



**YOUR LINK TO BUSINESS**

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**Economic Outlook Survey Results Indicate Some Optimism**

The Chamber recently completed a survey of its members to determine their outlook on the economy. The survey completed May 5th is the eighth semiannual survey conducted in the past four years and had 304 responses from 1465 email invitations (a return rate of 21%). Significant results and how they compare to past surveys are shown below:

- With regard to the national economy, 23% viewed it as stable, which is identical to the survey results from one year ago but significantly higher than the 11% response in November of 2011.
- When asked about the local economy, 26% viewed it as stable, a number higher than either the spring 2011 response (21%) or the Fall 2011 response (23%). The trend is that local business owners are feeling increasingly that the recession has bottomed out in the Grand Valley.
- In terms of factors that will most impact local businesses in the next six months, consumer confidence was cited the most often (40%) in all three surveys. Energy prices which were a significant concern last fall (33%), have receded to the third most often cited factor (26%) this spring, behind perceptions of a weak economy (33%). Respondents were allowed to select up to three answers for this question.
- Company sales expectations for the next six months indicated that 37% expected sales to increase slightly higher than the response noted on the fall 2011 survey (34%) and

about the same as one year ago (36%).

- For the first time in the survey's history less than 50% indicated that they intended to delay capital expenditures (46%) for the next six months due to the economy. Over 50% of respondents were expecting to delay expenditures in both of the previous surveys.
- Employment numbers are improving with 22% or at least one in five companies indicating that they will be increasing employment levels in coming months and only 11% indicating they will be decreasing the number of employees. Last fall, 17% were increasing employment and 14% were decreasing employment. In the spring of 2011, 19% were increasing employment and 15% were predicting a decrease in employment.
- 34% of respondents are more optimistic now than they were six months ago about economic conditions, compared with only 24% in the fall of 2011.
- Most respondents now expect that the local economy will begin to significantly recover in 2013 (42%), but one in five (20%) indicated that they think it has already begun.

To view the entire survey results go to <http://www.zoomerang.com/Shared/SharedResultsPasswordPage.aspx?ID=L2BZ2BLL622L>

## Grand Junction Area Chamber of Commerce Board of Directors

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[www.gjchamber.org](http://www.gjchamber.org)

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 Grand Junction, CO 81501  
 Or call 970.242.3214  
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## Chairman's Report by Phyllis Norris



Graduation news was everywhere last month. CMU graduated its first class of engineering students and many others saw "university" on their diplomas...

something they could not have foreseen when they started their coursework a few years ago. High schools graduated about 1,000 students in the Grand Valley. With all of this celebration around our young people I couldn't help but reflect upon the creation of our new committee at the Chamber, the Future Workforce Committee.

It grew out of concern that our local students are not well prepared for the world of work and the fact that many of the career exploration options that used to be available in District 51 have been cut.

Board Member and Chairman Nina Anderson, along with other members of the committee, have been meeting with leadership at the K-12 and postsecondary level to determine how best to begin building more bridges between business and classroom. They have also been gathering data from outside the community on what works, particularly in providing real life work experience, namely internships, for more students.

What they have learned so far, besides the fact that having a few million dollars doesn't hurt to get a program funded, is that as we approach this important work, we need to keep in mind who we are trying to help. For the Chamber, that means it is you, the businesses that create the jobs and employ these graduates.

As the committee continues to look at the issues and the opportunities associated with building the future workforce, it is paramount that we be able to answer the key question of "What's in it for the business?"

It will take real effort and real time (something we are all short of) for businesses to engage with today's students in a meaningful way. We must be able to produce some tangible benefits for not just the students but for area employers as well.

If you are interested in helping with the important work of this committee, give Diane a call at the Chamber (970.263.2915) or email her at [diane@gjchamber.org](mailto:diane@gjchamber.org).

*Phyllis Norris, Chair*



## It's Fair Time...For Business!

The Business Incubator, Mesa Mall, the Chamber and other local economic

development partners are planning a Business Resource Fair for current and future business owners/managers on **July 11th, 4:00 PM to 7:00 PM in the J.C. Penney Courtyard of Mesa Mall.**

Purpose of the event is to let area entrepreneurs know about the various resources at their disposal for either starting a business or expanding a business. Representatives will be on hand to answer questions about licensing, business plans, financing, marketing, leasing space in the Mall and much more. There will also be an area set aside for one on one business counseling sessions with senior retired professionals.

Confirmed participants as of press time are the Business Incubator Center, the Grand Junction Area Chamber of Commerce, the Mesa County Workforce Center, the City of Grand Junction and the Mesa County Library. This is an open house format so participants can come and go according to their individual schedules.

The Grand Valley is "**open for business**" so come find out how we can help you be successful in business!

# Greenback\$ Grants for Small Businesses

**Receive a Grant of up to \$1,000 to help update your business lighting!**

**Who is eligible:**

Any small business in Mesa County

**What do I have to do:**

Complete the Greenback\$ First Worksheet  
Have a free lighting audit done (we can help)  
Complete a one page application for a rebate

**Deadline:**

All grant requests must be in process by **July 1, 2012**

**Why should I do this now?**

Less than \$20,000 remains in this grant cycle and we are not certain it will be offered again.

**Hear what your neighbors are saying:**

**Curtis Gray**  
L K Survey Instruments,  
Inc.



Not only did the Greenbacks Program help us to afford the purchase of two new furnaces for the store by giving us a \$1000 rebate; we are saving on the monthly electrical bills by having more efficient furnaces.

**Cheryl Lucas**  
Crystal Books & Gifts



I used the Greenback\$ program and highly recommend it. With the Xcel rebate, the entire conversion net cost was \$500. The form is so simple and the rebate check arrived immediately.

**Camille Silverman**  
The Art Center



It was a very easy process, not time consuming at all. I'd highly recommend it to anyone who wants to save energy and money!"



**Get Started Today!**

Go to [www.greenbacksproject.com](http://www.greenbacksproject.com)

email: [diane@gjchamber.org](mailto:diane@gjchamber.org)

or call us at 970.242.3214

## Grant Funds Available for Training Your Workforce

The State of Colorado was awarded \$5 million in October of last year to raise the technical skill levels of workers here and elsewhere in the United States and to reduce the number of foreign workers that are being brought into the United States taking high skill high paying jobs.

Training can take many forms including;

- Industry-identified skill upgrade training
- Classroom, online/distance, customized training strategies
- On-site and at local training institutions
- Short-term certificate programs
- Longer term degree completion coursework in limited cases

Companies are required to match the grant funds dollar for dollar, but can include the employee's salary and other costs in the match.

Only certain occupations are eligible for the grant and a list is shown below:

- **Information Technology (NAICS: 51):** Computer/ Information Systems Managers; Computer and Information Scientists, Research; Computer Programmers; Computer Programmers, non R&D; Computer Software Engineers; Applications, Computer Software Engineers, Systems Software; Computer Systems Analysts; Network & Computer Systems Administrators (incl. Computer Security Specialists); Database Administrators; Computer

Specialists, All Other (includes web developers and administrators); Network Systems & Data; Communications Analysts; Computer Support Specialists; Computer Hardware Engineers.

- **STEM – Professional, Scientific, and Technical Services (NAICS: 54):** Engineering Managers; Mechanical Engineers; Electrical Engineers; Electronics Engineers; Except Computer; Chemical Engineers; Engineers, All Other; Biomedical Engineers; Materials Engineers; Engineers, all other; Physicists; Atmospheric and Space Scientists.
- **Advanced Manufacturing (NAICS: 31-33):** General & Operations Managers; Industrial Production Managers, Quality Control; Industrial Engineers; Logisticians; Commercial & Industrial Designers.

For more information contact Suzie Miller, Mesa County Workforce Center at 970.257.2206 or [suzanne.miller@mesacounty.us](mailto:suzanne.miller@mesacounty.us).



## Go Green—Get Green!



The Greenback\$ Committee will make it worth your while to replace those old energy hogging lighting fixtures in your small business. They are offering rebates

to local businesses that make the decision to save energy by replacing lights or doing other energy saving improvements.

Projects that replace lighting fixtures are eligible for a matching grant of up to \$1,000 based on the amount of energy saved annually with the improvements. But you must act soon, as **the grant funds must be allocated by July, 2012.**

Interested businesses simply need to follow these easy steps, there is assistance available from the Chamber and City of Grand Junction along the way.

### Step 1:

Complete the Greenback\$ worksheet for Level One (estimated time 15 minutes)

### Step 2:

Have a lighting audit done (we can tell you who can do that for you)

### Step 3:

Once the project is done complete a short one page application and submit it (estimated time 15 minutes)

### Step 4:

Sit back and wait for a check from the Chamber and for a reduced monthly energy bill from your utility company

Grant funds are also available for other energy saving improvements. More information is available at [www.greenbackproject.com](http://www.greenbackproject.com) or by calling the Chamber office, 970.242.3214.

# ***Not on My Watch...*** **Dealing with Mental Health & Substance Abuse in the Workplace**



**Date:** Tuesday, June 26, 2012  
**Registration :** 7:30am to 8:00am  
**Presentation:** 8:00am to 11:00am  
**Cost:** No Charge—Funded by Colorado Division of Behavioral Health  
**Location:** The Business Incubator Center  
2591 B3/4 Road  
Grand Junction, CO 81503  
Phone: 970-243-5242

## **Presenter**

**Caitlin Kozicki, MA, NCC, LPC, CACIII, CEAP**  
**Employee Assistance & Workplace Programs Director**  
**Peer Assistance Services, Inc.**

Caitlin's expertise in workplace prevention provides education and consultation to individual businesses and business communities on policy development as well as identifying and addressing performance issues which leads to increased productivity. Her expertise includes: Assessments, short-term problem resolution, management consultation, policy development and implementation, employee education, drug-free workplace program implementation, and supervisor training.

## **Program Description**

Nearly one in five working adults is affected by mental illness and/or alcohol or other drug abuse in any given year. No workplace is immune. According to the National Survey of Drug Use and Health: National Findings (SAMHSA, Office of Applied Studies, 2008) regarding substance abuse in the workplace: **More than 75% of illicit drug users are employed and 3.5% admit to using drugs before or during the workday; and nearly 80% of heavy alcohol users are employed, 7.1% say they have consumed alcohol during the workday and 9.2% worked with a hangover in the past year.**

This seminar will provide information on the development and implementation of a Drug-Free Workplace Program, which includes the following components: 1) Drug-Free Workplace Policy; 2) Supervisor Training; 3) Employee Education; 4) Drug Testing; and 5) Employee Assistance Program (EAP). A Drug-Free Workplace Program will allow you to provide a safer and more productive work environment for your employees and customers by addressing mental health and substance abuse in the workplace.

### **Learning objectives:**

- Identify and explain the five components of a Drug-Free Workplace Program
- Identify the benefits of implementing a Drug-Free Workplace Program
- Identify the components that need to be included in a Drug-Free Workplace Policy
- Ability to explain the importance of implementing parts of or a complete Drug-Free Workplace Program
- Ability to identify and address performance issues in the workplace

## **Registration**

Seating is limited. Availability on a first come first service basis. Complimentary continental breakfast provided. Please contact Diane at dsanders@peerassist.org or call 866.369.0039 by June 1, 2012. Map link below:

[www.gjincubator.org/about-us/contact-us](http://www.gjincubator.org/about-us/contact-us)



## Leadership Class 2012 Graduates

There may not be a band playing Pomp and Circumstance but there will be plenty of hugs and congratulatory remarks as the Mesa County Leadership Program holds graduation ceremonies in the Lincoln Tower on June 5th from 5:00 PM to 7:00 PM.

They survived the color personality profile, the tour of the sewer plant, a hike lead by BLM personal on public lands and two full days of political "speak" at the State Capitol. We salute the following graduates:

**Betsy Bair** - Grand Junction Area Chamber of Commerce  
**Dennis Carlson** - Ute Water Conservancy District  
**Ken Ferrone** - St. Mary's Hospital Foundation  
**Kelly Flenniken** - Grand Junction Economic Partnership  
**Bridgett Gutierrez** - Cranium 360  
**Eric Hughes** - Western Colorado Conservation Corp.  
**Carla Johnson** - Caprock Academy  
**Tiffany Kindel** - US Bank  
**Randy Krause** - CenturyLink  
**Brad Krebill** - Rio Grande Federal Credit Union  
**Dave Maddox** - First National Bank of the Rockies  
**Robert Martin** - Ute Water Conservancy District  
**Breanne Meier** - Colorado Mesa University  
**Justin Menge** - Alpine Bank Clifton  
**Christian Reece** - Habitat For Humanity of Mesa County, Inc.  
**Kendra Swanson** - Merrill Lynch  
**Doug Van Etten** - Keller Williams Colorado West Realty, LLC  
**Evan Walton** - FCI Constructors, Inc.  
**Mariah Zerbe** - Grand Junction Economic Partnership



2011 - 2012 Leadership Class

## View from the Top at Energy Briefing June 13th

Annually the Chamber closes out the spring series of energy briefings with "A View from the Top," a session devoted to getting the perspective of top regional leadership in the energy sector to give us an overview of the industry and an outlook for the remainder of the year.

Join us on Wednesday, **June 13th, 7:30 AM** as we hear from industry leaders with WPX, EnCana and more. Reservations are appreciated but not necessary. To reserve a spot call 970.242.3214 or online at [www.gjchamber.org](http://www.gjchamber.org).

## Purchasing News

Did you know that there is a group of professionals involved in purchasing that meet regularly at the Chamber to discuss common issues and identify ways to collaborate and share best practices?

If you are responsible for purchasing at your company and would like to be part of this group simply join them at their next BYOL (bring your own lunch) meeting on **June 5th, 11:30 AM in the Chamber lower level conference room**. Can't make the meeting but want to learn more? Contact Bruce Schwenke, 970.263.2136 or [bruces@htop.org](mailto:bruces@htop.org).

In other purchasing news some of our members have received notices from the Chamber recently about bidding opportunities with Mesa County, City of Grand Junction and other governmental agencies. We want to publicly thank these entities for sharing this information with us so we

can share it with our members who may be in a position to bid on these proposals.

And, if you'd like to see more about how you can connect with the purchasing departments of our local government entities click here <http://www.gjchamber.org/buyersupplier.asp>

## Get "Oriented" to Travel!

The Chamber has scheduled two exciting destinations for building business relationships and sightseeing in the next few months. If you are interested in either Greece or Israel make plans to attend our June orientation sessions. Pre-registrations are appreciated (call 970.242.3214) but are not necessary for these orientations:

### Greece Orientation, June 12th, 5:00 PM at the Chamber.

This nine day trip starts in Athens, the cradle of civilization, followed by a Mediterranean Cruise. Travelers will depart from DIA on October 25th.

We will conference in with our tour operator, review the itinerary and answer questions at this session. To view more information about this trip, visit [www.gjchamber.org](http://www.gjchamber.org).

### Israel Orientation, June 14th, 4:00 PM, at the Chamber.

On March 10, 2013 travelers will depart from DIA for this trip to the Mideast. Israel, in addition to having many religious sites, is a dynamic economy based in a similar desert climate.

The format will be similar to the Greece Orientation in that we will conference in with our tour operator, review the itinerary and answer questions.



# Quarterly Membership Luncheon

**Keynote Speaker:**  
**Walker Stapleton, Colorado State Treasurer**

**Also Featured: Expanding Business Awards**



Walker Stapleton

**Date:** Monday, June 18, 2012  
12 Noon

**Location:** A Taste of Heaven Catering  
2817 North Avenue

**Cost:** \$17/person GJACC Members  
\$22/person General Admission

## Quarterly Membership Luncheon - June 18, 2012

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

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

Contact Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Method of Payment:  Bill My Chamber Account:  Check Enclosed

Charge my MC/VISA/AMEX/Discover # \_\_\_\_\_ Exp. Date \_\_\_\_\_

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

**Four convenient ways to register:** (Space is limited so register early)

- Mail: GJ Area Chamber, 360 Grand Ave., GJ, CO 81501
- Phone: (970) 242-3214
- Fax: (970) 242-3694
- On-line: [www.gjchamber.org](http://www.gjchamber.org)

\*All events require pre-registration and pre-payment. Registration fees are non-refundable TWO 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.\* Photographs will be taken at all Chamber events.



Welcome

New Members  
**Chamber**

Please add to your Membership Directory and Buyer's Guide



#### 5 Star Event Rental & Design

PO Box 4461  
Grand Junction, CO 81502  
Derek Daure - (970) 216-9890  
[www.gj5starevents.com](http://www.gj5starevents.com)  
*Rentals: Events/Parties/Weddings*

#### Coldwell Banker Commercial Prime Properties, LLC - Mike Foster

2646 Patterson Rd, Ste B  
Grand Junction, CO 81506  
Mike Foster - (970) 244-6602  
[www.grandjunctioncommercial.com](http://www.grandjunctioncommercial.com)  
*Commercial Brokerage*

#### Express Care

2444 Patterson Rd  
Grand Junction, CO 81505  
Shawna Wagner - (970) 241-7722  
[www.expresscareco.com](http://www.expresscareco.com)  
Lube Center

#### Grand Junction Rockies

1315 North Ave  
Grand Junction, CO 81501  
Tim Ray - (970) 255-7625  
*Entertainment*

#### Grow Our Western Economy

PO Box 4437  
Grand Junction, CO 81502  
Jennifer Bailey - (970) 201-2670  
*Professional Associations*

#### Just Right Mattress Outlet

3210 I-70 B, Unit M  
Clifton, CO 81520-7636  
Marc Galyean - (970) 628-1736  
<http://www.facebook.com/pages/Just-Right-Mattress-Outlet/172844042812974>  
*Beds/Bedding*

#### Links Logistics

2245 Colex Drive  
Grand Junction, CO 81505  
Jason Kent Crowell - (970) 255-8100  
*Trucking*

#### Martin Mesa Properties LLP

PO Box 1967  
Grand Junction, CO 81502  
Kristy Pauley - (970) 245-1400  
*Property Managers*

#### Mr. Sandless

David & Teresa Roof  
(970) 639-2147  
*Floor Refinishing*

#### Secrest Auto Body, Inc.

552 25 Rd  
Grand Junction, CO 81505-1344  
Robert Rose - (970) 243-2834  
[www.secrestautobody.com](http://www.secrestautobody.com)  
*Auto Body / Collision Repair*

#### Taco Time

2301 North Ave, Ste E  
Grand Junction, CO 81501  
Melany Leasure & Laura Fillingini  
(970) 241-0624  
*Restaurants*

#### Tularosa Land Company

3026 US Hwy 50  
Grand Junction, CO 81503-9675  
Dan Burns - (970) 250-6268  
[www.tularosaland.com](http://www.tularosaland.com)  
*Real Estate: Farm & Ranch*

## When Does the Chamber Do Ribbon Cuttings?

Having a ribbon cutting is a very special time for a business that can bring publicity and potential customers right to your door. Because it is special and the Chamber relies on volunteers to help with the event we have some guidelines on when we will do a ribbon cutting. Typically a ribbon cutting is done for these reasons;

- New business opens within the past twelve months. The Chamber will do this for any business but members get priority when scheduling the event.

- Existing business moves to a new location or has significant expansion. The Chamber will only do this type of ribbon cutting for an existing member who has not had a ribbon cutting for at least the past twelve months.

The Chamber does not do ribbon cuttings for business anniversaries, special sales or simply because that business has recently joined or rejoined the Chamber (no matter how grateful we are for that investment).

Recognition is also available to businesses that expand physically or add employees to their workforce. Contact the Chamber if you done this recently and we will buy you lunch and help you celebrate by awarding you our hammer of progress.





# Mark Your Calendar ~ Details & Registration online at [gjchamber.org](http://gjchamber.org)

**JUN 5 | 11:30 AM**  
**GJACC Conf. Room**  
**Purchasing Meeting**  
 Discuss common issues and share best practices related to purchasing.  
**No cost, bring your own lunch.**

**JUN 5 | 5:30 PM**  
**Lincoln Tower Stocker Stadium**  
**Leadership Graduation**  
 Reservations are required.

**JUN 12 | 7:30 AM**  
**GJACC Conf. Room**  
**Using Facebook to Build Your Business**  
 A primer on how to utilize social media to bring customers in the door.  
**Advance Registration: \$10 for GJACC members.**

**JUN 12 | 5:00 PM**  
**GJACC Conf. Room**  
**Greece Trade Mission Informational Meeting**  
**No cost to attend.**

**JUN 13 | 7:30 AM**  
**GJACC Conf. Room**  
**Energy Briefing: View From The Top**  
**No cost to attend.**  
 Reservations requested.

**JUN 14 | 4:00 PM**  
**GJACC Conf. Room**  
**Israel Trade Mission Informational Meeting**  
**No cost to attend.**

**JUN 18 | 12:00 Noon**  
**Taste of Heaven Quarterly Membership Luncheon**  
 These meetings feature networking, business expansion awards and a short program on a topic of interest to the membership.  
**Advance Registration: \$17 for GJACC members.**

**JUN 19 | 7:30 AM**  
**GJACC Conf. Room**  
**Using Technology to Drive Sales**  
 Learn how emerging technologies can power your sales.  
**Advance Registration: \$10 for GJACC members.**

**JUN 20 | 12:00 Noon**  
**Carino's Italian Networking@Noon**  
 An opportunity to multi-task by having lunch and getting to know fellow business professionals.

**Advance Registration Required: \$17.50 for GJACC members.**

**JUN 26 | 7:30 AM**  
**GJACC Conf. Room**  
**Coffee With The Chief**  
 Informal meeting with the Chief of Police to discuss questions and concerns about the Homeless population and how it is affecting business and property concerns.  
**No cost to attend.**

**JUN 26 | 5:30 PM**  
**Bellco Credit Union Business After Hours**  
 Premier monthly networking event that gives individuals the opportunity to share ideas.  
**Advance Registration: \$10 for GJACC members.**

**JUL 11 | 4:00 PM**  
**Mesa Mall Business Resource Fair**  
 Purpose of the events is to let area entrepreneurs know about the resources available for either starting or expanding a business.  
**No cost to attend.**

**JUL 18 | 12:00 Noon**  
**Clarion Inn Networking@Noon**  
**Advance Registration Required: \$17.50 for GJACC members.**

**JUL 19 | 9:30 AM**  
**Business Walk**  
 Join us as we make courtesy calls on our business neighbors and thank them for being part of the economic landscape.  
**No cost to participate.**

**JUL 31 | 5:30 PM**  
**Martin Mortuary Business After Hours**  
**Advance Registration: \$10 for GJACC members.**

**AUG 15 | 12:00 Noon**  
**Rib City Grill - North Avenue Networking@Noon**  
**Advance Registration Required: \$17.50 for GJACC members.**

**AUG 28 | 5:30 PM**  
**Grand Valley Power Business After Hours**  
**Advance Registration: \$10 for GJACC members.**

## GJACC Events Registration Form: June, July & August 2012

- |                                                      |                                                        |                                                      |
|------------------------------------------------------|--------------------------------------------------------|------------------------------------------------------|
| <input type="checkbox"/> Purchasing Meeting - 6/5    | <input type="checkbox"/> Quarterly Luncheon - 6/18     | <input type="checkbox"/> Networking at Noon - 7/18   |
| <input type="checkbox"/> Leadership Graduation - 6/5 | <input type="checkbox"/> Using Technology - 6/19       | <input type="checkbox"/> Business Walk - 7/19        |
| <input type="checkbox"/> Using Facebook - 6/12       | <input type="checkbox"/> Networking at Noon - 6/20     | <input type="checkbox"/> Business After Hours - 7/31 |
| <input type="checkbox"/> Greece Trip Meeting - 6/12  | <input type="checkbox"/> Coffee with the Chief - 6/26  | <input type="checkbox"/> Networking at Noon - 8/15   |
| <input type="checkbox"/> Energy Briefing - 6/13      | <input type="checkbox"/> Business After Hours - 6/26   | <input type="checkbox"/> Business After Hours - 8/28 |
| <input type="checkbox"/> Israel Trip Meeting - 6/14  | <input type="checkbox"/> Business Resource Fair - 7/11 |                                                      |

Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Payment Method:  Bill my Chamber Account  Check Enclosed

Charge my MC/VISA/Discover/AMEX # \_\_\_\_\_ Exp Date \_\_\_\_\_

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

**\*All events require pre-registration and pre-payment. Registration fees are non-refundable two business days prior to the event. If special assistance is needed, you must notify the Chamber four days prior to the event. Photos will be taken at most Chamber events and used for marketing purposes.\***

## Recent Ribbon Cuttings/Groundbreakings



Bright Smiles - Brett Clifton DDS, 1119 N 1st St Ste D, Grand Junction, CO 81501 (970) 314-2966, (Dentists: General/Cosmetic) **New Location**



Edward Jones Investments, 743 Horizon Ct Ste 202, Grand Junction, CO 81506 (970) 245-4869, (Financial Advisors or Services) - **New Location**



Habitat For Humanity of Mesa County, Inc., 200 Grand Ave Ste L101, Grand Junction, CO 81501 | (970) 263-0858, (Human Service Organization) - **New Location**



Just Right Mattress Outlet, 3210 I-70 B Unit M Clifton, CO 81520 | (970) 628-1736 (Beds/Bedding) - **New Business**



Lincoln Stadium Tower, 12th & North Avenue, Grand Junction, CO 81501 | (970) 244-3866 **New Facility**



Noodles & Company, 2474 Hwy 6 & 50, Grand Junction, CO 81505 (970) 245-7652, (Restaurants/Night Clubs) - **New Business**



2012  
Ribbon Cuttings

*Reserve Your  
Date Now!*

**Grand Opening  
Groundbreaking  
New Location  
New Owner**

Call Leif Johnson at 242-3214



Premier Signs & Neon LLC, 539 32 Rd, Clifton, CO 81520 | (970) 242-7446, (Signs) **New Location/Expansion**



Top Shot, 457 S 5th St, Grand Junction, CO 81501 | (970) 618-0595, (Gun Store) **New Business**

## Blue Band Turns Two

It is summertime and the Chamber is excited to announce that the Blue Band/Shop Local effort celebrated its second birthday on May 31st as volunteers distributed blue bands to JUCO fans...just as they did in 2010 to launch the program.

There are a lot of people who worked very hard to make this a sustainable effort to encourage spending with locally based businesses but key among them has to be the Blue Band Committee itself; Chairman Nate Wallace and committee members Lu Ann Harrah, Earl Cogdill, Jammie McCloud, Sarah VanBenschoten, Shawna Grieger, and Rick Nisley are all original and continuing committee members that have been joined by other volunteers to promote this program. Also to be applauded are the 150 businesses that have participated by offering discounts and those who have donated product and air time spread the word, Impact Promotions, KREX-TV, KKCO-TV and KJCT-TV.

But, in the end, it is you, and your neighbors and your friends that make this program work and our economy stronger...THANK YOU!



Jump On The

**BLUE BAND WAGON**

BUY LOCAL • SAVE JOBS • MAKE A DIFFERENCE

## Work Smarter... Not Harder!

The Chamber is offering some unique learning sessions for members in June that can help generate customers and improve your human resource operations. They include:

- **Using Facebook to Build Your Business, Tuesday, June 12th, 7:30 AM to 9:30 AM in the Chamber Lower Level Briefing Room.** Everyone is on Facebook... including your customers and those who might become your customers! Chamber member [Blue Finn Creative Group](#) will provide members with a primer on how to utilize social media to bring customers in the door. This is not about playing games or showing pictures of your latest hike. This is about utilizing Facebook as you would any other advertising medium to get your message out. Reservations are requested and cost to attend is \$10 for Chamber members and \$20 for prospective members.
- **Using Technology to Drive Sales, Tuesday, June 19th, 7:30 AM to 9:30 AM in the Chamber Lower Level Conference Room.** There were over 147 million smart phone sales to end users worldwide in the fourth quarter of 2011, a 47% increase over the fourth quarter of 2012. With smart phones and other emerging technologies comes opportunity. As a small business owner are you even aware of how to use emerging technology to power your own sales? If not, plan to join us for this informative and valuable briefing [Blue Finn Creative Group](#). All it takes is two hours of your time and \$10 (for GJACC Members) to

cover costs.

- **Not on My Watch... Dealing with Mental Health and Substance Abuse in the Workplace, June 26th, 8:00 AM to 11:00 AM at the Business Incubator** is a seminar funded by the Colorado Division of Behavioral Health and sponsored by the Chamber that will provide information on how to develop and implement a Drug Free Workplace Program. Implementing the program will provide you with a safer and more productive work environment. There is no cost to attend but space is limited. To register, email [DSanders@peerassist.org](mailto:DSanders@peerassist.org) or call 866.360.0039

## Save Money On Office Supplies

Did you know the Chamber has a program for members that can give you discounts on over 175 items? And the benefits are not just for your business, your employees can also get these savings. To download a price list of eligible items or to receive a store purchasing card that can be used in store or online visit the Chamber website, [www.gjchamber.org](http://www.gjchamber.org).

**Office DEPOT.**



Save up to 60% on your office supplies with the Chamber Discount Program!

Sign up now!



# Chamber Positions and Legislative Votes 2012

Overall Chamber Success Rate: 77%

House Bills	HB-1002	HB-1004	HB-1027	HB-1033	HB-1045	HB-1112	HB-1113	HB-1115	HB-1119	HB-1127	HB-1129	HB-1134	HB-1160
Chamber	Support	Support	Support	Support	Support	Oppose	Oppose	Support	Support	Support	Support	Oppose	Support
Rep. Laura Bradford	Yes	NA	Yes	Yes	Yes	NA	NA	Yes	Yes	Yes	NA	NA	Yes
Rep. Ray Scott	Yes	NA	Yes	Yes	Yes	NA	NA	Yes	Yes	Yes	NA	NA	Yes
Senator Steve King	Yes	NA	NA	Yes	Yes	NA	NA	NA	Yes	Yes	NA	NA	NA

House Bills Cont'd.	HB-1161	HB-1241	HB-1251	HB-1260	HB-1300	HB-1305	HB-1308	HB-1309	HB-1315	HB-1317	HB-1324	HB-1327	HB-1360
Chamber	Support	Support	Oppose	Oppose	Support	Support	Oppose	Oppose	Support	Support	Support	Support	Support
Rep. Laura Bradford	Yes	Yes	NA	NA	Yes	Yes	NA	NA	Yes	Yes	Yes	Yes	No
Rep. Ray Scott	Yes	Yes	NA	NA	Yes	Yes	NA	NA	Yes	Yes	Yes	Yes	Yes
Senator Steve King	NA	Yes	NA	NA	Yes	NA	NA	NA	Yes	Yes	Yes	Yes	Yes

Senate Bills	SB-001	SB-003	SB-004	SB-031	SB-048	SB-086	SB-107	SB-143	SB-153
Chamber	Oppose	Oppose	Oppose	Support	Support	Support	Oppose	Oppose	Oppose
Senator Steve King	No	No	No	Yes	Yes	Yes	No	No	NA
Rep. Laura Bradford	NA	NA	NA	Yes	No	NA	NA	NA	NA
Rep. Ray Scott	NA	NA	NA	Yes	Yes	NA	NA	NA	NA

Laura Bradford 89%

Ray Scott 100%

Steve King 100%

HB-1002: Support*	Concerning the rules of State Agencies applicable to application for permits
HB-1004: Support	Concerning requiring local building codes to allow the use of lumber milled from certain trees as framing material
HB-1027: Support	Concerning the sale of non-potentially hazardous food produced in a home kitchen for sale directly to consumers
HB-1033: Support*	Would eliminate administrative fines in instances of late reporting of injuries under the Worker's Compensation Act of Colorado
HB-1045: Support*	Concerning sales and use tax exemptions for the wood from trees harvested in Colorado by beetle kills
HB-1112: Oppose	Concerning a state economic impact rating as an evaluation factor in awarding state procurement contracts
HB-1113: Oppose	Would create certain procurement preferences to be applied in the state procurement process
HB-1115: Support	Concerning business fiscal impact statements
HB-1119: Support*	Limits the imposition of fines by state agencies for minor violations (an inspection related or paperwork violation that doesn't harm public health or safety)
HB-1127: Support*	Eliminated the increase in the Unemployment Insurance premium rate for new employers
HB-1129: Support	Concerning appropriations to match federal funds for small business development
HB-1134: Oppose	Concerning a prohibition against advertising a job vacancy that requires an applicant to be currently employed
HB-1160: Support	Concerning methane gas captured from coal mines
HB-1161: Support	Concerning scientific review of water quality rules regulating nutrients
HB-1241: Support*	Concerning Enterprise Zone designations
HB-1251: Oppose	Concerning reforms to the "Urban and Rural Enterprise Zone Act"
HB-1260: Oppose	Concerning the cap on the amount of an income tax credit that may be claimed for qualified investments in an Enterprise Tax Zone

HB-1300: Support*	Concerning professional review committees for physicians, physicians assistants and advanced practice nurses
HB-1305: Support	Concerning statutory rates of interest
HB-1308: Oppose	Concerning funding for economic development programs from OEDIT
HB-1309: Oppose	Mandate all Colorado businesses use Federal E-Verify
HB-1315: Support*	Created the Colorado Energy Office from the Governor's Energy Office
HB-1317: Support*	Creates the Parks & Wildlife Commission
HB-1324: Support*	Concerning the admission requirements for Colorado Mesa University
HB-1327: Support*	Removed the bond requirement for towing operators in Colorado
HB-1360: Support*	Concerning the transfer of \$4 million from the General Fund to the Colorado Economic Development Fund

SB-001: Oppose	Would create contracting preferences for persons who employ a specified number of Coloradans
SB-003: Oppose	Would severely limit the use of consumer credit information by employers
SB-004: Oppose	Would create a procurement preference to be granted for materials manufactured in the United States
SB-031: Support*	Concerning Federal Mineral Lease Districts
SB-048: Support*	Creates the Colorado "Cottage Foods Act" for locally produced home foods sold directly to consumers
SB-086: Support	Concerning a study of the cost of regulatory compliance for businesses in Colorado
SB-107: Oppose	Concerning additional protections for hydraulic fracturing in Colorado
SB-143: Oppose	Would create a local business database by the Colorado Office of Economic Development and International Trade
SB-153: Oppose	Concerning the designation of the "Sunshine in Litigation" Act

Bills marked with a \* were passed



# Business Barometer

**April 2012**

A gauge of Grand Junction's economic indicators published by the Grand Junction Area Chamber of Commerce.

[info@gjchamber.org](mailto:info@gjchamber.org) | 970.242.3214

Sales & Use Tax Revenue Collections			
April	2012	2011	% Change
City of Grand Junction	\$3,538,841	\$3,421,951	3.4%
Total YTD (Jan)	\$13,711,611	\$13,041,880	1.05%

Building Permits				
April	2012	Total Value	2011	Total Value
New Single Family Residence	29	\$6,256,287	16	\$3,686,178
New Commercial	2	\$65,436	1	\$251,692
Other	172	\$3,707,434	129	\$4,141,678
Totals	203	\$10,029,156	146	\$8,079,549
YTD Totals	405	\$25,740,705	520	\$29,822,334

MLS Statistics - Quarterly		
1st Quarter	2012	2011
Total Sold	712	623
Dollar Volume	\$100,397,790	\$126,600,000
Total Sold YTD	712	623
Dollar Volume YTD	\$100,397,790	\$126,600,000

Source: Grand Junction Area Realtor Association

Hotel/Motel Occupancy		
March	2012	2011
Occupancy Rate	48.8%	51.8%
Average Daily Room Rate	\$75.58	\$74.98

Mesa County Foreclosures		
Year	Number Filed	Number Gone to Sale
2009	1,290	359
2010	1,580	1,072
2011	1,217	854

Source: Grand Junction Area Realtor Association

G J Regional Airport		
April	2012	2011
Enplaned	17,471	16,833
Deplaned Airfreight	705,940	731,790
Enplaned YTD	65,629	63,606
Deplaned YTD	3,371,296	3,167,774

Labor Market Statistics		
April	2012	2011
Civilian Labor Force	78,507	78,746
Total Employment	71,333	71,210
Total Unemployment	7,174	7,536
Unemployment Rate	9.1%	9.6%

Sources: Grand Junction Area Realtor Association, Colorado Workforce, Grand Junction City Sales Tax Department, Grand Junction Regional Airport, Grand Junction Visitor and Convention Bureau, Mesa County Building Department, Rocky Mountain Lodging Report,

## 2012 Chairman's Circle Members

Alpine Bank

American National Bank

Bellco Credit Union

Blue Finn Creative Group

CenturyLink

FCI Constructors, Inc.

Grand Junction City  
Government

Rocky Mountain Health  
Plans

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

US Bank

Wells Fargo Bank

# gjchamber.org

YOUR LINK TO BUSINESS

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Grand Junction, CO 81501

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Grand Junction Area



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## CHAMBER OF COMMERCE MISSION:

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

### OUR CORE FUNCTIONS:

- Creating a Strong Local Economy
- Promoting the Community
- Providing Networking Opportunities
- Representing Business to Government

# Networking@Noon

Grand Junction Area  
Chamber of Commerce

## June 20, 2012

**Carino's Italian, 2480 Hwy 6 & 50**

**12:00 Noon to 1:00 p.m.**

**\$17.50 GJACC Members/\$22.50 Future Members/No Walk-Ins**

Ever wonder how other local businesses solve problems concerning *marketing, promotion, human resources*, and other common business issues?

**Networking@Noon** is an excellent way for business people to make new connections over lunch and discuss with 5-6 other business people what works (or doesn't) in their businesses.

### Advanced Registration Required

Mail: GJ Area Chamber, 360 Grand Ave., GJ, CO 81501  
Phone: (970) 242-3214 Fax: (970) 242-3694  
On-line: [www.gjchamber.org](http://www.gjchamber.org)