

## INSIDE . . .

- 2 Leadership Survey Results  
Science Fair Kudos
- 3 Chairman's Report
- 4 Directory Delivery Kudos
- 5 Chamber Calendar
- 6 Governmental Affairs Update
- 7 Welcome New Members!
- 8 Lunch and Learn Seminar  
Series
- 9 Committee Updates  
Brownsfield Meeting
- 10 Talk About Target Marketing
- 11 Ribbon Cuttings/FYI

## PROMOTING COMMUNITY...

### TEACHER RECOGNITION SLATED

The Chamber's Annual Teacher Recognition Banquet is scheduled for Monday, May 3<sup>rd</sup>, at Bookcliff Country Club. At this event, the business community acknowledges the outstanding service of eighteen teachers in Mesa County to both their students and their community. Chamber members can get involved in two ways. They can nominate a teacher for the award and/or sponsor a table at the banquet.

The nomination process is simple and will consist of only two major questions: 1) What makes the nominated individual deserving of the award? and 2) In what ways does the individual partner with the community to enhance learning? Forms are available at the Chamber and the deadline for submission is March 31<sup>st</sup>.

Sponsorships for tables of eight may be purchased for \$250. Each sponsoring business will receive four tickets for its use and the remaining four tickets will be distributed to the teacher and his/her principal. Sponsors will be recognized in the evening's program, will have a placard identifying their table, and will receive public acknowledgement in Chamber publications.

For further information or to sponsor a table, contact Diane at the Chamber ([diane@gjchamber.org](mailto:diane@gjchamber.org), or call 242-3214).

### COMMUNITY PROFILES 2004

The Chamber is in the process of updating the Community Profile, a printed piece that provides a demographic overview of the community. This is one of the Chamber's most popular pieces and is distributed to businesses and individuals interested in relocating to the Valley. It is also used extensively by existing businesses to recruit employees and as part of their ongoing market analysis.

It is estimated that the new profiles will be available in early March. Chamber members are entitled to 25 copies of this publication at no charge. Member price for additional pieces is fifty cents each.

### BOARD TAKES ACTION

At the February Board meeting your directors...voted to support HB-1166, which would allow up to 100% of the Colorado First Training Funds to be available for existing businesses if needed...voted to oppose SB-081, which would have banned the use of grocery store loyalty programs...discussed issues raised at the Downtown Neighborhood Coffee in February...and approved 22 businesses for membership in the organization.

## Grand Junction Area Chamber of Commerce Board of Directors

**Mike Stahl**, Hilltop Community Resources, **Chairman**

**Bob Barry**, West Star Aviation

**Tom Bell**, City Market

**Kay Berry**, Gift Baskets Galore

**Robert Bickley**, Mountain Aire Medical Supply, Inc.

**Ed Forsman**, FCI Constructors, Inc.

**Kathy Hall**, Kathy Hall & Associates

**Bob Ladenburger**, St. Mary's Hospital, **Past Chair**

**Rick Gibson**, Empire Theater

**Gordon Harbert**, Harbert Lumber

**Scott Holzschuh**, Office Outfitters & Planners, Inc.

**John Hopkins**, Rocky Mountain Health Plans

**Linda Kochevar**, Dalby, Wendland & Co., P.C.

**Karen Madsen**, A.G. Edwards & Sons, Inc.

**Barbie Miller**, Canyon View Christian Church

**Toni Milyard**, REMAX 4000, Inc.

**Paul Petersen**, Mesa Mall/The Macerich Co.

**Dale Reece**, Crossroads to Health and Fitness

**Marlayne Tucker**, KJCT TV

**Greg Winegardner**, Wells Fargo Banks

---

**www.gjchamber.org**

is published monthly by the  
Grand Junction Area  
Chamber of Commerce.

POSTMASTER: Send address  
changes to: **www.gjchamber.org**  
Grand Junction Area Chamber of  
Commerce

360 Grand Avenue  
Grand Junction, CO 81501

**Or call (970) 242-3214**

Subscription rate \$25 per year,  
included in Annual  
Membership Dues.

**USPS 112-870**

## LEADERSHIP SURVEY RESULTS

As of press time, the results of the online Leadership Program survey that members were asked to complete are still being tabulated. However, with 122 responses (representing a return rate of 15%) the committee has received the following feedback:

- 45% were familiar with community leadership programs such as the one our Leadership Committee is contemplating;
- 90% feel there is a need for this type of program locally and 74% were interested or knew someone who might be interested in participating in a class;
- The most important areas of knowledge that should be covered were economic development, basic leadership skills and planning and development – although all the subjects presented ranked high in this question;
- 43% thought the class should be one half day per month for nine months in length;
- 40% thought the optimum class size should be 16 and 26% thought the class size should be 20.

The Chamber's Leadership Committee will review the member input received via the survey this month and will be discussing the proposal with individuals, businesses and potential community partners. We thank all of you who took the time to respond.

## SCIENCE FAIR KUDOS

The Mesa County Business Education Foundation has a subcommittee that has been working with Mesa State College and School District 51 to coordinate the "Alpine Bank Western Colorado Science Fair," scheduled to take place on the Mesa State College campus March 5<sup>th</sup> and 6<sup>th</sup>. The fair includes participants from 13 counties on the Western Slope and averages over 300 students competing for prizes and the opportunity to represent the region at the State Science Fair in April.

We wish to thank the following sponsors for their generous support of this event:

### PLATINUM SPONSOR:

Alpine Bank

### GOLD SPONSORS:

City Market

Grand Junction Area Chamber of Commerce

IBEW/NECA

Mesa County Valley School District 51

Mesa State College

### SILVER SPONSORS:

B & B Electric

Stoller Corporation

## CHAIRMAN'S REPORT

By Mike Stahl



One of the Chamber's primary areas of focus is to create a stronger economy in the Grand Junction area. One component of accomplishing this daunting task is to have an educated workforce having skills aligned with the jobs of the community. The Chamber continues to work closely with other agencies in moving toward this goal.

The Chamber Executive Committee met last month with representatives of School District 51 to renew discussions on how the two entities could work more closely together. The intent of this dialogue is to insure that the students in Mesa County are prepared to enter the workforce of tomorrow. We intend to keep our membership updated on these discussions and hope to engage you in concrete efforts to bring the world of work and the world of learning into even closer alignment as the year progresses.

In addition to the new discussions, the Chamber's long-term efforts with the School District will continue. Those include the Mesa County Business Education Foundation, which has awarded over 350 mini-grants to area teachers and provided fundraising support for multiple enrichment programs. Additionally, the Chamber continues to host the annual Teacher Recognition Banquet (see details on the first page of this newsletter) to provide community recognition for educators who provide that vital link between classroom and community.

The Mesa County Workforce Center is another agency with which the Chamber has been working to align skills with community jobs. The Workforce Center, along with the School District, is introducing the 'WorkKeys' program to area students and employers. WorkKeys is a credible tool that helps define the skill requirements for specific jobs. The program ensures that applicants have the skills employers need and it provides a common language for the School District, employers and the

Workforce Center. It reduces turnover, overtime and waste, and determines the training gaps of a particular employee and/or job applicant. WorkKeys can also be used to help develop focused training initiatives for current employees.

This year will bring many new challenges, as the School District weighs the feasibility of a bond election to upgrade its learning environment and our businesses face the ongoing challenge of optimizing our workforce. It is a good time to undertake another examination of how together education and business can bring about meaningful change that benefits everyone -- from students, to employers, to parents and to educators.

### Your Individual and Small Business Retirement Plan Experts.

- IRAs - Traditional or Roth
- SEP IRAs
- IRA Rollovers
- Simple IRAs



Ford Keller, Vicki Cox, Tammy Tway, Patty Dallas

 **Community First**  
INVESTMENT SERVICES  
A Service of PrimeVest Financial Services, Inc.

1211 N 7th St. ■ Grand Junction, CO ■ 256-2216

PrimeVest Financial Services Inc. is an independent, registered broker/dealer. Member NASD/SIPC, and is not affiliated with Community First Investment Services. For a comprehensive review of your personal tax situation, consult a tax advisor. Neither PrimeVest, nor any of its representatives may give legal or tax advice. Securities and insurance products offered through PrimeVest are:

IT'S TIME.

NOT FDIC INSURED/MAY GO DOWN IN VALUE/  
NO BANK GUARANTEE/NOT A DEPOSIT/  
NOT INSURED BY ANY FEDERAL  
GOVERNMENT AGENCY.

# DIRECTORY DRIVE KUDOS

The Chamber wishes to thank the many volunteers who are helping us distribute the 2004 membership materials to our 1,250 members. It would be impossible to implement this face-to-face contact without your help. A list of these fellow Chamber members, who had volunteered as of press time, is shown below. The Chamber would also like to thank City Market for donating the gum that was distributed along with the membership materials. **If you have not received your 2004 directory, membership plaque insert and door sticker by March 10<sup>th</sup>, please let us know via email ([info@gjchamber.org](mailto:info@gjchamber.org)) or by phone (242-3214).**

Ann Amelang - Grand Junction Free Press  
Tammy Anderson - Adam's Mark Hotels & Resorts

Bob Barry - West Star Aviation, Inc.

Matt Baxter - AlphaGraphics

Michael Bowser - Mike's Handyman Service, LLC

Teresa Boyle - Choice Hotels International - Orchard Mesa

Cindy Brown - Alpine Bank Clifton

Cindy Burdette - Peczuh Printing Co.

Cathy Carter - Western Loss Prevention Services

Shawnee Carver - Reliance Mortgage

Brian Caskey - S. O. S. Staffing Services, Inc.

Jacque Chappell-Reid - Grand Junction Free Press

Paul R. Clement - Cyber Worx

Kim Collins - Grand Junction Free Press

Sherrri Colton - My Wireless Inc/Verizon

Wireless Authorized Retailer

Bonnie Connors - Coldwell Banker Home Owners Realty, Inc.

Jan Cooper - RE/MAX Two Rivers - Jan Cooper

Janet Corlett - Arcadia

Jim Corley - State Farm Insurance - Jim Corley Agency

Kim Crane - State Farm Insurance - Jim Corley Agency

Amanda Crysler - Senator Ben Nighthorse Campbell

Jan Curtis - Things To Do Magazine

The Daily Sentinel Sales Team

Roxie Denning - Mesa National Bank - Downtown

Dennis Durmas - Monument Refuse Service

Peter Ellinwood - Bray & Company/GMAC Real Estate

Al Fehlman - Papers, Ink

Gale Fehlman - Papers, Ink

Linda Findley - Grand Junction Free Press

Nicole D. Fisher - Monumental Entertainment Companies, Inc.

Rebecca Fleishman - Bresnan Communications

Angela Fleming - AutoPaychex, Inc.

Allison Flynn - A. Flynn & Assoc.

Jeff Freeland - Waddell & Reed, Inc.

Greg Freeman - Freemans Barber Stop

Vern Gray - KJCT - TV

John Gribben - TRIAD EAP

Peggy Hall - Employee Administrators, Inc.

Kathy Hall - Kathy Hall & Associates

Lu Ann Harrah - Harrah's - Hair - Skin - Nails

Mark Harrington - Jammin' Salmon Seafoods, LLC

Rick Hensley - Pyramid Printing, Inc.

Jim Hill - Waddell & Reed, Inc.

Dana Hobika - Rock Solid Broadband

Patti Hoffman - Summit Coaching & Consulting Services

Lindsay Holmes - Inspection Facilitators, Inc.

Todd Hoyt - Comcast Advertising Sales

Shawn Hurley - Neighborhood Mortgage

Brian James - Grand Junction Free Press

Tom Kaper - Colorado West Financial

Services, LLC

Rich Kaul - Merrill Lynch

Clark Kepple

R. Michael King, CSS - King Insurance Service/Farmers Union Service Association

Steven M. Kinkead - Wall Street Financial Planners, Inc.

Lu Kunzelman - Kunzelman Graphics, Inc.

Ryan B. Lewis - Ryan, Whitney & Company, LLC an IBM/Lotus Business Partner

Richard Long - Freedom Walker/Rehabilitare

Jon Lovell - Body Mechanics

Karen Madsen - A. G. Edwards & Sons, Inc.

Diana Mathis - Monument Realty, Inc.

Brad McCloud - KJCT - TV

Tammy Medaris - Westaff

Barbie Miller - Canyon View Vineyard Church

Ted Montoya - Mesa Developmental Services/SPEC-TRA Enterprises

Allison Moore - PartyLand of Grand Junction

Donia Moore - Hawthorn Suites Hotel - Downtown

Rick Morey - Go! Networks

Paul Petersen - Mesa Mall/The Macerich Co.

Gay Reynolds - Shoppers' Hotline

Joe Reynolds - Neighborhood Mortgage

Ken Richards - Alpine Bank Grand Junction

Bill Rockwood - Wells Fargo Bank N.A. - Grand Junction

Mitchell B. Rothman - The Rothman Law Firm

Lois Ryan - Ryan Property Management Services

Stacy Scraper - MCC Drug & Alcohol Screening, Inc.

Allison Shain - AutoPaychex, Inc.

Steve Sheehy - Nancy's Chicago Style Stuffed Pizza

Lowell J. Shormann - Financial West Group

Daniela Shultz - Networks Unlimited

Stacey Smith-Bybee - KJCT - TV

Mike Stahl - Hilltop Community

Resources, Inc.

Rose Szanto - Professional Solutions

Bob Taylor - TRAVELHOST of Grand Junction

Don Teets - Don Teets Investments

Margie Thomas - Great Lakes Airlines

Nathan Thurman - New York Life Insurance Company

Fay Timmerman - Manpower Staffing & Training Services

Carol Todd - Merrill Lynch

Scott Troy - Colorado Discover Ability

Integrated Outdoor Adventures

Marlayne Tucker - KJCT - TV

Sheryl Van Hole - Rocky Mountain Health Plans

Marty Wacker - Bray & Company/GMAC Real Estate

Sam Wegh - Monument Gage & Grinding

Richard Weigand - RE/MAX Two Rivers Realty, Inc.

Michele Weygandt - Chadwick, Steinkirchner, Davis & Company, PC

Kay Wheeler - Kasey & Co.

Timothy D. Williams - Telephone Systems Consultants, Inc.

Sherry Wood - Wellness Connection, Inc.

Duke Wortmann - Mesa Systems, Inc.

Barbara Zigman - Brainstorm Internet

In **January 2004** there were **33,209** referrals

registered in the online business directory found at [www.gjchamber.org](http://www.gjchamber.org)

#### TOP FIVE MEMBERS REQUESTED:

1. Adam's Mark Hotels & Resorts
2. Holiday Inn of Grand Junction
3. Days Inn/Goodpastures Restaurant
4. Hampton Inn - Downtown
5. Hawthorn Suites Hotel

#### TOP FIVE CATEGORIES REQUESTED:

1. Hotels/Motels
2. Restaurants
3. Real Estate
4. Banks
5. Construction

If you have not already taken advantage of this valuable member benefit, contact Shari Kay Brokenicky to have your web site and your e-mail linked to [www.gjchamber.org](http://www.gjchamber.org). Call or e-mail at 242-3214, [shari@gjchamber.org](mailto:shari@gjchamber.org).



# March 2004

## Chamber Events Calendar

For a complete listing of  
community events, visit  
[www.gjjchamber.org](http://www.gjjchamber.org)

<b>1</b> Monday	<b>2</b> Tuesday	<b>3</b> Wednesday	<b>4</b> Thursday	<b>5</b> Friday
<p>12 p.m. Leads Group 12 p.m. Leadership Committee</p>	<p>11:45 IDI 12 p.m. Leads Group</p>	<p>7 a.m. Chamber Rangers at Adam's Mark 11:30 a.m. Lunch &amp; Learn</p>	<p>7 a.m. Leads Group 12 p.m. Leads Group</p>	<p>7:30 a.m. Leads Group  Science Fair</p>
<p><b>8</b></p> <p>12 p.m. Leads Group 4 p.m. Membership Committee</p>	<p><b>9</b></p> <p>7 a.m. Legislative Videoconference 10:30 a.m. Safety Council 12 p.m. Leads Group 12 p.m. Executive Committee</p>	<p><b>10</b></p> <p>7 a.m. Crime Stoppers 11:30 a.m. Lunch &amp; Learn</p>	<p><b>11</b></p> <p>7 a.m. Leads Group 12 p.m. Leads Group (at Main Street Bagels) 12-5 p.m. Brownfields Foundation Meeting</p>	<p><b>12</b></p> <p>7:30 a.m. Leads Group 12 p.m. Transportation</p>
<p><b>15</b></p> <p>12 p.m. Leads Group</p>	<p><b>16</b></p> <p>12 p.m. Leads Group 12 p.m. Blue Chip Team</p>	<p><b>17</b></p> <p>4:30 p.m. Chamber Rangers at Johnny Carinos</p>	<p><b>18</b></p> <p>7 a.m. Leads Group 12 p.m. Leads Group</p>	<p><b>19</b></p> <p>7:30 a.m. Leads Group</p>
<p><b>22</b></p> <p>12 p.m. Leads Group</p>	<p><b>23</b></p> <p>7 a.m. Legislative Videoconference 12 p.m. Leads Group</p>	<p><b>24</b></p> <p>11:30 a.m. Lunch &amp; Learn</p>	<p><b>25</b></p> <p>7 a.m. Leads Group 7:30 a.m. Chamber Board 12 p.m. Leads Group 4 p.m. MCBEF</p>	<p><b>26</b></p> <p>7:30 a.m. Leads Group</p>
<p><b>29</b></p> <p>12 p.m. Leads Group</p>	<p><b>30</b></p> <p>12 p.m. Leads Group 4 p.m. New Member Orientation 5:30 p.m. Business After Hours at the Walker Field Airport</p>	<p><b>31</b></p> <p>11:30 a.m. Lunch &amp; Learn</p>		



# CHAMBER GOVERNMENTAL AFFAIRS UPDATE

*The Grand Junction Area Chamber of Commerce continues its work during this 2004 legislative session to represent the business community and to oppose attempts to increase the cost of doing business.*

## Retail Food License Fee Increase Dies:

A bill that would have doubled (and in some cases tripled) the annual state licensing fees for retail food establishments – including restaurants and grocery stores – died last week in the House Finance Committee. The Grand Junction Area Chamber of Commerce had lobbied against House Bill 1239, and had contacted the bill’s sponsor as well as each individual member of the House Finance Committee to inform them of the Chamber’s opposition to the legislation. The Chamber believes that businesses should not have to bear a disproportionate burden of the costs associated with licensing and regulation.

## Chamber Annual Legislative Trip A Success

The Chamber’s annual “Legislative Trip to the Capitol” on February 26<sup>th</sup> and 27<sup>th</sup> was a great success, bringing nearly fifty business and community leaders to Denver to see the legislative process firsthand. The Chamber’s delegation hosted a dinner for over thirty state legislators, in addition to meeting with State Treasurer Mike Coffman, Economic Development director Bob Lee, Higher Education Commission head Tim Foster, Department of Natural Resources director Russell George and others to discuss business issues important to Western Colorado.

## Water Legislation: Chamber Supports Mitigation and Notification

The Chamber legislative guidelines have consistently stressed the need for water legislation that provides for mitigation and that incorporates cooperation, collaboration and partnerships when addressing statewide water issues. With these principles in mind, the Chamber is supporting a number of water-related bills pending in the state legislature, including:

- **HB-1040**, which would require satisfactory mitigation for a water basin whenever water is removed from it and diverted to another basin.
- **SB-101**, which would require Front Range realtors to disclose when more than 50% of a property’s water supply comes from a non-renewable source. This is intended to stabilize the future demand on Western Slope water.

## Chamber Supports CAPCO Overhaul:

Intended to be economic development tools, CAPCOs are organizations that provide venture capital for new or expanding businesses in Colorado. The Chamber’s supports two of these CAPCO-related bills, and believes that they represent the most desirable options for reallocation of the CAPCO tax credits:

- **SB-106** would abolish a second scheduled \$100 million CAPCO tax credit and would instead channel the money into a new and competitive “Venture Capital Authority.”
- **HB-1206** would direct a portion of the tax credits to the CoverColorado program, which is the state’s insurance pool for individuals who are otherwise uninsurable. Currently, businesses are assessed a fee for the funding of this program through insurance premiums.



**EMPLOYEE Administrators INCORPORATED**

Grow your business without all the administrative hassles.

- PAYROLL
- BENEFITS ADMINISTRATION
- WORKERS COMP/SAFETY
- HUMAN RESOURCES

Professional Employer Organization

**970-244-8990**

1048 Independent Ave. #A205.....Grand Junction, CO 81503



**UPS**  
proudly supports the  
**Grand Junction Chamber of Commerce**

## WELCOME NEW MEMBERS!

*The Chamber encourages all members to do business with each other.  
Please add these new members to your Membership Directory and Buyer's Guide.*

### **Body Mechanics**

514 28 1/4 Rd, Ste 4  
Grand Junction, CO 81504  
(970) 242-8885  
www.bodymechanicsmassage.com  
Jon Lovell  
*Massage: Therapeutic*

### **Coldwell Banker H.O.R. - Lori Wood**

2499 Hwy 6 & 50  
Grand Junction, CO 81505-1106  
(970) 234-5674  
www.gjhomes.com  
Lori Wood  
*Real Estate: Commercial/Residential/  
Agricultural*

### **Colorado Discover Ability Integrated Outdoor Adventures**

552 Jurassic Ct  
Fruita, CO 81521-2991  
(970) 858-0200  
www.coloradodiscoverability.com  
Tyler Jones  
*Non Profit*

### **Dolce Vita**

336 Main St, Ste 101-104  
Grand Junction, CO 81501-2459  
(970) 242-8482  
Sharme Perucchini  
*Restaurants/Night Clubs*

### **Energy Equipment & Supply**

PO Box 1969  
Grand Junction, CO 81502-1969  
(970) 245-7269  
Fred Pierce  
*Industrial Supply*

### **Farina, Alan**

3219 1/2 Bunting Ave  
Clifton, CO 81520-7899  
(970) 434-8372  
Alan Farina  
*Individuals*

### **Freeman's Barber Stop**

1121 North Ave, Ste B  
Grand Junction, CO 81501-3179  
(970) 245-7602  
Greg Freeman  
*Beauty: Salons/Barber Shops/Supplies*

### **Illumination Designs, Inc.**

915 24.5 Rd  
Grand Junction, CO 81505-9781  
(970) 255-9200  
Deborah J. Thomas  
*Lighting: Fixtures & Supplies*

### **Jan Wilkenson, CPA**

101 South 3rd St, Ste 263  
Grand Junction, CO 81501-2409  
(970) 241-1958  
Jan Wilkenson  
*Accountants: Certified Public*

### **Juice Stop/Grand Junction**

2059 S Broadway  
Grand Junction, CO 81503-8707  
(970) 241-0939  
Janet Burkey  
*Restaurants/Night Clubs*

### **MAACO Auto Painting & Bodywork**

2926 North Ave  
Grand Junction, CO 81504-5317  
(970) 241-5922  
Scott Eller  
*Automobile Repairs & Service*

### **MCC Drug & Alcohol Screening, Inc.**

1236 N 7th St  
Grand Junction, CO 81501-3002  
(970) 256-7772  
Stacy Scrapper/Lynn Haynes  
*Drug/Alcohol Screening*

### **Mountain Clear Water Company, Inc.**

307 Bookcliff Ct  
Grand Junction, CO 81501-2021  
(970) 433-2060  
Thane DePuey  
*Water: Bottled/Delivery*

### **Andrew J. Nolan, PC**

660 White Ave  
Grand Junction, CO 81501  
(970) 242-0885  
Andrew Nolan  
*Attorneys*

### **Oakley/Wanebo Wealth Management Group**

PO Box 490  
Grand Junction, CO 81502-0490  
(970) 242-8262  
Chuck Wanebo  
*Financial Advisors or Services*

### **Reigles Mechanical, LLC**

2818 1/2 North Ave  
Grand Junction, CO 81501-7027  
(970) 242-3282  
Richard Reigles  
*Mechanical Service Contractor*

### **Ryan Property Management Services**

2527 B Shetland Dr  
Grand Junction, CO 81505-1440  
(970) 263-8891  
Lois Ryan  
*Property Managers*

### **Slemon Company**

359 Main St, Ste 5  
Grand Junction, CO 81501-2408  
(970) 263-9400  
David R. Slemon  
*Real Estate Developers & Investors*

### **The Sleep Factory, Inc.**

445 Colorado Ave  
Grand Junction, CO 81501-2510  
(970) 256-0042  
www.thesleepfactory.com  
Jonathan Wheeler  
*Furniture*

### **Tri-County Distributors Inc.**

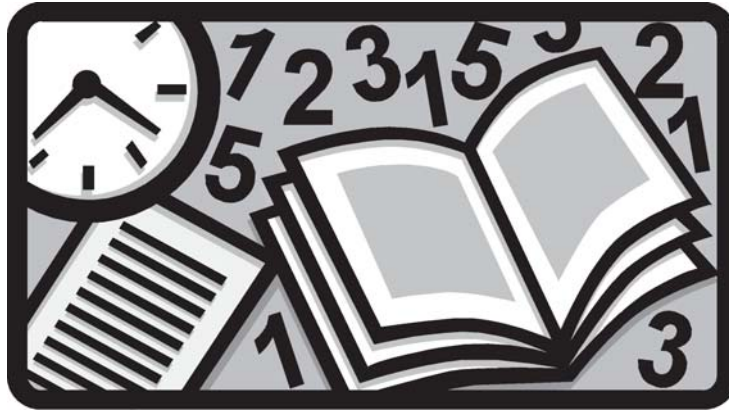
738 Scarlet Dr, Ste B  
Grand Junction, CO 81505  
(970) 255-8884  
Scott Romine  
*Distributors/Wholesalers*

### **Western Colorado Protection Services (WCPS)**

2830 North Ave, Ste C5B #302  
Grand Junction, CO 81501  
(970) 243-4113  
John Hemphill  
*Security/Guard & Patrol Services*

### **Western Healthcare Alliance**

715 Horizon Dr, Ste 401  
Grand Junction, CO 81506  
(970) 683-5227  
Carolyn Bruce  
*Non Profit*



## LUNCH AND LEARN SERIES

### MARCH'S TOPIC: EMPLOYEE BENEFIT PROGRAMS

We know our members are busy individuals with many demands on their time. Yet our ever-changing business environment requires that we continue to update our management skills. For that reason, the Chamber is introducing a new program to help you stay up to date. Each month we will focus on a business topic and offer a series of lunchtime lessons on that topic from 11:30 to 1:00 p.m. at the Chamber Office. Sign up for one or all of the sessions. Cost is \$25 per session or \$85 for the complete series, and each session includes a box lunch.

- March 3rd** "Employee Assistance Programs," presented by the John Gribben (TRIAD EAP)
- March 10th** "Health Insurance - Plans, Trends and Options," presented by Rocky Mountain Health Plans, Home Loan Insurance and Moody Valley Insurance
- March 22th** "Flex Benefit Plans," presented by Terry L. LaCount, CPA & Kathy M. White, CPA, CVA (Chadwick, Steinkirchner, Davis & Co.)
- March 31st** "Wellness Programs," presented by Sherry Wood (Wellness Connection, Inc.)

**Company Name:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Attending (Names):** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **FAX:** \_\_\_\_\_ **EEmail:** \_\_\_\_\_

**Method of Payment:**  Bill My Chamber Account  Check Enclosed

Charge My MC/VISA/Discover # \_\_\_\_\_ Exp. Date \_\_\_\_\_

**Authorized Signature:** \_\_\_\_\_

**RETURN TO: GRAND JUNCTION AREA CHAMBER OF COMMERCE, 360 GRAND AVE., GRAND JCT., CO 81501 OR FAX: 970-242-3694  
OR REGISTER ONLINE AT WWW.GJCHAMBER.ORG**

All events require preregistration and prepayment. Registration fees are nonrefundable four business days prior to event. Substitutions may be made at any time. If special assistance is needed, you must notify the Chamber four days prior to the event.



## COMMITTEE UPDATES

**Membership Committee** is currently working on developing a formal retention plan to help new members maximize the results from their membership investment with the Chamber. The group meets the second Monday of each month at 4:00 p.m., and would welcome new committee members interested in working on membership benefits and issues.

**Transportation Committee** meets the second Friday of the month at noon and would also welcome interested members. The group typically receives updates on local and regional transportation issues, including mass transit and air service. In addition to monitoring, they also identify issues of interest to the membership and make policy recommendations to the Board of Directors.

**Chamber Rangers** are focused on being the goodwill ambassadors of the Chamber. This year they will incorporate a monthly briefing on various Chamber committees in order to become better informed about the organization. Additionally, they have implemented a new point system to help reward Rangers who participate regularly in Chamber events, and will be acknowledging long-standing members in the organization.

## BROWNFIELDS FOUNDATION MEETING

Environmental risk can make real estate transactions difficult. The Colorado Brownfields Foundation invites you to participate in a discussion of risk management issues and help to develop recommendations for public policy reform and to advise private-sector environmental insurance carriers on Colorado's needs. This research project, part of a national effort, is being conducted by the non-profit Colorado Brownfields Foundation, in cooperation with the Northern Kentucky University and University of Louisville. A discussion will be held at the Grand Junction Chamber on March 11, from 12:00 pm to 4:00 pm. For more information call 303-641-8841 or visit [www.ColoradoBrownfieldsFoundation.org](http://www.ColoradoBrownfieldsFoundation.org).

## DOWNTOWN NEIGHBORHOOD COFFEE

The Chamber hosted its first Neighborhood Coffee of 2004, sponsored by Community First Bank at the Hampton Inn-Downtown on February 18<sup>th</sup>. With 34 people in attendance, the group discussed future plans for parking accommodations in the downtown area, the reauthorization of the Downtown Development Authority taxing mechanism that will be needed next year, the ongoing transient issue, and the future of an Events Center. The Chamber has plans for six additional neighborhood coffees in various parts of the city this year.

# FORTSON

## COMMUNICATIONS

**Creative, Successful Solutions for Web-based & Traditional Marketing**

- ◆ **Web Site Design, Maintenance & Optimization** - put the web to work for you 24/7 and keep your site fresh and effective
- ◆ **Online Marketing Strategies & Shopping Carts** - promote and sell your products and services online... worldwide!
- ◆ **Copywriting and Editing** - press kits, brochures, catalogs, newsletters, grant proposals, book proposals and more...
- ◆ **Publicity Blitzes** for companies, non-profits and speakers
- ◆ **TV News Clips** - one call gets you archived video copies of all news on all 3 Grand Junction major network affiliates

**For more information and samples of our work please visit our website at [www.fortcom.com](http://www.fortcom.com) or call Ed (970-257-0872) or Leigh (970-257-0871)**

**Optimize Sales, Name Recognition and Communication**

## *Attention*

### Mesa County Chamber Members

Do you...

- Strive to attract and keep the best employees?
- Struggle to balance your benefits package and your budget?
- Worry about the cost of health care coverage?

The Grand Junction Area Chamber Association Health Plan for small groups may help!

Call 970-453-2981 for more information.

Grand Junction Area  
**Chamber**  
"Your Business Connection"

ASSOCIATION HEALTH PLAN  
offered by Rocky Mountain Health Plans

## TALK ABOUT TARGETED MARKETING

Remember the story about William Tell? He was so confident in his archery abilities that he bet he could hit an apple off the top of his son's head with an arrow...and he did!

Are you that sure about *your* marketing efforts?

Web marketing with the Grand Junction Chamber of Commerce is the ideal way to hit your target audience. In 2003, over 193,000 visitors came to the Chamber website to find specific information about local businesses, area events and information about moving into the Valley.

To give you an idea of how your prospective target audience accesses the Chamber website, check this out: In 2003, the top three categories accessed through the Chamber website included Hotels/Motels (75,441 visits), Restaurants (65,286 visits), and Real Estate (45,411 visits).

The Chamber is now adding online sponsorship opportunities to help its members (you) better access target audiences. Only four ads are available per section. With rates starting at \$100 per month, can you afford not to get your message out?

Web advertising rate cards are now available. Please contact Sheri Eisenhauer at 242-3214 to reserve reserve your spot. Initial response has been fantastic and reservations will be taken on a first-come-first-serve basis.

Web marketing is a great way to reach your market...how about them apples?



COMMERCIALS  
PROMOTIONAL  
SAFETY  
TRAINING  
WEDDINGS  
SPECIAL EVENTS  
PHOTO MONTAGE  
FILM TO VIDEO

(970) 241-7084  
(888) 372-8880  
(970) 241-4933 FAX  
foxhaven@bresnan.net  
www.foxhavenvideo.com



**Reach  
new  
heights  
in color  
printing  
quality...**

**Our Four-color Direct Imaging press gets it done...**

- FAST**  
Color printing directly from digital files in hours
- ECONOMICAL**  
Ideal for runs of as few as 100 or as many as 20,000
- GENUINE**  
Highest quality digital offset printing available (*real ink...not toner!*)
- RELIABLE**  
Accurate, consistent, repeatable color reproduction
- ENVIRONMENTALLY FRIENDLY**  
Waterless process, no chemicals or heavy metals

**Interested? Call 970-245-1294**

**without getting soaked for fast turn-around on low quantities.**



## RECENT RIBBON CUTTINGS

To schedule a ribbon cutting if you have a new business or are a Chamber member who has moved or expanded, call Coleen at 970-242-3214.



Brainstorm Internet, 634 Main St, Ste 3, Grand Junction, CO 81501, (970) 245-6366 - New Business



Culligan Water Technologies, 2375 Leland Ave, Grand Junction, CO 81505, (970) 243-0628 - New Location



Island Ink-Jet at Mesa Mall, 2424 US Hwy 6 & 50, Grand Junction, CO 81505, (970) 243-4655 - New Business



Lightning Quick Print, 1150 N 25th St, Ste F, Grand Junction, CO 81501, (970) 245-1994 - New Owner



State Farm Insurance - Jeff Chandler, 203 Grand Ave, Grand Junction, CO 81501, (970) 257-1300 - New Business

### FOR YOUR INFORMATION

	01/03	01/04	01/1 -01/31/04
Relocation Requests	199	76	76
Tourist Requests	113	104	104
Telephone Calls	1,474	1,487	1,487
Walk-in Requests	493	350	350
Misc. Requests	35	32	32
Referrals to Businesses	35,571	33,209	33,209
Visits to Website	16,068	77,851	77,851

## Pass It On!

The Chamber provides services and programs for you and your employees. Once you've read this, pass it on to others at your business.

Routing:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

## CHAMBER OF COMMERCE MISSION:

*“The Grand Junction Area Chamber of Commerce will represent business and promote a vision for economic growth.”*



**WELLS FARGO**

The Next Stage®

## Tell us where you want to go – we'll find a way of getting you there.

We can deliver the full range of financial products and services you need to help make your financial dreams a reality. Whether you want to open a new checking or savings account or apply for a personal loan or line of credit, Wells Fargo is here to help. We're the community bank that can take you places.

Grand Junction • 2808 North Avenue • 242-8822  
GJ - Downtown • 359 Main Street • 243-1611  
Clifton • Peachtree Shopping Center • 434-2320  
Mesa State College • College Center • 263-7761  
Redlands • 2251 Broadway • 241-9000  
Mesa Mall • 2415 F Road • 241-9000

© 2003 Wells Fargo Bank, N.A.

wellsfargo.com

Member FDIC

**gjchamber.org**  
YOUR LINK TO BUSINESS

Grand Junction Area  
Chamber of Commerce  
360 Grand Avenue  
Grand Junction, CO 81501

970-242-3214  
Fax: 970-242-3694  
info@gjchamber.org

Periodicals  
Postage  
PAID AT  
Grand Junction  
CO 81501

Grand Junction Area  
  
*Chamber*  
"Your Business Connection"