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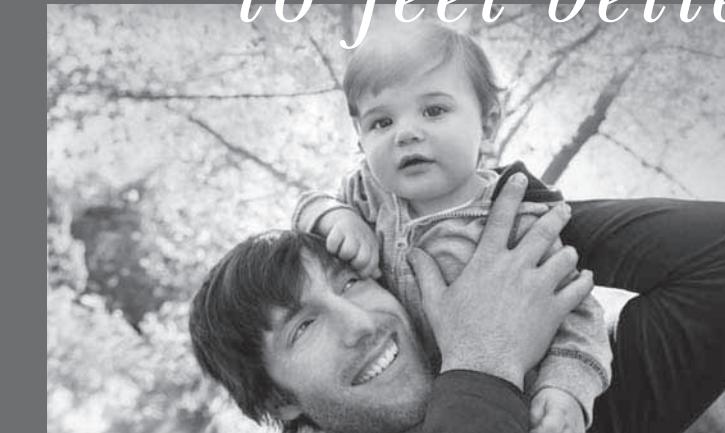
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February 18, 2011
San Francisco, CA

Award Recipients

Edwin D. Hill

*International President, International Brotherhood of
Electrical Workers*

Senator Barbara Boxer

United States Senate (D-CA)

Alice A. Huffman

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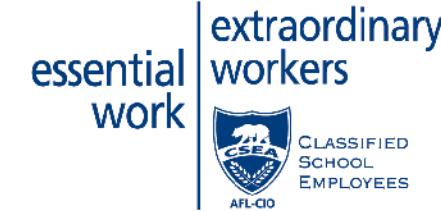
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and Labor Leader of the Year

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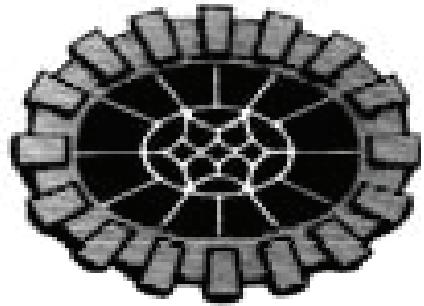
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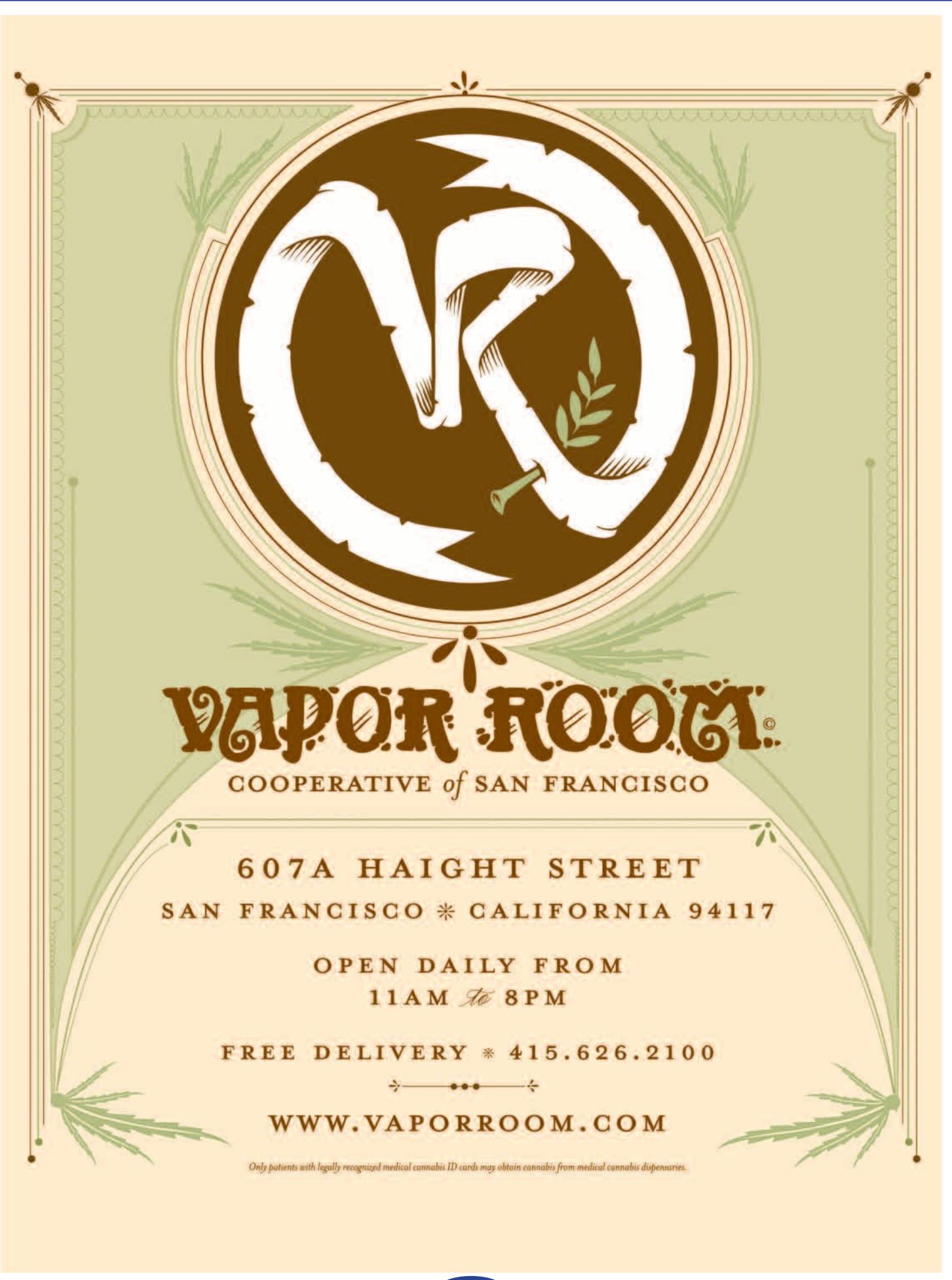
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Earl "Marty" Averette

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Labor Leader of the Year
Edwin D. Hill



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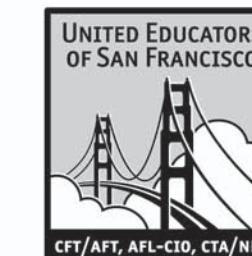
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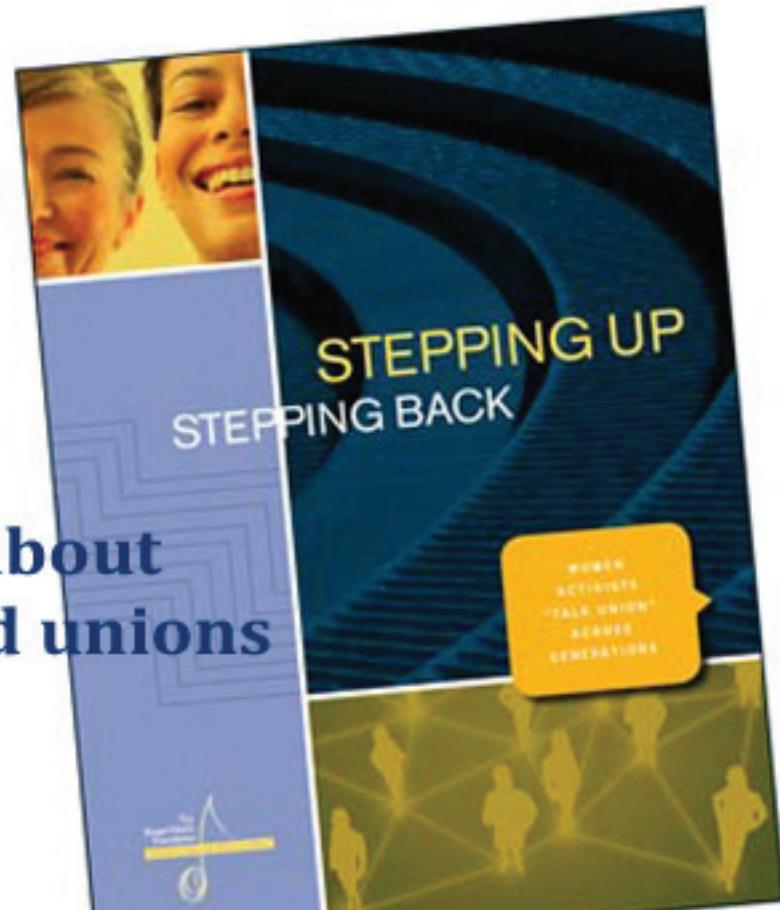
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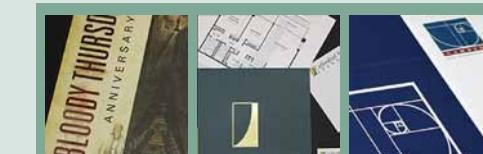
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*Guest of Honor
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Edwin D. Hill
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In 2010, Prop. 19 set a new record for cannabis legalization ballot initiatives. In spite of not being backed by a multi-million-dollar advertising campaign, we received more votes than Meg Whitman and Carly Fiorina.

On Nov. 2, 2010, over 4.6 million Californians voted to legalize, control, and tax cannabis, fully 46.5% of the electorate. Prop. 19 received 47.1% of the vote in San Diego, 48% in Los Angeles County, and 63.7% in San Francisco.

On that night,
we made history. Look for us
to campaign for victory in 2012!

**Congratulations to All the Award Winners and
Instituto Laboral De La Raza for your work!**

**IT'S TIME TO REFORM
CALIFORNIA'S CANNABIS LAWS!**

*Join the Most Successful Movement in the United States to
Innovate and Create New Sustainable Single-Earner Jobs!*

Union Jobs!

- Regulate Cannabis like Alcohol – For Adults 21 and older.
- Give Local Governments the Ability to Tax and Regulate Cannabis for Adults.
- Generate Billions of Dollars in Revenue to Fund California Schools, Healthcare, Public Safety, Law Enforcement, Parks and Transportation.
- Build a Green Sustainable Economy with New Green Sustainable Jobs. Union Jobs!

Yes on 19. Tax Cannabis 2010 • 1776 Broadway, Oakland, CA 94612
www.yeson19.com

WWW.ILABORAL.ORG/NETWORK



Our warmest thanks and gratitude
to Sarah Shaker and the staff of
Instituto Laboral de La Raza.

The Living Wage Coalition is a grassroots movement of low-wage workers and their allies fighting for economic justice. We have been struggling since 1998 to change political priorities so that government does not subsidize poverty wage employers. We are engaged in a transformative rethinking of the economy that makes the goals of economic development a more prosperous, healthier and livable community.

San Francisco Living Wage Coalition
2940 - 16th St. #301
San Francisco, CA 94103
415-863-1225
www.livingwage-sf.org

¡Felicidades a Instituto Laboral de La Raza!

LCLAA
felicita

Edwin Hill
2011 Guest of Honor and
Labor Leader of the Year

and all Honorees

Labor Council for Latin American Advancement – San Francisco Chapt.
LCLAA

Working for a Fair and Just Immigration Reform

A constituency organization representing the interests of Latino workers in the United States, giving voice to Latino workers within labor unions in both the AFL-CIO & Change to Win Federation, and providing solidarity to unions and workers in Latin America.



350 Rhode Island St. Ste. 100S
San Francisco, CA 94103
415-575-1740 x135
Frank Martin del Campo, president
sflclaa@riseup.net

Working Media & Information Services

A Program of Instituto Laboral De La Raza



Working Media
For a World that Works
workingmedia.info



www.WorkingMedia.info

Working Media uses web video and cloud computing technology to tell stories, deliver access to information and vocational training to improve the lives of low-income working people.

Working Media is our program designed to use web-video to tell stories and deliver access to information. It is supported by bilingual print materials and personal presentations. Our program of education and advocacy for the working poor is designed to be accessible to all. The overall focus is practical, results oriented media that helps improve the lives and opportunities of low-income working people.

For several years the Instituto has been using web-video to tell our story through our website and expand the reach of the special events we organize to a national audience. We have developed a Working Media web-video portal with its own dedicated domain, (www.WorkingMedia.info). Here we post original content video from our annual National Labor-Community Awards and our Green-Labor-Capital Forum as well as short web-videos produced by others that spotlight programs and address important issues.

One of our goals is to provide young people with real-world digital media production opportunities and support to those who have aspirations for careers in digital media. We are engaging college and high school students in the production and editing of original content videos. We are expanding our Instituto Support Group structure, (www.ilaboral.org/supportgroup/) focused on engaging volunteers in Cloud Computing service work, to engaging youth in digital media and web-video production work. We are collaborating with both veteran producers and youth with basic web-video and social networking skills. The idea is to provide a “learn by doing” framework for young producers. We give them with a community based and world wide showcase for the digital storytelling work they accomplish while working with us.

Working Media for a World That Works



In 2011 we are expanding our web-video portal into a number of content specific channels. Our first two channels will be focused on employment law and community healthcare. Our Employment and Labor Law Education Channel is designed to produce and present short-form web video presentations focused on education and community involvement in employment law and labor law. This collection of short educational web videos will also cover legal

issues related to civil rights, discrimination, injury, harassment, immigration, race, poverty and equal access to justice. Our Healthcare and Community Education Channel is designed to present and produce short-form web video focused on healthcare education and community issues. This collection of select educational videos will be in English and Spanish. It will expand to other languages.

Cloud Based Information Services and Vocational Training. The Instituto has been successfully using the Salesforce.com “cloud computing” database and contact management system for over two years. Salesforce.com provides its CRM database system to nonprofit groups such as the Instituto for free. The cloud based software allows us to have access to functionality that formerly was the domain of only large enterprises. We use the system for managing our donor contacts, producing targeted list and mailing labels. Through our Instituto Support Group we have dedicated team of volunteers that works remotely entering data and expand our capabilities. The Instituto is working to establish a vocational training program that will be focused on teaching Salesforce.com focused job skills and Call Center customer management job skills. As far as we are aware, there is no other Salesforce.com training program in existence, designed to serve low-income people at the level we are planning. We will be a pioneering program designed specifically for low-income people to gain Salesforce.com and call center entry-level office career opportunities.

We have designed a unique Touch Pad Web-Video Delivery System consisting of a 3G Wi-Fi connected iPad secured to a laptop stand on wheels in our client reception area. This provides our clients ready access to the videos, and other web tools while they are in our office. We have plans to place this simple Wi-Fi enabled iPad-based delivery system with other community based organizations that are serving the poor in San Francisco.





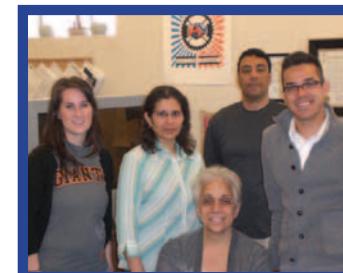
Please Invest in the Instituto!

We invite you to support our mission of service, our innovations and our vision for the future.

Instituto Laboral de la Raza is a 501(c)(3) nonprofit nonpartisan workers resource center. We provide legal service, peer counseling, financial education and access to an extensive network of services.

The Instituto was founded in 1982 by Latino labor leaders and community activists to defend the legal rights of workers that do not readily have access to protection by labor unions. Our board of directors consists of labor union officers and union members.

The Instituto provides free legal services focused on enforcing California's labor laws. We defend the rights of people who have been exploited, injured, unjustly treated, discriminated against or sexually harassed and have nowhere to turn. Most of our clients are unorganized working immigrants from Mexico, Central America and South America. We serve very poor, very hard working people and the families that they support. We are often described as a kind of social emergency room. We have been serving workers throughout California for over 28-years from our headquarters in the Mission District of San Francisco. Located a half block from the 16th & Mission Street BART station, our door is always open to clients, volunteers and supporters.



Executive Director Sarah Shaker with staff members of Instituto Laboral De La Raza

While our day-to-day mission continues to be focused on defending the legal rights of the working poor, today we serve as a workers resource center with increasing abilities to address larger social issues related to equality, access, economic development and environmental sustainability.

We use our position as an established community based organization to create a strong platform to bring labor, business, government and community leaders together for advancing common goals.

We are well known for our National Labor Community Awards that we organize annually in San Francisco. This "Summit of Solidarity" has grown to be the largest event of its kind in the country. Our annual National Labor Community Awards and our newer Green Labor-Capital Forums include the highest ranking leaders of organized labor, business and government. They are unique opportunities for building and strengthening relationships.

We are seeking support to for our operations and to expand our innovative service programs.

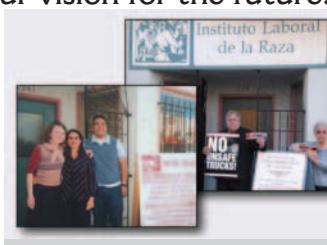
We are continuing to develop and expand our Bi-lingual Financial Literacy Workshops that we bring to hiring halls of labor unions. Working Media is our new program using web-video technology to tell stories of our clients, our supporters and our issues. It expands the reach of our events and our voice to an online audience that is both 24-7 and worldwide. Instituto Information Services is our new program using technology and cloud computing to deliver access to information and vocational training for low-income working people. We have created an organized Instituto Support Group that allows volunteers and volunteer project managers to work together and collaborate using web-based tools and the Internet supporting Instituto's operations and service programs.

Please review our www.ilaboral.org web site, which has a great deal of material on our work.



We Need Your Support!

Instituto Laboral de la Raza offers a great opportunity to directly fund a small organization with a big vision that does excellent work serving the working poor. We are a very lean, transparent and mission driven community organization. We serve over 165 clients per month, over 2,000 per year, with our legal services. We are open 7 days a week, 8:00 am to 8:00 pm during the week, and by appointment on the weekend. All of our services are free.



Instituto headquarters in the Mission — open 7 days a week, serving the community for over 28 years

The Instituto operates on a modest annual budget of about \$300,000, of which \$250,000 is allocated to program costs and the balance going towards administrative costs. We have just seven full-time staff. Our highest staff salary is just about \$36,000 per year. We are funded by donations and grants from foundations, businesses and labor organizations. Our events are designed as a social enterprise that both earn us revenue and create value for all who participate.

The Instituto is small enough so that donors, at whatever level they contribute, have a significant impact on our ability to provide services. Instituto Laboral de la Raza is a 501(c)(3) nonprofit organization. Financial contributions are tax deductible to the full extent allowed.

For foundations, businesses and labor organizations we have an Annual Donor-Sponsor program designed to invest in and support our work all year long. Annual Donor-Sponsors provide sustainable funding for our daily operations. We recognize this support through our outreach materials, our web-media, and our events that reach a unique audience of local, statewide and national leaders.

The Instituto is uniquely positioned as an innovative, pragmatic and results oriented community organization that brings together labor, business, and civic leaders on a common ground of support for the working poor and helping to advance practical solutions to pressing social problems.



Jack Ehnes, CEO, CalSTRS pension fund, speaking at Instituto's 2008 Green Labor-Capital Forum



Instituto's 2008 National Labor Community Awards Dinner

*We invite you to get to know us! Visit our office!
Invite us to meet with you!*

Tell your associates, members or staff about our volunteer opportunities!

Please Invest in the Instituto! We Need Your Support!

Contact: Sarah Shaker, Executive Director
415-431-7522 • sshaker@ilaboral.org



Congresswoman Barbara Lee & Chris Gardner, Author of The Pursuit of Happiness, Signing Books at 2009 Instituto Reception



Art Torres, John Garamendi and Art Pulaski at the 2009 National Labor Community Awards Dinner



Donor Sponsor Program

We invite you to Invest in the Instituto and join the many people and groups that support our work. Our Donor Sponsor Program provides important funding for our operations and programs. The Instituto receives donations from individuals, businesses, unions, and groups at all times during the year. These donations are a very important channel of support for our work.

We recognize your Donor Sponsor support through our web site, at our annual National Labor-Community Awards and through our newer Green Labor-Capital Forums. Our events include the highest ranking leaders of organized Labor, Business and Government. They are unique opportunities for building and strengthening relationships. Your annual donor-sponsor pledge allows you to select a recognition package at one, or both, of these events. We offer visibility, special advertising, literature distribution, access to meeting rooms, VIP receptions, sponsored tables and group seating – all customized to meet your needs!

The Instituto is small enough so that all donors, at every level, have a significant impact on our ability to provide services. We are a 501(c)(3) nonprofit corporation and all donations are tax deductible. Tax ID# 94-2890401 - Checks should be payable to: Instituto Laboral de la Raza.

Please select a Donor Sponsor level and join our community of supporters!

<input type="checkbox"/> Gold Level — \$10,000	<input type="checkbox"/> Level One — \$3,000 (equal to 1% of our annual budget)
<input type="checkbox"/> Silver Level — \$5,000	<input type="checkbox"/> Green — \$1,000

Name: _____ Title: _____

Department: _____

Group, Union or Business: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Home Phone: _____ Work Phone: _____ Cell Phone: _____

E-mail Address: _____

Contact: Sarah Shaker, Executive Director, sshaker@ilaboral.org
415-431-7522 Fax: 415-431-4846
Instituto Laboral De La Raza 2947 16th Street San Francisco, CA 94103
www.ilaboral.org



Please Invest in the Instituto!

The Instituto's Monthly Donor Sponsor Program

- ✓ Supports Our Workers' Resource Center and its Programs All Year Long.
- ✓ Provides Our Supporters with both Value & Recognition All Year Long.

Your monthly Donor Sponsor contribution conveniently fulfills an annual pledge of support and provides year-round support for our programs and operations!

There are Three Levels of Monthly Donor Sponsor Programs:

Level-One — \$250 per month / \$3,000 per year
(equal to 1% of our annual budget)

Level-Two — \$500 per month / \$6,000 per year
(equal to 2% of our annual budget)

Level-Three — \$1,000 per month / \$12,000 per year
(equal to 4% of our annual budget)

Your Monthly Donor Sponsor support is recognized by the Instituto in many important ways.

All three levels of our Sponsors appear prominently on our website and reach a national online audience. All the speeches and content from our events are recorded and turned into web-videos. Our Working Media program portal at www.workingmedia.info effectively publicizes the stories of our supporters using web-video in a way that is free, online 24-7 and accessible nationwide. Additionally we use web-video to showcase issues we support and to highlight the good works of our supporters.

Level-Two and Level-Three Monthly Donor Sponsors are recognized through our annual National Labor-Community Awards Dinners and through our newer Green Labor-Capital Forums. Our events draw the highest ranking leaders of Organized Labor, Business and Government; they are unique opportunities for our sponsors to build and strengthen relationships.

Included with a Level-Two Sponsorship is a Silver Sponsor Package at all our events throughout the year. Included with a Level-Three Sponsorship is a Gold Sponsor Package at all our events throughout the year. This includes group seating at sponsor tables, program book advertising, literature distribution, access to meeting rooms and VIP receptions at these events, *all customized to meet your needs!*

The Instituto also recognizes sponsors as important supporters of our year-round programs that include our Financial Education Program and our Employment & Labor Law Education Program.

The Instituto is small enough so that all donors, at every level, have a significant impact on our ability to provide services. We are a 501(c)(3) nonprofit corporation and all donations are tax deductible. Tax ID# 94-2890401. For the convenience of our monthly donors we have an auto-donation system established that can be set up to work with any sponsoring organization.

Instituto Laboral De La Raza's
2010 GREEN LABOR-CAPITAL FORUM
"Using Labor's Capital to Repower America"

Our Noon Lunch Forum
Friday, July 23rd, 2010 12:00 to 1:30 PM
Delancey Street Foundation Town Hall
600 Embarcadero, San Francisco

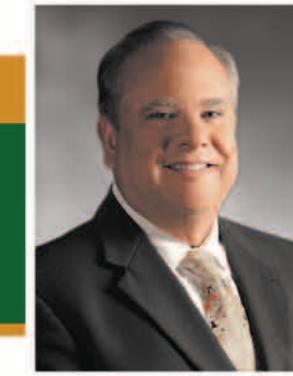
OUR FORUM SPEAKERS:



Steve Westly
THE WESTLY GROUP



Anne Stausboll
CEO, CALPERS



Bill Lockyer
CALIF. STATE TREASURER



Rosa Rios
UNITED STATES TREASURER

Our 2010 Forum's theme is **Using Labor's Capital to Repower America** - in recognition that the climate crisis combined with our pressing need for sustainable jobs requires the reinventing our power and transportation infrastructure.

Today state treasurers and controllers across the country are working together with public and union pension fund managers on initiatives that unite climate and investment strategy. Entrepreneurs and investors are advocating for nonpartisan policies to catalyze clean-tech development and create green jobs. Unions are leading advocates of public and private investment for good paying jobs and a green sustainable economy. Yet there is still a great need for more education and more organizing to bring business, labor and capital together and use that tremendous power for achieving common goals.

This high-level forum is designed to focus on the power of Labor's capital, in the form of public employee and union pension funds, as a vehicle for growing green jobs, clean-tech business and a sustainable economy. We use web-video to record and expand the reach of the forum's presentations.

Thank You to the Presenters and Supporters of our 2010 Green Labor-Capital Forum!



Mayor Gavin Newsom - Welcome to San Francisco



Jamie Gonzalez, Sarah Shaker,
Treasurer Rios, Dan Rush



Ann Stausboll, CEO, CALPERS



US Treasurer Rosa Rios & CA Treasurer Bill Lockyer



Kevin Surace, CEO, Serious Materials
Ann Stausboll, Steve Westly, Chuck Mack



Chuck Mack, Chairman,
Western Conference of
Teamsters Pension Trust



Recology showcases one of its
385 alternative fuel vehicles in
its collection & recycling fleet.



Josh Becker, Brian Webster, Steve Westly

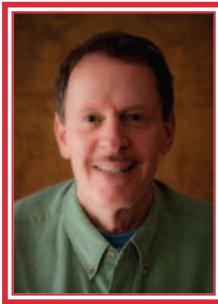
Thank You to Our Instituto Support Group People!

The Instituto Support Group is organized group of talented, busy people who volunteer to advance the work, funding and health of the Instituto. Member of the group generously provide active support for the Instituto's operations and development needs. Our "members" manage specific projects. Our "volunteers" contribute to that project work. Our long-term "friends" serve as community ambassadors by actively communicating our project work and volunteer needs.

Our Support Group Managers & Volunteers



Dickman Young
Volunteer Manager
Salesforce.com



Mike Labrie
Project Manager & Analyst
Salesforce.com



Alex Panutich
Fundraising
& Legal Volunteer



Kelly Rush
Student Community Manager



Yasmin Khalil
Volunteer



Blue Mudbhary
Volunteer

Our Support Group Friends

Eva Royale - Community Organizer & ILR Board of Advisors
Nicky Trasvina - Coordinator SFSU Student Resource Center
Bob Blanchet - President, Teamsters Local 287
Olga Miranda - President, SEIU Local 87
Bob Twomey - District Director for Assemblywoman Fiona Ma

We Invite Supporters to Join Our New
Digital Media Team & Young Bankers Team in 2011!

www.ilaboral.org/supportgroup



Instituto Laboral de la Raza

2947 16th Street, San Francisco, CA 94103
Tel: (415) 431-7522 Fax: (415) 431-4846
www.ilaboral.org

Legal Services for the Working Poor



**Serving our community
for over 29 years**

California's fastest-growing
union honors

**Instituto Laboral
De La Raza
and
all of tonight's
honorees**

for your steadfast commitment
to workers' rights.

¡Si se puede!

DEMOCRACY



PATIENT CARE

Learn more about us at
www.NUHW.org

NATIONAL UNION OF HEALTHCARE WORKERS
Our member-led movement for democracy, quality patient care, and a stronger voice at work.



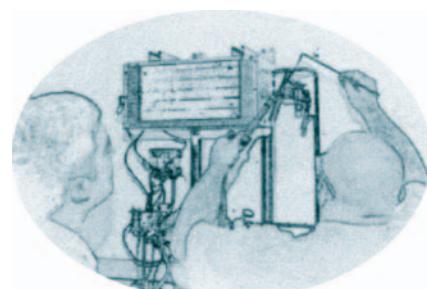


CONGRATULATIONS
to this year's
Honorees

LABOR LEADER OF THE YEAR

Edwin D. Hill

International President
International Brotherhood of
Electrical Workers, AFL-CIO



LA RAZA CIVIL RIGHTS AWARD

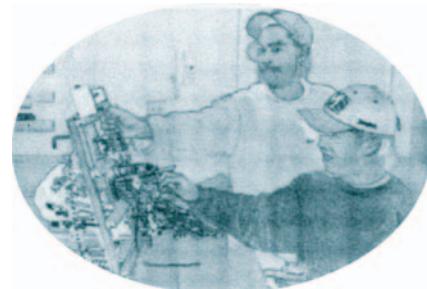
Alice A. Huffman

President
California NAACP

**JIM RUSH LABOR and
COMMUNITY ACTIVIST AWARD**

Early "Marty" Averette

Business Representative
Teamsters Local 856



PLUMBERS & STEAMFITTERS UA LOCAL 342

JAY WILLIAMS

Business Manager and Financial Secretary

**MIKE HERNANDEZ, DAVE MANN, GEORGE KIKES,
JAMIE BIRD & OBRAY VAN BUREN**

Business Representatives

connecting @ the heart (of the community)



At the heart of every community are organizations working to keep people connected. That's why at AT&T we proudly support the efforts of Instituto Laboral de la Raza.

Together, we keep communities connected.

Congratulations to the honorees of the 2011 National Labor-Community Awards.

Rethink Possible

