

# gjehamberorg - The second of the second of

YOUR LINK TO BUSINESS

# **FEATURES**

- 2 School Board Election Who Will You Vote For?
  - "Data...and Just the Data, Madam"
- 3 Join Us for Showcase on October 27th
  - Energize Your Energy Knowledge
- 4 Peak Performance and Customer Service Training Featured
- 7 2009 Voter Guide
- 10 Chamber Golf Tournament... An Above "Par" Event

# **IN EVERY ISSUE**

- 4 Welcome New Members
- 6 Upcoming Events & Opportunities
- 11 Recent Ribbon Cuttings

# 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.
- Mhen 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%.

 82% felt that they received value equal to or greater than their investment in the Grand Junction Area Chamber.

# 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 16<sup>th</sup>.



Janet Brink



Phyllis Norris



Lance Stewart



**Chris Thomas** 

# 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 13<sup>th</sup>, 7:30 AM in the Chamber lower level conference room. Cost to attend, which includes a breakfast burrito, is \$7. Register online at <a href="https://www.gjchamber.org">www.gjchamber.org</a> (click on Chamber events).



Rose Femia Pugliese



Greg Mikolai



Amber Sigler

# "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.

Working for you 24 hours a day, 7 days a week. **www.gjchamber.org** 

# www.gjchamber.org

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POSTMASTER: Send address changes to: info@gjchamber.org

Grand Junction Area
Chamber of Commerce
360 Grand Avenue
Grand Junction, CO 81501
Or call 970.242.3214
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included in Annual Dues.
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# 2009 Chairman's Circle Members

Alpine Bank

American National Bank

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City Market

Clarion Inn

ConocoPhillips

FCI Constructors, Inc.

**Grand Junction City Government** 

Holiday Inn Grand Junction NE

**Owest Communications** 

Rocky Mountain Health Plans

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

**US Bank** 

**Wells Fargo Bank** 

# Join Us for Showcase on October 27<sup>th</sup>

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



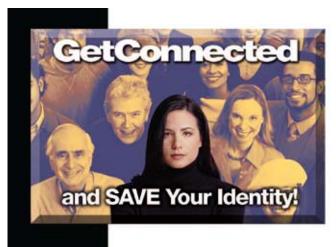
Connecting

with our

Customers...
and our
Community

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.



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!

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# Burton Orthodontics 1114 N 1st St, Ste 102 Grand Junction, CO 81501 Dr. Brian J. Burton, DMD MS (970) 243-6455 Orthotic & Prosthetic Care

# Colorado Discover Ability Integrated Outdoor Adventures

PO Box 1924, Grand Junction, CO 81502 Steve Gunderson - (970) 257-1222 www.coloradodiscoverability.com Clubs & Associations: Non Profit or Community Service

### Comfort Inn

750 3/4 Horizon Dr, Grand Jct., CO 81506 Christina A. Edwards - (970) 245-3335 www.comfortinn.com Hotels/Motels

### **Computer Infirmary**

2536 Rimrock Ave Ste 400-359 Grand Junction, CO 81505 Ron Rucker - (970) 812-4491 www.thecomputerinfirmary.com Computer: Products & Service

# Intermountain Transport, LLC

PO Box 175, Paonia, CO 81428 Paul Fritzler - (970) 712-2821 www.imtransport.com *Trucking Service* 

### KRYD "The Ride" 92.7 FM

444 Seasons Dr, Grand Junction, CO 81507 Brad Verecha - (970) 640-8829 www.krydradio.com Broadcasting Media: Television/Cable/Radio

# Law Offices of Rose Femia, LLC

508 36 3/4 Rd, Palisade, CO 81526 Rose F. Pugliese - (970) 589-3755 *Attorneys/Legal* 

### NoYellowPages.com

PO Box 40171, Grand Junction, CO 81504 Rick Nisley - (970) 424-5505 www.noyellowpages.com

# O'Connor Design Group Inc

2350 G Rd, Ste 113, Grand Jct., CO 81505 Sydney Paris - (970) 241-7125 Engineers: Civil, Environmental, Mechanical or Construction

### **People Sigma Consulting**

445 E Main St, Ste 1, Montrose, CO 81401 Kris Garverick - (970) 234-3776 www.peoplesigma.com Consulting Services

### Singing Touch Therapy

PO Box 1356, Palisade, CO 81526 Connie Rose - (970) 366-1366 Massage: Therapeutic

### **Syndicated Solar**

2139 N 12th St, Unit 8 Grand Junction, CO 81501 Justin Pentelute - (970) 424-5254 www,syndicatedsolar.com Solar Energy

### W.I.N.G.S.

PO Box 1376, Grand Junction, CO 81502 Jeanette Burgess - (970) 208-3947 Health and Wellness

# **Peak Employee Performance and Customer Service Training Featured**

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 Signa
Consulting will
lead a webinar,
Getting Peak
Performance



Kris Garverick

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 13<sup>th</sup>**, **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 <a href="https://www.gjchamber.org">www.gjchamber.org</a> (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 Femia Pugliese has extensive experience

in mentoring and career counseling for young women, is a fiscal conservative, 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.

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 109

Tuesday, October 27, 2009 4:00 - 8:00 PM Two Rivers Convention Center

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REGISTER ONLINE AT WWW.GJCHAMBER.ORG OR CALL 970.242.3214

Grand Junction Area



# **Providing Networking Opportunities**

# **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

# Weekly

GJACC Staff: Mondays, 7:30 AM

Thursday AM Leads: 7:30 - 8:30AM Thursday PM Leads: 12 Noon - 1PM

•

Friday AM Leads: 7:30 - 8:30AM

NOTE: Committees may have a limited number of participants assigned each year, please call 242-3214 if you are interested in joining a specific committee.

# **October Events & Opportunities**

Register online at www.gjchamber.org

# 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 | 11:45 to 1:00 PM Famous Dave's 2440 Hwy 6 & 50

Networking@Noon offers participants an opportunity to multitask 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 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 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 businessto-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

topics concerning the energy industry and how it affects our community. There is no cost to

**attend**. Reservations are encouraged to ensure proper seating.



# GRAND JUNCTION AREA CHAMBER OF COMMERCE

# 2009 VOTER GUIDE

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?
- 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?

# DISTRICT E CANDIDATES AMBER SIGLER



 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

"Community leaders, organizations, parents, grandparents and church congregations can all play a vital role in the education and positive upbringing of every student."

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. 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 21<sup>st</sup> 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.

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 "It is important to develop graduate high school. strong relationships with schools
- as students are the future business 4. The School leaders of our community." 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.



# DISTRICT C-UNOPPOSED HARRY BUTLER, VICE PRESIDENT



# **DISTRICT D-UNOPPOSED** LESLIE KIESLER, PRESIDENT



# 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.gjchamber.org. Reservations are required.

# 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:

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Cold Stone Creamery Crossroads Fitness

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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



# **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



2009/10 Mesa County Leadership Class at Camp Hope



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

# **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.

R	0	u	ti	n	g	
					J	





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

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

RETURN SERVICE REQUESTED

**Grand Junction Area** 



# 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





Periodicals

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DEADLINE TO SIGN UP: NOVEMBER 1, 2009

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

# THE ADVENTURE OF A LIFETIME