredible increase in the number and size of donations we have received. Thanks to the tireless work of our Development Committee, our Honorary Board of Governors now numbers over 250 members and $1.6 million ($1,598,099.27) in overall fundraising for the year!

EXPANSION

We are in the process of streamlining our practices and gathering organizational knowledge, so that we can assist attorneys around the country in founding their own versions of LATLC in their respective communities. We hope to soon expand LATLC and its mission statement to serve more than just the Los Angeles area.

CY PRES

This year has marked an important year for our Cy Pres program, under the leadership of Ryan Clarkson, with the organization of an official cy pres packet, and increased outreach to class action attorneys.
CASINO NIGHT

This year, we hosted our Third Annual Casino Night and Texas Hold'em Tournament on May 7, 2016 at the Fairmont Miramar Hotel and Bungalows in Santa Monica. In addition to the ever popular poker tournament, casino games, and spa/lounge, we expanded our event to include a speakeasy below the main ballroom, featuring incredible jazz music performed by Maria de la Vega and the Wayward Five. The formal program included a touching awards ceremony for the recipients of this year's $55,000 in college scholarships. This year's event reached record proportions, with over 1,000 guests in attendance, and $335,879 raised net after expenses. Oh what a night! Save the date for next year's event, which will also be held at the Fairmont Miramar Hotel and Bungalows on May 13, 2017.

GOLF TOURNAMENT

On October 7, 2016 we hosted our Fourth Annual Golf Tournament at El Caballero Country Club in Tarzana, CA. The weather cleared up at the last minute, providing for a warm and sunny day. It was once again a full course and a great event, netting $126,555. Mark your calendars for next year's event on October 23, 2017 at El Caballero Country Club.

FIRST ANNUAL HOLIDAY TURKEY AND TOY GIVEAWAY

This year we were so proud to host our first ever LATLC-run community service event-- the First Annual Holiday Turkey and Toy Giveaway - on December 17, 2017. In partnership with The New Prospect Baptist Church in Compton, and Congressman Marqueece Harris-Dawson, we were able to provide turkeys and meal supplies for 500 families, a toy for each child, and insurmountable holiday joy for all. We are looking forward to this budding tradition, which should serve as a jumping-off point for future independent projects, through which we may more directly serve the community, by instituting more of our own programs. Thank you to Minh Nguyen, who took the reigns and delivered on this event.
WE IMPLEMENTED THE FOLLOWING ORGANIZATIONAL CHANGES:

1. Executive Director: we hired our first ever executive director, Lissa Mozur Zanville. Lissa comes to us from the Phase One Foundation, where she was the Executive Director for over nine years. We are so excited to have her on our team, as our first fulltime staff member, as we continue to grow into our second decade. We also recognized all of the administrative work that Sarah Popelka has done for LATLC over the years, by granting her the title of Director of Operations.

2. Board of Directors: we increased the number of BOD’s which added a wealth of new leaders and energy in the organization; we also amended the bylaws to allow for up to 15% non-attorney membership.

3. Mission Statement: we altered our mission statement, replacing the phrase "battered women" with "survivors of abuse." We feel this change gives more power and dignity to those vulnerable populations that we serve to aid and protect.

4. Database Management Software: we purchased the cloud-based database management software, eTapestry, to ensure the efficiency and accuracy of our record keeping. Sarah Popelka oversaw the conversion of all of our data into eTapestry, and programmed the database to tailor it to our needs. This represents a huge step forward in the organization and future of LATLC.

5. Trademarks: with the pro-bono assistance of Kramer Holcomb Sheik LLP, we were able to secure trademarks for our intellectual property, including our name, motto, and logo.

6. Policies & Procedures: we established a new committee to evaluate and draft policies and procedures for the other committees, in an effort to institutionalize LATLC knowledge for the years to come. Several new policies have been instituted, and procedures for all committees have been codified.

7. Legacy & Leadership Council: we created a new council consisting of Past Presidents and Directors Emeriti, to provide advice and counsel to the Executive Committee and leadership of the organization. We are so lucky to have these wise and knowledgeable voices continue to guide us as we grow as an organization.

8. Phone Number: we acquired a phone number for the organization, thanks to the efforts of Lissa Zanville. We can now be reached at (844) 44-LATLC (844-445-2852).

9. Recognition: we changed our donor recognition scheme to recognize donors on their contributions over a calendar year, rather than on a rolling basis. Given the sheer number of supporters and contributions we receive, this method of recognition is much more efficient and manageable.

10. Board Meetings: we updated the structure of our board meetings to include monthly presentations from elected officials and partner charities. Thanks to our new board meeting sponsorship program, the costs of our board meetings are 100% covered by sponsors.
When the holiday season approached, we got out of the office, rolled up our sleeves, and performed 16 community service projects. In total approximately 600 hours were donated by LATLC attorneys and volunteers at the following service projects:

DOWNTOWN WOMEN’S CENTER  
On 1/28/16, a group of volunteers prepared, cooked, and served meals for residents of the Downtown Women’s Center.

VISTA DEL MAR CHILD & FAMILY SERVICES  
On 2/4/16, a group of volunteers planted an on-campus garden with the residents of Vista Del Mar.  
On 9/25/16, a group of volunteers returned to Vista Del Mar, to assist with the Festival of Families, a great event that celebrates and supports children of all abilities.

HEARTWELL BASEBALL BUDDY LEAGUE  
On 2/27/16, a group of volunteers assisted during the opening day ceremony for the Heartwell Baseball Buddy League, which services young athletes with special needs.

OPCC  
On 4/20/16 a group of volunteers prepared, barbecued, and served lunch to the residents of Ocean Pacific Community Center’s Day Break Women’s Shelter.

MARCH OF DIMES MARCH FOR BABIES  
On 4/30/16, a group of volunteers passed out water bottles and provided encouragement for those running to support March of Dime’s efforts to reduce the risks associated with childbirth.

OUR HOUSE RUN FOR HOPE  
On 5/1/16, a group of volunteers passed out water bottles and provided encouragement for those running to support Our House’s grief counseling services.

VENICE FAMILY CLINIC  
On 5/22/16, a group of volunteers assisted with the Venice Family Clinic Art Walk.

TEAM PRIME TIME  
On 6/4/16, a group of volunteers assisted with the Team Prime Time Championship Saturday event.  
On 12/10/16, a group of volunteers returned to Team Prime Time to assist and support athletes of all abilities at another Championship Saturday event.

TOBERMAN NEIGHBORHOOD CENTER  
On 6/27/16, a group of volunteers provided one-on-one mentoring for students at the Toberman Neighborhood Center.

VENICE COMMUNITY HOUSING CORPORATION  
On 7/30/16, a group of volunteers aided with painting and landscaping low income apartments.

KIWANIS KESCA  
On 10/9/16, a group of volunteers assisted with the Kiwanis KESCA Equestrian Competition for Special Athletes, including preparing lunch for the attendees.

PEDIATRIC CANCER RESEARCH FOUNDATION  
On 11/6/16, a group of volunteers manned a booth, giving away SWAG at the Pediatric Cancer Research Foundation’s 8th Annual Dribble for the Cure.

YOUTH MENTORING CONNECTION  
On 12/11/16, a group of volunteers passed out water bottles and provided encouragement for those running in Youth Mentoring Connection’s Miles of Music 5K Run.

ST. ANNE’S  
On 12/17/16, a group of volunteers hosted a holiday party for the residents of St. Anne’s, including gift giving, arts and crafts, and serving breakfast.
OFFICERS
President, Michael Alder
President-Elect, Geraldine Weiss
Vice-President, Gerald Marcus
Treasurer, Alyssa Schabloski
Secretary, Daniel Kramer
Past President (2016), Scott Corwin
Past President (2014), Minh Nguyen

LEGACY & LEADERSHIP COUNCIL
Aimee Kirby - Past President (2015)
Robert Simon - Past President (2013)
Joseph Barrett - Past President (2011-12)
Pejman Ben-Cohen - Past President (2010)
Bruce Traney - Founding President (2006-09)
David deRubertis - Director Emeritus
Arash Homampour - Director Emeritus

DIRECTORS
Christopher Aumais
Ryan Clarkson
Conal Doyle
Andrew Ellis
Tom Feher
Mauro Fiore
Kristine Gallo
Candice Klein
Megan Klein
Karina Lallande
Spencer Lucas
Lisa Maki
Robert Ounjian
Justina Ramon
Nicholas Rowley
Bobby Saadian
Ibiere Seck
Gene Sullivan
Steven Vartazarian
Twila White
Lauren Wood

STAFF
Executive Director - Lissa Zanville
Director of Operations - Sarah Popelka

Thank you so much for allowing me to serve as the 2016 LATLC President. I look forward to passing the baton to Mike Alder for 2017.

Scott Corwin