Member Survey Helps Board Identify Strengths and Challenges

Close to 200 members took the time to complete a rather extensive survey for the Grand Junction Area Chamber last month. The results of the survey will be used in two ways. The results from Grand Junction will be compared (or benchmarked) to other Chambers where members have answered the same questions to see how we compare. The second and most important way the results, including comments, will be used is to help us craft a program that works to provide maximum return on investment for our members. Some of the interesting findings included:

- 54% of respondents thought the local economy had gotten worse since the beginning of the year.
- 54% would probably or definitely recommend Chamber membership to a friend.
- When asked what should be the MAIN focus for the Chamber, 32% said create a strong local economy, 29% said represent the interests of business with government and 27% said promote the community. Only 11% thought the main purpose should be networking/referral opportunities.
- 55% indicated that they thought the Grand Junction Area Chamber is very or extremely influential on public policy issues.
- 37% of members said profitability and growth is their biggest challenge. Taxes were the second most mentioned challenge at 13%.

New Board Members Selected

At the Chamber Board meeting in September the following members were appointed to serve four year terms on the Chamber Board beginning in January of 2010:

- Janet Brink, Brink Fine Jewelers
- Phyllis Norris, City Market
- Lance Stewart, Schmueser, Gordon, Meyer Engineering and Surveying
- Chris Thomas, Community Hospital

Board members are typically selected based upon industry type, size of business and geographic location in order to provide diversity to the board of 20. The new board members will begin their duties by attending and participating in the Chamber’s Annual Planning Session on October 16th.
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, Clarion Inn
Ron Tillery, Hoak Media
Derek A. Wagner, Wagner & Assoc.

School Board Election - Who Will You Vote For?

Three bright, young and energetic candidates are vying for an open seat in the upcoming District 51 School Board Election. Do you know who they are? Do you know what they want to do? The Chamber has undertaken an effort to provide information about these candidates. A voter’s guide with information provided by Rose Femia Pugliese, Greg Mikolai and Amber Sigler can be found elsewhere in this newsletter and on the website. You can also view a short video of each candidate online at www.gjchamber.org.

A live candidate forum with the opportunity to ask questions will be presented by the Chamber on Tuesday, October 13th, 7:30 AM in the Chamber lower level conference room. Cost to attend, which includes a breakfast burrito, is $7. Register online at www.gjchamber.org (click on Chamber events).

“Data...and Just the Data, Madam.”

Each fall, the Chamber conducts a major effort to update the information of its members. With the installation of new membership database software last year, we now have the capacity to allow you to update and verify information electronically. Early this month many of you will receive an e-mail directing you to your listing on our website. Once there, we ask you to either approve your current listing or make necessary changes and submit to the staff.

Those of you without e-mail addresses will receive the information in hard copy and can submit changes via fax or standard mail. We urge you to take the time to give us up-to-date information about your business so we can better serve you and refer new business to you in the future.
Join Us for Showcase on October 27th

It is October and that means that Business Showcase is slated to be the site of our Business After Hours this month. Over the years this event has grown to encompass over 100 exhibitors and ongoing seminars of interest to small businesses.

This year our afternoon workshop lineup includes a session on social networking, how to prevent home foreclosure, and marketing 101. The 2009 Showcase has an overall aim toward enticing business and individuals to help rebuild the local economy by shopping with local businesses. Join us for networking opportunities, information about fellow Grand Valley businesses and valuable insights into key business issues. We will see you on October 27th between 4:00 PM and 8:00 PM at the Two Rivers Convention Center. For exhibitor information, contact Shari Milholland at the Chamber office (242.3214).

Energize Your Energy Knowledge

The Chamber’s Energy Briefing Series continue this month with a look at the status and potential for nuclear energy as well as what the City of Grand Junction has done to garner national recognition for its energy sustainability efforts. Shown below is the schedule for the next two months. All briefings are held at 7:30 AM in the Chamber Lower Level Conference Room. Reservations while appreciated are not necessary to attend.

- October 14 – Nuclear Energy Update
- October 28 – Going Green - It’s A Gas: Local Biomass Efforts
- November 11 – Gas Marketing
- December 9 – Hydro Energy

New Governmental Affairs Manager - Mikaela King

I am a 2009 Colorado State University graduate with a bachelor’s degree in English and a minor in Political Science. I have a passion for learning, spending time with my family, and long distance running. I am extremely enthused to have recently been hired as the Governmental Affairs Manager for the Chamber. As a Grand Junction native and 2005 Fruita Monument High School graduate, I am excited to once again call Grand Junction my home and have the opportunity to positively contribute to the community and the Chamber team.

“It’s like the yellow pages for seniors”

Deadline Soon!
Call 243-8829

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!

6th and Rood
24 and F Road
Coronado Plaza in Clifton
12th and Patterson
Orchard Mesa City Market
Fruita City Market
970-242-5211 • anbbank.com • Member FDIC
No one doubts that having highly engaged employees is a great goal. Highly engaged employees produce superior results——more sales, higher customer satisfaction levels and greater profit. But HOW you get there is the key.

Kris Garverick, President and Managing Consultant for People Sigma Consulting will lead a webinar, Getting Peak Performance from your Employees in a Down Economy that addresses the “how you get the results” of high employee engagement. The event is slated for October 13th, 10:00 AM.

Members pay $35 and long distance charges for this direct to your business education session. One registration fee is all that is required per business. You make the decision about how many of your staff takes advantage of this training.

Kris will also be presenting a webinar on Wednesday, October 21st, 10:00 AM entitled Beyond Customer Service: Managing Employee and Customer Interactions.

A recent Gallup study shows that one out of every five service staff is doing more harm than good for their companies. That same study found that 1 in 10 employees are working to help their company’s performance. These employees are interacting with your customers on a daily basis. How do these interactions impact your company’s financial results? Learn methods to enhance your employee and customer relationships and create organizational value.

$35, a computer and a phone line are all you need to take advantage of this exceptional and timely training for small businesses. Register online at www.gjchamber.org (click on chamber events).
Chamber Endorses Femia Pugliese

The Chamber Board has endorsed Rose Femia Pugliese for the District E seat on the District 51 School Board. Rose has extensive experience in mentoring and career counseling for young women, and believes that every student should graduate from the District with a basic understanding of business principles.

In other board action in September your directors... were briefed on cost cutting measures including suspension of a printed newsletter in attempts to balance the budget... viewed a presentation on the results of the Grand Valley Housing Strategy and recommendations for future actions to insure adequate, attainable, and diversified housing stock is available for workers in the future... and approved 15 businesses for membership in the organization.

Chamber Newsletter Goes Green

Starting in October the Chamber newsletter will be emailed to members and available online at the Chamber website. This move was approved by the Chamber Board in September in an effort to be more mindful of how our use of paper can negatively impact our environment and how the reading patterns of our members are changing.

With the prevalence of online data mining and use of social networking venues many of our members no longer take the time to read our printed materials. For those members who still prefer to get their information via hard copy a printable file will be available on at [www.gjchamber.org](http://www.gjchamber.org).

This change will also be cost effective which will enable the Chamber to focus membership investments on more services to the businesses that choose to make the Grand Junction Area Chamber their business partner.

Shop Local and Promote the Local Economy at

**Business Showcase ’09**

Tuesday, October 27, 2009

4:00 - 8:00 PM

Two Rivers Convention Center

**Generate new business leads**

**Put yourself in front of your customers**

**Network with potential business partners**

**Title Sponsor:**

Wells Fargo

**Media Sponsors:**

Free Press

Cumulus

11 News

**Table Top (limit 10) - $300/Future Members or $200/Member Price**

Booth - $375/Future Members or $275/Member Price

Endcap - $350/Members Only

Register Online at [www.gjchamber.org](http://www.gjchamber.org) or Call 970-242-3214
**Providing Networking Opportunities**

**October Events & Opportunities**
Register online at www.gjchamber.org

---

**Monthly Meetings**

- **10/13** Safety Council
  10:30 AM, Chamber Office
- **10/13** Governmental Affairs
  4:00 PM, Chamber Office
- **10/15** Board of Directors
  7:30 AM, Chamber Office
- **10/16** Board of Directors
  Planning Advance
- **10/23** Transportation Committee
  12 NOON, Chamber Office
- **10/27** GJ Forum
  12 Noon, Chamber Office
- **10/28** Mesa County Business Education Foundation
  4:00 PM, Chamber Office

---

**October 13 | 7:30 AM**
GJACC Conference Room
School Board Candidate Forum
Three bright, young and energetic candidates are vying for an open seat in the upcoming District 51 School Board Election. Do you know who they are? Do you know what they want to do? Registration cost is $7.

**October 13 | 10:00 AM**
Web/Online Seminar
Getting Peak Performance From Your Employees in a Down Economy
Kris Garverick, President and Managing Consultant for People Signa Consulting will lead a webinar that address how to get highly engaged employees that produce superior results, more sales, higher customer satisfaction levels and greater profit. Registration cost is $35.

**October 14 | 7:30 AM**
GJACC Conference Room
Energy Briefing: Nuclear Energy Update
Join us for a variety of topics concerning the energy industry and how it affects our community. **There is no cost to attend.** Reservations are encouraged to ensure proper seating.

**October 21 | 10:00 AM**
Web/Online Seminar
Beyond Customer Service: Managing Employee and Customer Interactions
Learn methods to enhance your employee and customer relationships and create organizational value. Registration cost is $35.

**October 21 | 11:45 to 1:00 PM**
Famous Dave's
2440 Hwy 6 & 50
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 $15 for GJACC members, $20 for future members.**

**October 27 | 4:00 PM**
Two Rivers Convention Center
Social Networking 101: Get Connected
An overview of how to get connected to popular social networking sites such as LinkedIn®, Facebook® and Twitter®.

**Cost is $10 for GJACC Members. Seating is limited.**

**October 27 | 4:00 PM to 8:00 PM**
Two Rivers Convention Center
Business Showcase/Business After Hours
There are still a limited number of booth spaces available for this business-to-business trade show sponsored by Wells Fargo Bank.

**Cost: Booth spaces starting at $275. No cost to attend, reservations requested.**

**October 28 | 7:30 AM**
GJACC Conference Room
Energy Briefing: Going Green - It’s A Gas: Local Biomass Efforts
Join us for a variety of topics concerning the energy industry and how it affects our community. **There is no cost to attend.** Reservations are encouraged to ensure proper seating.

---

*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.*
This guide is designed to present voters with a brief introduction to the candidates for this year’s Mesa County Valley School District 51 School Board of Education election.

Each candidate was asked to answer a series of questions pertaining to their qualifications for the positions. Candidate responses have been listed in this Voter Guide. The five questions the Chamber presented each candidate are as follows:

1. What would you hope to accomplish in your four-year term as a School Board member?
2. How do you interpret the School District’s recent CSAP scores and what would you do to address the results of those scores?
3. What do you view as the role of business in education?
4. What should the School District’s role be for developing curriculum specific to industry needs in the Grand Valley? (i.e. Tech Ed, Welding)
5. Do you support additional schools and, if so, how should the school district fund them?

**Amber Sigler**

1. I would consider it a privilege to serve on the board and would love the opportunity to continue the great work of the current school board. My main focus is, and always has been, the students. I would also like to ensure that our educators receive the support they need as they continue to help shape our children into outstanding young adults and the future of our community.

2. I think overall the CSAP scores indicate that our students are doing well and continue to improve. Individual student growth is very important. However, I feel that sometimes too much emphasis is placed on the scores and the teachers are pressured to ensure that the students perform well. There is a distinct difference between being a good test taker and having a clear understanding of the subject content. CSAP scores should be used as a barometer for student progress while other methods are employed to measure daily understanding.

3. I believe that the entire community, not just local businesses, should be involved in the education of our children. Community leaders, organizations, parents, grandparents and church congregations can all play a vital role in the education and positive upbringing of every student. Teachers face so many challenges in the classroom today and one-on-one time is extremely important in every child’s schooling. Community involvement would be incredibly beneficial for the students and teachers.

4. The school district should always be involved in guiding curriculum development; however, this guidance should not be restricted solely to industry needs. Curriculum guidance is needed for all areas of study and exploration. Different students with different personalities and passions will require different areas of instruction. Giving our children opportunities to try new things, not limited to technology and industry, will encourage growth and development.
development. In the pursuit of equality we need to be very careful to not limit or discourage individuality in our children.

5. I have not formed an opinion on this subject at this time. I need more information concerning the fluctuation of student numbers in our district before reaching a conclusion. I suspect that changes in our community and local economy have been reflected in student attendance and this should be investigated first. I do, nevertheless, feel that a student’s success is directly proportional to the one on one time they receive from our educators and that classroom size should always be considered when addressing additional schools.

GREG MIKOLAI

1. I would like to see School District 51 implement cost saving measures, such as becoming less dependent on paper and copying for classroom materials. By moving to a more paperless classroom that incorporates computer use we can cut costs, help the environment, and promote a 21st century mindset. I would also like the district to further explore the idea of more flexible school schedules.

2. I am concerned about our math scores. School District 51 is implementing changes to the math curriculum and their approach to teaching math. I support the district’s efforts to raise CSAP math achievement. Now we need to allow time to see if this new approach improves scores.

3. I think businesses could greatly enhance the efforts of School District 51 by encouraging their employees to actively participate in their children’s education. Our schools alone cannot increase performance in the classroom. It takes parents and the community working with the schools to lift our students to the highest levels of achievement. Businesses could also increase mentoring and internship programs to facilitate school-to-career paths.

4. School District 51 is already making a good effort toward providing options to a variety of students geared to their individual interests. High school classes at Western Colorado Community College are a good example of curriculum designed for specific industry needs. Providing these types of classes can also be helpful in keeping students, who do not aspire to go college, interested in staying in school. Our School District understands that some students want to enter the work force directly out of high school.

5. Our first priority should be maintaining and improving the infrastructure of our existing schools. There are grants available that are designed to help schools become more energy efficient. This would reduce operating expenses, providing additional funding for future growth.

ROSE FEMIA PUGLIESE

1. I would like to promote school-to-career programs and partnerships between the business community and schools which allow the business members to mentor young students and help lead them in their career paths, whether that path is academic or technical. I am also an advocate of encouraging women students to pursue non-traditional careers in areas such as engineering and science. I strongly support career and technical education programs and hope to continue to develop such programs as a member of the School Board. I will explore innovative ways to reward teachers for good performance without compromising our school budget.

2. I think that it is wonderful that two of our schools in the district have been recognized as High Performing Schools. We need to encourage the remaining schools in our district to strive for excellent performance as well, while keeping in mind that standardized test scores should not be the only factor in evaluating the performance of a school and its students.
3. Members of the business community should be proactive in establishing relationships with students and acting as mentors and role models for them. It is important to develop strong relationships with schools as students are the future business leaders of our community. I would encourage schools to invite the business community in to talk about different career paths and how they became involved in their professions. Business members should work with the schools to offer internship programs for students. Involving the business community in our schools may inspire students to pursue different careers, which would aid in the retention of students and could potentially help increase the number of students that graduate.

4. The School District should continue to develop both career and technical education programs. However, while it is good to develop an industry-specific curriculum, it is also important that we do not limit students to solely these areas. It should be a balanced curriculum that focuses on, for example, welding, while also teaching aspects of business, such as owning and operating a welding company. Such an approach encourages a well-balanced educational experience for our students.

5. Dealing with budget questions is always difficult. It is important that the School Board deal with issues of overcrowding while maintaining financial accountability to the taxpayers by staying within the budget. I think that we must examine whether additional schools are necessary. There are alternative educational institutions, such as private schools, charter schools and home schools which may be less costly yet viable options that the School Board should first examine.

**WHO WILL YOU VOTE FOR THIS YEAR?**

Join the Chamber as we host the 2009 District 51 School Board Candidate Forum

All candidates have been invited to attend, introduce themselves and answer your questions. The forum will take place on Tuesday, October 13, 2009 from 7:30 – 9:00 a.m.

Cost to attend the forum is $7 and includes Breakfast burrito. Call 242-3214 to register or online at www.gichamber.org. Reservations are required.

---

**DISTRICT C - UNOPPOSED**

**Harry Butler, Vice President**

---

**DISTRICT D - UNOPPOSED**

**Leslie Kiesler, President**

---

**VOTE FOR EDUCATION!**

---

**Save the date!**

Tuesday, October 13
Chamber Golf Tournament...An Above “Par” Event

Some people see golf as a game but our Chamber members know better. It is one of the best ways to network in a relaxed way on one of the best golf courses in the United States if you are playing in the Chamber’s Annual Golf Tournament. And…it is also fun! But it could not be the quality event it has become without significant sponsorships and donations from our members. Our sincere appreciation goes out to:

**Title Sponsors:**
- Pinnacol Assurance
- Shaw Construction

**Hole Sponsors:**
- Alpine Bank (3)
- American National Bank (2)
- American National Insurance
- Anthem Blue Cross Blue Shield
- Bank of Colorado
- Bechtel and Santo, LLP
- Bighorn Consulting Engineers
- Blythe Group + Co
- Bratton Window & Door
- Bresnan Business Services
- City of Grand Junction
- City Market
- Clarion Inn
- Colorado Housing & Finance Authority (CHFA)
- Community Hospital
- ConocoPhillips
- The Daily Sentinel
- DoubleTree Hotel Grand Junction
- EIS Solutions
- Energy Wise Companies
- Family Health West
- FCI Constructors, Inc. (2)
- First National Bank of the Rockies
- Gold’s Gym
- Hilltop Community Resources (2)
- Holiday Inn - Grand Junction NE
- Mesa Developmental Services/ SPEC-TRA Enterprises

**Pinnacol Assurance**
- Qwest
- RE Landscape Services
- Rocky Mountain Health Plans
- Rocky Mountain Sanitation

**Shaw Construction, LLC**
- St. Mary’s Hospital & Regional Medical Center, Inc.
- Timberline Bank
- United Companies
- US BANK (2)
- Waddell & Reed, Inc. - Justin Reed & Erin Blue
- Wells Fargo Bank (2)
- Xcel Energy

**Prize Sponsors:**
- Adobe Creek Golf Course
- The Ale House
- Altered by Amber N. Rich
- Bananas Fun Park
- Benge’s Shoes
- Black Bear Diner
- Carino’s Italian
- Chipeta Golf Course
- City Market
- Cold Stone Creamery
- Crossroads Fitness
- Decadence Cheese Cakes
- Deer Creek Village Golf Course
- Dolce Vita
- Dos Hombres Restaurant
- E-Fit the Vitality Center
- Enstrom Candies
- Eureka Casino Hotel
- Fishers Market
- The Golf Course at Redlands Mesa
- Grand Junction Symphony
- Grand Junction Visitor & Convention Bureau
- Grand Vista Hotel
- Great Clips
- Hammond’s Golf Headquarters
- Hansen Brothers
- H & R Block
- Le Med Spa
- Monument Pizza
- Nick-N-Willy’s Pizza
- Office Furniture & Design
- Old Chicago
- Plum Creek Cellars
- Precision Promotional Products
- Rocky Mountain Sanitation
- Texas Roadhouse
- Twin Crossings

**Golf Cart Sponsor:**
- Thrifty Car Rental

**Keg Sponsor:**
- Cold Stone Creamery

**Goodie/Swag Bag Donors:**
- 2H Mechanical
- Ace Hardware - Clifton
- Allstate Insurance - Lori Carlston
- Anthem Blue Cross Blue Shield
- Banana’s Fun Park
- Bellco Credit Union
- Brownlee Appraisal
- Carino’s Italian
- City Market
- Clarion Inn
- Cold Stone Creamery
- Crossroads Fitness
- Farmers Insurance – Michael Baker
- Hawks Air Service Heating & Air Conditioning
- Impact Promotional Products
- Johnsons House of Flowers
- Kimberley A. Last Financial Services, Inc.
- Le MedSpa
- Martin Mortuary
- Precision Promotional Products
- Rocky Mountain Sanitation
- St. Mary’s Hospital & Regional Medical Center, Inc.
- State Farm Insurance - Todd Brock
- Texas Roadhouse
- Visiting Angels
- Wells Fargo
- Bank

**Special Sponsors:**

**Apples:**
- Alida’s Fruits

**Beverage Cart Sponsors:**
- Clarion Inn
- YellowBook USA

**Dinner Sponsor:**
- Anthem Blue Cross Blue Shield
Recent Ribbon Cuttings/Groundbreakings

Fisher’s Market Premium Natural Meats, 625 24 1/2 Rd Unit B, Grand Junction, CO 81505 | (970) 245-2500 (Natural Foods) New Owners/Name Change

Freedom Financial Services, 300 Main St Ste 201, Grand Junction, CO 81501 | (970) 263-7200 (Mortgages & Contracts) New Business

Gold’s Gym - Clifton, 3229 I-70 Business Loop, Clifton, CO 81520 | (970) 523-4500 (Health/Fitness Centers) New Business

Great Scents & Gifts, 413 Monument Rd, Grand Junction, CO 81507 | (970) 245-0610 (Gift & Specialty Shop) New Owners

Mosaic, 2813 Patterson Rd, Grand Junction, CO 81506 (970) 245-0519 (Human Service Organization) Business Expansion/New Services

2009/10 Mesa County Leadership Class at Camp Hope
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

PASS IT ON!

The Grand Junction Area Chamber of Commerce 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”

OUR CORE FUNCTIONS:

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

DEPARTING APRIL 2010!

China

Sign up today for a 9-day, all-inclusive trip to experience the wonders of China!

$2,350* per person

For registration information contact: Shari Milholland at 970.263.2919 or sharim@gjchamber.org

*Price subject to airfare from GJ to LA

DEADLINE TO SIGN UP: NOVEMBER 1, 2009

Don’t wait for your chance at adventure to pass you by