



gjchamber.org

YOUR LINK TO BUSINESS

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What we've done for you recently...

The first quarter of 2009 saw local businesses reeling from the economic downturn but with challenges come opportunities. Here are some of the ways the Chamber created opportunities for your business in the first three months of this year:

- Networking efforts were enhanced to include social networking opportunities for members via internet sites linked to member's contact information in the Chamber's online directory. A social networking class was held at the end of March to instruct members on how to utilize these tools and a private networking site will be available in April to enhance member networking.



March Networking@Noon

- Face to Face networking opportunities were presented every month via Business After Hours, Leads Groups, Networking at Noon (which is now held monthly) along with special networking venues like the Chamber Annual Banquet.
- Being the Voice of Business took center stage as the State Legislature convened. To date, the Chamber has offered four video conferences and two trips to Denver so that Western Slope

businesses could lobby lawmakers directly. The organization has also taken positions on over 20 business related bills in Colorado and has opposed the Employee Free Choice Act which was recently introduced in Congress.



Schwenke speaks at COGCC Rally

- Enhancing our website's Business Tools section, introducing new training programs for small businesses, assisting IDI in completing the Bookcliff Technology Park and updating data needed by the business community aided our continual efforts to strengthen the local economy.
- Acting as a marketing partner to our members the Chamber produced and distributed a business directory, continued to add member online coupons to our site, updated our community profile and referred members to potential clients more than 7200 times.

Chamber Takes Action

At the March meeting your directors...welcomed new Board member Ron Tillery, heard a presentation from Carter Mathis on the future of the energy sector in Western Colorado, accepted three new members into the association and reviewed recent committee activities.

Grand Junction Area Chamber of Commerce Board of Directors

Dean Massey, Wells Fargo Bank -
Chairman

Chip Barbieri, DT Swiss, Inc.

Betty Bechtel, Bechtel and Santo,
LLP - Past Chair

Becky Brehmer, Razzmatazz

Omar Campos, Omar's Catering

Earl Cogdill, U.S. Tech

Matthew Collins, Lewis
Engineering, Inc.

Lois Dunn, Invest in Colorado
West, Inc.

Lori Ellis, Johnson's House of
Flowers

Tim Foster, Mesa State College

Cherie Gorby, St. Mary's Hospital &
Regional Medical Center

Steven Gunderson, US Bank

Wade Haerle, EIS Solutions

David Hibberd, Big Nugget Supply,
Inc.

John Hopkins, Rocky Mountain
Health Plans

Craig Lamberty, United Companies
- Chair Elect

Lynne Sorlye, Holiday Inn of
Grand Junction

Ron Tillery, Hoak Media

Derek A. Wagner

Chairman's Report by Dean Massey



At the beginning of last month we switched to daylight savings time. As the newspapers like to say we made the effort to "spring forward." I'd like to make that our motto for the next

few months here at the Chamber.

We've been doing a lot of "opposing" actions in the past few months in an effort to protect our local and state business climate. I firmly believe those actions are necessary and extremely important if we are to be true to our mission to represent business. That being said, the end is in sight for this session of the state legislature (Thank God!) and we are about to elect a new City Council, one that we hope will be even more attune to the need of businesses during this recession. So let's spring forward and start working on the positive things that can strengthen our businesses and help build our community. It is time to start thinking and acting positive even if our economy isn't (Shocking words for a conservative banker to write but I like to surprise you once in awhile).

By the time you read this you will have already received an electronic survey asking your thoughts on prioritizing future community infrastructure needs like road improvements, public safety facilities and schools. Now is the time for us to plan for growth because it will come

again at some point and we need to be ready to "spring forward" into action. Help us determine where to best focus our efforts.

The Chamber's Grand Junction Forum is also busy continuing to do some major crystal ball gazing at what we want this community to become in the next decade or two. A logical next step is bringing more people into that process in a variety of ways. There will also be more opportunities to add our individual and collective input on the City's Comprehensive Plan.

Here at the Chamber we are implementing a series of new initiatives to help local businesses thrive. This month we are launching ASK (Ask, Seek, Know) Afternoons, an opportunity to spend fifteen minutes with an expert in key business areas such as accounting, marketing and (of course!), banking. Member focus days, where the staff will spend the entire day in dialogue with you the members begins as well. The Chamber is also taking over 40 people to China in early April. Yes, there will be sightseeing but there will also be business meetings and opportunities to expand customer bases to global lengths. These are additions to our already crammed calendar of networking and marketing venues.

So, as the peach trees bloom in the Grand Valley, let's get busy planting the seeds of a vibrant economy! It's time!

Dean

www.gjchamber.org

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Chamber of Commerce
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Grand Junction, CO 81501
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2009 Chairman's Circle Members

Alpine Bank

American National Bank

Anthem Blue Cross Blue Shield

City Market

ConocoPhillips

FCI Constructors, Inc.

Grand Junction City Government

Holiday Inn of Grand Junction

Qwest Communications

Rocky Mountain Health Plans

St. Mary's Hospital & Regional Medical
Center, Inc.

US Bank

Wells Fargo Bank

Chamber Heads to China

Forty plus members of the Chamber and the community are traveling to China early this month. Several members have business meetings set up in Beijing and Shanghai to meet with Asian companies to explore possible relationships.

This is the first time the Chamber has sponsored such a trip. "It is critical that in a global economy that the Grand Junction Area Chamber facilitate global business relationships and opportunities for business," noted Diane Schwenke, CEO.

Based on the results and feedback from this pilot effort more trips may be scheduled.



Forbidden City

Chamber Appreciates Insurance Help

In our leads groups and other venues we often encourage our members to provide a testimonial for a fellow Chamber member who has provided outstanding customer service or gone "above and beyond." Now it is our turn.

Everyone is doubtless aware of the major "sewer event" that occurred at the Chamber the last week in January. The resulting damages were in the forty thousand dollar range and our insurance policy had coverage for only \$10,000. The gap in funding was a big chunk of change for a non-profit in challenging economic times.

Home Loan Insurance and Colorado Casualty Company recognized our plight and together were able to make a sizeable payment beyond our coverage to help with this unexpected cost. We wish to thank them and publicly acknowledge how they came through for us at a critical time.

The Daily Sentinel's 3rd Annual
HEAD to TOE
 Women's Expo
 Sunday, April 19th
 at Two Rivers Convention Center

sponsored by

 St. Mary's Hospital
 The Regional Medical Center

Exhibitor space is going quickly!

Call your Daily Sentinel advertising representative or 256-4289 today to reserve your spot.



We all know that identity theft is a rising crime in America, and we want to make sure that your hard-earned money is safe. Connect with American National Bank, and put your mind at ease. We provide an identity theft protection service called IDSafeChoice **FREE** on all personal checking accounts!

American National Bank, where...

We Appreciate Customers Every Day!


AmericanNationalBank®
 Your Perfect Financial Fit

6th and Rood
 24 and F Road
 Coronado Plaza in Clifton
 12th and Patterson
 Orchard Mesa City Market
 Fruita City Market

970-242-5211 • anbank.com • Member FDIC

Connecting
 with our
 Customers...
 and our
 Community

Chamber Voices

Welcome to *Chamber Voices*, each month we will ask selected members a question about key business issues in the community and showcase their answers so you can see what your neighbors are thinking. If you'd like to be a part of this effort let us know by sending an email to diane@gjchamber.org.

Question: *Why do you belong to the Grand Junction Area Chamber of Commerce?*

Jackson Berry
Omega Realty and Associates



Every great relationship begins with some kind of introduction. Being involved with the Chamber has provided excellent networking opportunities where I have made valuable introductions. The Chamber also provides information about our community which

we use to better understand the market we serve, and to introduce it to friends from other parts of our county and world. I work with a lot of new businesses and businesses new to Grand Junction; the Chamber is an invaluable resource to assist my customers and clients. Their advocacy of business is important to our community.

Kris Cox
Labor, Etc.



Labor Etc. has been a member of the Chamber since 2002. One benefit that we see all the time is the referrals from the Chamber members seeking assistance with finding employees. We

have developed some long lasting relationships with two companies that were the result a direct referral from the Chamber. We have also benefitted from all the numerous networking opportunities, such as, Business After Hours, Chamber Rangers, Directory Deliveries and the Chamber Membership Drive. We also appreciate the Legislative Recaps of Bills that directly relate to our industry.

Brad Dickes
KREX-TV



"Being involved with the Chamber has helped me in two different ways. First, being a part of a leads group has helped me to find new clients. Second, the Chamber offers valuable resources about the local area that helps me to provide better research to my clients. As a result of

both of the above, I am a better media sales person."

Jessica Lehto
Grand Junction Soccer Club



"The Chamber has helped the Grand Junction Soccer Club through the multiple networking events that they host for chamber members. The Chamber

has provided the opportunity to meet that one person from that one business that you really have been trying to get in touch with but had trouble getting on the phone. Making the situation even better you can be introduced through one of the relationships that you have built through your membership."

Tom Welch
Alpha/Omega Electric LLC



I can attest to receiving 8 jobs at the "business after hours" so far in 2009. The people are great and the time is fun.



Welcome

New Members
Chamber

Please add to your Membership Directory and Buyer's Guide



All-Test LLC

1000 N 9th St, Ste 19
Grand Junction, CO 81501
Troy Sievers
(970) 244-8378
www.mesacountyalltest.com
Drug/Alcohol Screening

Farmers Insurance Group - Wade Kolander

1354 E Sherwood Dr
Grand Junction, CO 81501
Wade Kolander
(970) 261-7254
Financial Advisors or Services

Jerry Newman Physical Therapy

2470 F Rd Ste 4
Grand Junction, CO 81505
Jerry Newman, PT
(970) 242-3878
Physical Therapy

Grand Valley Curbing

1108 Dyer Rd
Whitewater, CO 81527
Scott Stratman
(970) 257-1058
www.grandvalleycurbing.com
Landscape Contractors/Construction

G4S Wackenhut

14111 E Alameda Ave, Ste 300
Aurora, CO 80012-2565
Kara S. Plender
(303) 341-4433
www.wackenhut.com
Security, Guard & Patrol Services

Lizard Head Productions

632 Americana Dr
Grand Junction, CO 81504
Tim Currey
(970) 270-3823
Entertainment: Mobile Disc Jockey

Leadership Class Applications Available

"This class opened my eyes to how various sectors of the community are connected and impacted by each other...I never knew!"

"Before taking this class I knew I wanted to do something for the community but now I have a much clearer idea of how I can use my talents and interests to make this a better place."

"Being relatively new to the area I found this experience invaluable in introducing me to the community and to some new friends and professional colleagues I can call on in the future."

These are just a few of the comments that past class members have made about the Mesa County Leadership Program. It was formed to educate future leaders of Mesa County about the community, in which they live, work and play. This ten months program touches on important subjects such as Water in the West, local, county and state government, health care, the non profit sector and much more. In addition there is team building and leadership skill development.

Over 100 outstanding local leaders have graduated from the program. Currently the Chamber is seeking

applicants for the 2009/2010 class beginning in September 2009 and ending, May 2010. Applications are available online at www.gjchamber.org or if you'd like to discuss the program in greater detail contact Diane at the Chamber office, 970.242.3214.



2009 Leadership Class Non Profit Day

APRIL 2009

Chamber Events Calendar

For a complete listing of
community events, visit
www.gjchamber.org

| <i>Mon</i> | <i>Tue</i> | <i>Wed</i> | <i>Thu</i> | <i>Fri</i> |
|--|---|---|--|--|
| | | 1 4 PM - MCBEF | 2 7:30 AM - Leads 7:30 AM Leadership Class 12 noon - Leads 4 PM - Western Colorado Construction Career Days Committee | 3 7:30 AM - Leads |
| 6 7:30 AM - Staff Planning 12 noon - Executive Committee | 7 | 8 7:30 AM - Energy Briefing 10AM - JUCO | 9 7:30 AM - Leads 12 noon - Chairman's Luncheon | 10 7:30 AM - Leads 7:30 AM - Planning Oversight |
| 13 7:30 AM - Staff Planning | 14 7:30 AM - Legislative Videoconference 10:30 AM - Safety Council | 15 | 16 7:30 AM - Leads 12 noon - Leads | 17 7:30 AM - Leads 12 noon - Transportation |
| 20 7:30 AM - Staff Planning | 21 12 noon - GJ Forum 4 PM - New Executives Program | 22 7:30 AM - Energy Briefing 11:45 AM - Networking@ Noon at Outback Steakhouse | 23 7:30 AM - Leads 7:30 AM - Board of Directors 12 noon - Leads 4 PM - Workforce Committee | 24 7:30 AM - Leads |
| 27 7:30 AM - Staff Planning | 28 7:30 AM - Legislative Videoconference 4:00 PM New Member Orientation 5:30 - 7PM - Business After Hours at Action Publishing | 29 2 - 5 PM Ask, Seek, Know (ASK) 4 PM - MCBEF | 30 7 AM - Leads 12 noon - Leads | May 1 7:30 AM - Leads |

Five Tips for Low-Cost Marketing

If you're a successful small business owner, you know the importance of marketing and advertising your business. Your budget, however, may keep your company from launching a large and expensive advertising campaign. Don't panic! Here are the Chamber's top picks for marketing on a shoestring.

TIP 1: Word-of-Mouth Referrals

Referrals from clients, vendors, family and friends are among the most effective ways to market and promote your business. Why? These resources serve as your "cheerleaders" and provide a testament to your reputation, as well as a reference for your business. Members of the Chamber are referred every single day via our website, phone calls and walk in traffic.



February Business After Hours at Wells Fargo Bank

TIP 2: Network, Network and Network

Done properly, networking should result in meeting new contacts, building lasting relationships and generating leads. Bring plenty of business cards to Chamber events that you can exchange with others. Collect cards and note clues on the back of the cards

you glean from the conversation. As soon as you return to your office, make a list of new contacts and begin contacting these new leads. The next major Chamber networking event is **Business After Hours on April 28th at Action Publishing...** make a reservation NOW!

TIP 3: Attend Free/Low-Cost Seminars

Do double duty while learning and bring your marketing materials to hand out during breaks and after the seminar. The Chamber and the Business Incubator regularly offer a variety of low cost seminars.



2009 Directory Delivery Volunteers

TIP 4 : Write Articles and Volunteer

Find ways to gain exposure for your business. Write an article or volunteer your expertise with the

Chamber and others! You'll gain free exposure for your business, free marketing, and possibly, leads and customers. The Chamber is now seeking experts in marketing, finance, accounting and legal issues to conduct short (15 minute consultations) with other Chamber members during a new program we are launching called **ASK (Ask, Seek, Know) Afternoons**. The first session is scheduled for April 29th, 2:00 to 5:00 PM.

TIP 5: Launch an E-mail Marketing Campaign

Offering a message to over 1,000 other business professionals in the valley via email is only \$50 at the Chamber. That is about the price of one business lunch. Tailor your message and link to your website. As a member you can also offer discount coupons on the Chamber website **for free**.

In closing, step outside your box! As a small business enterprise, you must wear many hats if you want your business to succeed. Marketing and sales is an investment in your business that you cannot afford to ignore.

strengthen the economy
marketing
PROMOTE

Represent Business
NETWORKING
politically active

If you don't know... ASK!

As a small business owner you are likely wearing many hats these days as you struggle to keep costs down and bring in new business. You probably also have lots of questions about how to run your business more effectively and efficiently. The Chamber is introducing a new program to help you find the answers.

ASK (Ask, Seek, Know)

Afternoons will offer members the opportunity to visit with professionals to get a quick answer to that one burning question that make a big difference in your business operations. Scheduled in fifteen minute segments these one on one consultations with experts in finance, marketing, employment and legal issues are ideal to "get the ball rolling".



Follow up sessions between participants may be needed for more complex or in depth questions but these sessions will give you a sense of whether that is needed or wanted along with offering you those knowledge gems that you just don't have time to spend hours researching on your own.

If you are a professional willing to volunteer to help with an ASK session or would like to schedule an appointment with an expert contact the office (970.242.3214 or info@gjchamber.org).

Chamber Refund Policy

Money is tight and the Chamber understands that the plans of members sometimes change when it comes to attending Chamber events. However, the Chamber does incur costs when a member cancels their attendance which is why we have a policy in place for charges and refunds.

Generally, if a meal is involved the Chamber must guarantee a number to the hosting facility four days prior to the event. Regardless of who shows up the Chamber is charged for those breakfasts or lunches. If our members cancel within that four day window we cannot offer a refund. However, members are welcome to send another person to the event. In fact, we encourage that action. Cancellations at least four days prior will result in a full refund of any payment made.

Business After Hours is a bit more flexible in terms of our food count and members who cancel prior to the event will receive a full refund. However, those who simply do not attend after a reservation has been made will be responsible for full payment.

Our policy is meant to insure that our Chamber member investments are used to actually serve the members and not to pay for "no shows".

Get the Facts in Chamber Profile

You read about the state of the national economy every day and the news is not good. But for business planning purposes you need to get the "real skinny" on what is happening on a local level. The Chamber has produced a new community profile that offers a thumbnail sketch of local economic activity along with community demographics and other useful community information. Copies of the new publication will be available by mid-month at the Chamber office. All membership levels receive some copies of the profile at no cost beginning with Business Memberships who receive ten and ranging up to 1,000 free copies at the Chairman level. Additional copies beyond the initial allocation are available at a cost of fifty cents per piece to defray printing costs.



FOR YOUR INFORMATION

| | 02/08 | 02/09 | 1/1 - 02/28/09 |
|-------------------------|--------|--------|-------------------|
| Relocation Requests | 36 | 22 | 44 |
| Tourist Requests | 81 | 2 | 2 |
| Telephone Calls | 404 | 404 | 1,026 |
| Walk-in Requests | 116 | 116 | 289 |
| Referrals To Business | 37,445 | 20,565 | 51,316 |
| Unique Website Visitors | 11,646 | 11,310 | 21,689 |

Putting the "Us" in Business!

We all know the tremendous impact that keeping dollars churning in the local economy can have as those dollars pass from business to business. Beginning this month the Chamber encourages you to do business with fellow Chamber members that offer products and services you may be looking for. Featured this month are landscaping companies and nurseries.

AAA Lawn Care

Grand Junction, CO 81501
(970) 234-1607
Landscape/Grounds Maintenance

Ace Hardware of Clifton

569 32 Rd Unit 4
Grand Junction, CO 81504
(970) 523-0445
www.acehardware.com
Hardware

Ace Hardware on the Redlands

2140 Broadway Unit A
Grand Junction, CO 81507
(970) 242-2777
www.acehardware.com
Hardware

Avalon Landscaping and Maintenance, Inc.

312 E Highland Dr
Grand Junction, CO 81503
(970) 243-2818
Landscape/Grounds Maintenance

Bookcliff Gardens Nursery & Landscape

755 26 Rd, Grand Jct., CO 81506
Dennis Hill - (970) 242-7766
www.bookcliffgardens.com
Garden Centers & Nurseries

Ciavonne, Roberts & Associates

222 N 7th St
Grand Junction, CO 81501
(970) 241-0745
www.ciavonne.com
Landscape: Architects/Planners/
Designers/Construction

Delta Implement

2326 Interstate Ave
Grand Junction, CO 81505
(970) 241-5566
www.deltaimplement.com
Farm, Lawn and Garden Equipment

Foxworth-Galbraith Lumber Co

515 S 7th St, Grand Jct., CO 81501
(970) 242-3757
www.foxgal.com
Lumber/Hardware

Grand Junction Pipe & Supply

PO Box 1849, Grand Jct., CO 81502
(970) 243-4604
www.gjpipe.com
Cement, Sand, Gravel, Stone &
Concrete

Grand Valley Curbing

1108 Dyer Rd
Whitewater, CO 81527
(970) 257-1058
www.grandvalleycurbing.com
Landscape Contractors/Construction

Grassroots Sod Farm

1161 23 Rd
Grand Junction, CO 81505
(970) 254-1161
Sod Farms & Sales

Green Fields Seed & Feed

520 S 9th St
Grand Junction, CO 81501
(970) 241-0979
Seeds & Bulbs: Retail/Wholesale

Harbert Lumber

240 North Ave, Grand Jct., CO 81501
Gordon Harbert
www.harbertlumber.com
Lumber/Hardware

Landscape Technologies, Inc.

PO Box 486, Mesa, CO 81643
(970) 268-5620
www.landscapetechnologiesinc.net
Landscape Contractors/Construction

The Lily Pad

1602 Hwy 50 South
Grand Junction, CO 81503
(970) 256-7663
www.thelilypad.name
Aquatic Gardening

Mt. Garfield Greenhouse & Nursery

3162 F Rd
Grand Junction, CO 81504
Don George
(970) 434-2788
Garden Centers & Nurseries

Murdoch's Ranch & Home Supply

3217 I-70 Business Loop
Clifton, CO 81520
(970) 523-7515
www.murdochs.com/clifton
Farm, Ranch, and Home Retail

Orchard Mesa True Value Hardware

2686 US Hwy 50
Grand Junction, CO 81503
(970) 241-1617
Hardware

Peach Tree True Value Hardware & Lumber

2963 North Ave
Grand Junction, CO 81504
(970) 245-1736
Lumber/Hardware

RE Landscape Services

2523 High Country Ct
Grand Junction, CO 81501
(970) 241-0297
www.thelandscapecenter.com
Landscape/Grounds Maintenance

Sticks & Stones

2920 D 1/2 Rd
Grand Junction, CO 81505
(970) 245-4920
www.wic.net/stickstone
Landscape Equipment & Supplies

Taylor Fence Company

832 21 1/2 Rd
Grand Junction, CO 81505
(970) 241-1473
Fences

Valley Lumber

432 North Ave
Grand Junction, CO 81501
(970) 242-1736
Lumber/Hardware

W D Yards, Inc.

577 N Westgate Dr
Grand Junction, CO 81505
(970) 243-1229
Landscape/Grounds Maintenance

WB Landscape Construction, Inc.

220 31 3/10 Rd
Grand Junction, CO 81503
(970) 250-4988
Landscape Contractors/Construction

Western Implement Company, Inc.

2919 North Ave
Grand Junction, CO 81504
(970) 242-7960
www.westernimplement.com
Farm, Ranch, and Home Retail



Upcoming Events & Opportunities

Register available online at www.gjchamber.org

April 8 | 7:30 AM - Chamber Conference Room Energy Briefing

There have been a lot of questions floating around our community about the proposed Red Cliff Coal Mine north of Loma. On April 8, 7:30 AM, the Chamber will host a discussion on the recently released Environmental Impact Statement (EIS) which analyzes the environmental consequences of the development of the project.

There is no cost to attend.

April 22 | 7:30 AM Chamber Conference Room Energy Briefing on Oil Shale

A question often asked within this community revolves around how the environmental impacts of energy development are mitigated. This will be the topic of discussion for our energy briefing on April 22.

There is no cost to attend.

April 22 | 11:45 to 1:00 Outback Steakhouse

Networking@Noon offers participants an opportunity to multi-task by having lunch and getting to know fellow business professionals. Relationships can and often do lead to more potential business. Enjoy getting to know one another in a relaxed setting.

Cost, including lunch, is \$25

April 28 | 5:30 PM to 7:00 PM Action Publishing

Business After Hours is the largest regular networking venue on the Western Slope.

Cost is \$9 in advance or \$11 at the door for Chamber members.

April 29 | 2-5 PM Chamber Lower Level Conference Room

ASK (Ask, Seek, Know) This new program will offer members the opportunity to schedule a 15 minute consultation with a local professional to get a

quick answer to that one burning question that could make a big difference in your business operations.

There is no cost to participate.

May 19 | 7:30 AM Grand Vista Hotel Legislative Wrap-up Breakfast

Find out what laws have been enacted, how they will affect you and thank Senator Josh Penry, Representative Laura Bradford and Representative Steve King for their efforts to represent your interests during the session.

Cost is \$18 in advance or \$23 at the door for Chamber members.

May 23 - 30 JUCO (Junior College Baseball World Series)

Recognized as one of the premiere events to take place in Western Colorado each year. Additional information is available at www.jucogj.org.

April/May 2009 Registration Form

- | | |
|---|---|
| <input type="checkbox"/> Energy Briefing - April 8 | <input type="checkbox"/> Business After Hours - April 28 |
| <input type="checkbox"/> Energy Briefing - April 22 | <input type="checkbox"/> ASK (Ask, Seek, Know) - April 29 |
| <input type="checkbox"/> Networking@Noon - April 22 | <input type="checkbox"/> Legislative Wrap-up Breakfast - May 19 |

Company Name: _____

Contact Person: _____

Attending (Names): _____

Phone: _____ Fax: _____ Email: _____

Method of Payment: ___ Bill my Chamber Account ___ Check Enclosed ___ Charge my MC/VISA/Discover

_____ Exp Date _____

Authorized Signature: _____

All events require pre-registration and pre-payment. Registration fees are non-refundable four business days prior to the event. If special assistance is needed, you must notify the Chamber four days prior to the event.

We're There So You Don't Have To Be...

Chamber Advocates for Business on Big Issues at the Legislature

The Chamber has intensified its advocacy efforts with the state legislature this year meeting bi-weekly with legislators from around the state via videoconference and visiting directly with elected officials at the Capitol in Denver on two separate occasions in March alone. The Chamber has been working on multiple bills that have serious implications on a number of areas important to ensuring a healthy business climate including the economy, transportation, healthcare, insurance and taxation. A few stand-out bills the Chamber has taken formal action on include:

The Chamber Opposes

- **HB09-1170** – Supports a negotiating tactic by organized labor that forces employers to pay UI benefits for workers in a labor dispute when the employer locks them out as a defensive measure. Given the recent dramatic increases in the State's unemployment rate, this bill (If passed) may endanger the State's Unemployment Insurance Trust Fund
- **SB09-228** – This measure seeks to do away with the decades-old spending cap on the state's operating budget of 6 percent a year, siphoning off billions of dollars in future funding for transportation and capital construction projects

- **SB09-244** – This bill threatens to increase insurance rates on businesses across the state by mandating broad coverage for autism spectrum disorders

The Chamber Supports

- **HB09-1001** – Part of the Governor's Economic Development package, this bill offers tax incentives to businesses who move to the state and create new jobs
- **HB09-1293** – Will enable the state to take advantage of available federal dollars for Medicaid by implementing a Medicaid provider fee on hospitals. The funds will provide more access to healthcare for Coloradans and reduce the rate of rising healthcare costs on Colorado's business community
- **SB09-85** – Once passed, this bill would start the process of phasing out the business personal property tax on businesses in Colorado, increasing the amount of the exemption every 2 years until all business personal property tax is exempt

As of press time the Chamber has taken a formal position on 27 bills this session, ranging from broad business issues to industry specific proposals. For a comprehensive look at the Chamber's legislative advocacy effort thus far, visit the Representing Business section on the Chamber's Web site at www.gjchamber.org, or contact Governmental Affairs Manager Ryan Longman at ryan@gjchamber.org.

Chamber Opposes "Card Check" Legislation

At its federal videoconference in March the Chamber voted to oppose the Employee Free Choice Act also known as 'Card Check' citing one of the most onerous provisions that would usurp the basic rights of employees by eliminating the secret ballot election. Under Card Check, union organizers would be free to "persuade" workers to publicly sign a card stating that they support the union. Union organizers could ask workers to sign a card just about anywhere — in the parking lot after work, at a restaurant, even at home. Once more than 50% sign cards, workers would be unionized. Every worker should have the right to join or leave a union under fair rules. Card check is not fair--and it's not right for America. As of press time, Colorado Senators Mark Udall and Michael Bennet have not yet made a commitment on the legislation and remain key targets of the business community if this we are to defeat this legislation. If you feel passionate about protecting the basic right to a secret ballot for workers, call Senators Bennet and Udall today and tell them to oppose S. 560, the Employee Free Choice Act.

Chamber Planning Legislative Wrap-up Breakfast in May

With the First Regular Session of the Sixty-seventh General Assembly set to adjourn on May 6th, the Chamber continues to be vigilant in its efforts to lobby on behalf of legislation affecting business, having taken positions on over 30 bills thus far. At the culmination of the session, the Chamber will host the Annual Legislative Wrap-Up Breakfast on May 19th at 7:30 a.m. at the Grand Vista Hotel with Senator Penry and Representatives King and Bradford, all of whom will review the legislative activity that took place this year. This event is also an opportunity to thank our representatives for the work they have done in representing our area in their dealings at the State Capitol.



2008 Legislative Wrap-up

Redcliff Coal Mine Tops April's Energy Briefings

There have been a lot of questions floating around our community about the proposed Red Cliff Coal Mine north of Loma. On April 8, 7:30 AM, the Chamber will host a discussion on the recently released Environmental Impact Statement (EIS) which analyzes the environmental consequences of the development of the project. Another question often asked within this community revolves around how the environmental impacts of energy development are mitigated. This will be the topic of discussion for our energy briefing on April 22, also at 7:30 AM and also at the Chamber office. There is no cost to attend these briefings but reservations are appreciated and can be made online at www.gjchamber.org or by calling 242-3214. In addition to our energy briefings the Chamber

is in the process of scheduling rig tours and Roan Plateau tours this spring and summer.



Chamber Trip To COGCC Rally

Partnerships Help Facilitate Lobbying

The Chamber would like to thank the members and organizations that stepped forward to help us cover the costs of chartering a bus on short notice to lobby on the new COGCC rules and attend a statewide rally in support of the energy industry. As of press time we have received assistance from:

- Associated Builders & Contractors of Western Colorado
- Colorado Oil and Gas Association
- ConocoPhillips
- Grand Junction Area Realtor Association
- Henderson Heavy Haul Trucking
- Johnson's House of Flowers
- Mays Concrete
- Oconnor Design Group Inc.
- Office Furniture & Design Centers
- Rick Wagner Attorney at Law
- Western Colorado Contractors Assoc

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- Aeration
- Fertilization
- Pre- emergent w/broadleaf control

Detail Care Program (Beds)

- Pruning
- Pre- emergent w/weed control
- Fertilization of plants

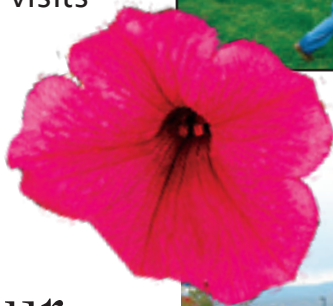
Irrigation Program

- Start- up
- Weekly checks
- Winterization
- Ask about Water Management

Tree Spraying

- Dormant oil w/follow- up visits
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- Mail: GJ Area Chamber, 360 Grand Ave., GJ, CO 81501
- Phone: (970) 242-3214
- Fax: (970) 242-3694
- On-line: www.gjchamber.org

All events require pre-registration and pre-payment. Registration fees are non-refundable 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.



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