

JUL/AUG 2 0 1 2

Upcoming Events

JULY

July 4th Holiday Chamber office closed

Banks in Harmony-3

Phat Daddy (High energy R&B, Contemporary Rock) Red-Tail Hawk Park • 23701 E. Hindsdale Way July 5 | 6:30-8 pm

Banks in Harmony-4

Buckstein (Country Rock) Utah Park • 1800 S. Peoria July 12 | 6:30-8 pm

Networking and Nine Common Grounds • 10300 Golfers Way July 13 | 4:30 pm

Banks in Harmony-5

Hot Tomatoes (Big Band Swing) Utah Park • 1800 S. Peoria July 19 | 6:30-8 pm

Business After Hours

Arapahoe County Fairgrounds 25690 East Quincy Avenue July 26 | 5-7 pm

Banks in Harmony-6

Daddio featuring the 17th Avenue all Stars (50s Rock & Roll) Utah Park • 1800 S. Peoria July 26 | 6:30-8 pm

AUGUST

Banks in Harmony-7

Deja Blu (Variety/Classic Rock) Meadowood Park • 3054 S. Laredo St. August 2 | 6:30-8 pm

Banks in Harmony-8

Chris Daniels & The Kings August 9 | 6:30-8 pm

Networking and Nine Green Valley Ranch • 4900 Himalaya Rd. August 15 | 4:30 pm

Business After Hours

Emerald Grill & Catering (Windsor Gardens) 597 S. Clinton St. August 23 | 5-7 pm

Connect With Us!

facebook

Aurora Chamber Recognizes 11 as Top Metro Military





Gian Gandolfo

Eleven exceptional military men and women were singled out by their peers and honored by the Aurora Chamber of

Commerce at the 36th annual Armed Forces Recognition Luncheon. The event, sponsored this year by Northrop Grumman, offers an opportunity for the entire metro community including Aurora, Centennial and Denver to say thank you to the men and women who serve their country.

This year's winners include:

- Air Force Active Duty: SrA Joshua Carandang, 460th Space Wing,
- Air Force Reserve: SrA Blanca Hernandez, Air Reserve Personnel
- Colorado Air National Guard: SSgt Megan F. Della Rossa, 140th Wing, Buckley AFB,
- Army Active Duty: SGT Camrron Roth, 743 Military Intelligence Battalion, Aerospace Data Facility-Colorado.
- Army Reserve: SSG Stephanie Boyle, HHC, 1st Brigade, 104th Training Division,

AFRL Winners and Hosts -

Military winners of the 36th Annual Armed Forces Recognition Luncheon pose with keynote speaker Maj. Gen. Marty Whelan (left) and special guest, Congressman Mike Coffman (right). Winners included (l-r) PO1 Snake Blocker, Navy Reserve; SSGT Stephanie Boyle, Army Reserve; CTT2 Christopher Rabjohn, Navy Active Duty; SrA Joshua Carandang, Air Force Active Duty; SSgt Megan Della Rossa, Colorado Air National Guard; LCpl Jason McKesson, Marine Active Duty; LCpl Brianna Classen, Marine Corps Reserve; SrA Blanca Hernandez, Air Force Reserve; SGT Camrron Roth, Army Active Duty; PO2 Travis Klein, Coast Guard; SSG Charles Sandoval, Colorado Army National Guard. Winner of the Bob Cardenas Award for support of the military in the community was Gian Gandolfo (inset) with the Hilton Garden Inn DIA. (Staff Photo)

- Army National Guard: SSG Charles M. Sandoval, 168th Regional Training Institute
- · Navy Active Duty: Petty Officer 2nd Class Christopher Rabjohn, Navy Operational Support Center-Denver,
- Navy Reserve: Petty Officer 1st Class Snake Blocker, Navy Operational Support Center-Denver,
- Marine Corp Active Duty: LCpl Jason R. McKesson, Company A, Marine Cryptologic Support Battalion-Aerospace Data Facility -Colorado,
- Marine Corp Reserve: LCpl Brianna Classen, Marine Air Control Squadron 23, [continued on page 2]

More than \$200,000 in workers' comp insurance dividends distributed to Chamber members

The Aurora Chamber of Commerce will distribute \$202,107 in workers' compensation general dividend checks for the general dividend period 2010-2011 to members who have maintained safe workplaces. For the same time period the association earned a total of \$208,854. The checks come from Pinnacol Assurance. The Chamber's workers' compensation insurer, which provides comprehensive, competitively priced coverage; in-depth attention to claims; a highly qualified network of medical providers; and proactive safety programs for approximately 55,000 Colorado husinesses

"We are thrilled that our Chamber Association members are receiving a general dividend. It's a good example of a great return on investment," said Kevin Hougen, president and CEO of The



Accepting a check from Pinnacol Assurance Marketing Representative Michelle Adams on behalf of The Aurora Chamber Association membership are Aurora Chamber Vice President George Peck and Director of Communications Mitzi Schindler.

Aurora Chamber of Commerce.

Pinnacol's board of directors declared a general dividend of \$37.5 million for the general dividend period 2010-2011. More than 52,000 businesses throughout the

state - roughly 90 percent of the company's policyholders - will receive a

The general dividend rewards Pinnacol policyholders who are committed to workplace safety and good claims management practices. Dividend checks are calculated based on the size of a policyholder's annual premium compared with claims costs. Association members receive a general dividend if their association, as a whole, has maintained a qualifying loss ratio and have contributed to Pinnacol's surplus.

"Pinnacol's continued financial stability and strength allow us to return money to our policyholders," said Ken Ross, Pinnacol president and CEO. "This dividend offers some relief to businesses that continue to feel the pain of the slow

[continued on page 3]

Receive the IMPA online

Do you want to receive the Chamber IMPACT Newsletter Online only?



Jeff Thompson *Chair*

Chair's Letter

Dave Gruber, our 2011-2012 chair of the Chamber Board is often heard asking "What has the Chamber done for us lately?"

Well, as I begin my term as the chair of the Board, let me say that Dave really did one heck of a lot for all of us lately! His leadership and commitment has driven the

Chamber forward – through some turbulent and challenging economic times

I'm both humbled and excited to be taking the reins of leadership from Dave. He has been a tremendous leader and an emissary for all of us. Despite the difficult economic times we've encountered the last few years, he kept the Chamber firmly focused this past year on the important issues that will help ensure success and sustainability in the future. The toughest time to be a leader is when times are tough—and Dave certainly rose to the challenge.

I look forward to this next year – and in keeping with this year's Awards Banquet theme of "Growing Together" – I will continue the mission of enhancing the value of the Aurora Chamber of Commerce to the business, professional and political communities we serve. I believe we have the opportunity to focus our efforts on collaboration with our community partners during what appears to be an improving economic environment.

Aurora is a growing, vibrant, and diverse economic powerhouse in the areas of healthcare and biosciences, military, retail, professional services, and transportation. My hat's off to the great leadership we have in Aurora City government – to Mayor Steve Hogan, who has a dynamic vision for our city; to an outstanding City Council – who along with City Manager Skip Noe continue to keep Aurora on the move; to Wendy Mitchell and her team at the **Aurora Economic Development Council** and Accelerate Colorado, who put Aurora front and center in the eyes of business

developers and our political leaders; to Gary Wheat and his staff at **Visit Aurora** who are positioning Aurora as a destination tourist, convention and conference center; and, to all of our business partners and Chamber members who continue to weather the difficult economic climate, yet still find ways to expand and build for the future.

I also want to recognize and offer a tremendous debt of gratitude to Aurora's and the Eastern Metro's State Legislative Delegation. These tireless senators and representatives dedicate so much time, energy and talent in representing all of us under the Gold Dome at Colorado's State Capitol.

Many thanks also go to Colorado's Congressional
Delegation – especially Congressmen Perlmutter and
Coffman who have passionately represented Aurora and our
surrounding neighbors; and our thanks as well to Senators
Udall and Bennet. When Aurora calls, these representatives
listen and act!

There are many challenges that lay ahead, and I look forward to all of the collaborations that will continue to move Aurora forward!

It is a tremendous honor to be offered the opportunity to lead this remarkable organization. As members of the business, professional, and political communities, all of you have seen what the Chamber can do. I look forward to working with Kevin and his Aurora Chamber team, as well as with the Board of Directors, as we continue on a solid and steady path to navigate through these challenging, yet what I foresee as very promising, and opportunistic times.

Jeff Thompson, the 2012-2013 chair of the Aurora Chamber of Commerce board of directors, is the director of Government & Corporate Relations for University of Colorado Health. Prior to his appointment as chair of the Board of Directors, he served chair of the Government Affairs and Education committee, and as vice chair for Public Issues, which includes Government Affairs and Education, and the Healthcare and Transportation committees.

[AFRL continued from page 1]

• Coast Guard: Petty Officer 2nd Class Travis Klein, Coast Guard Cryptologic Unit, Colorado,

.....

Also singled out for special recognition was Gian Gondolfo, who received the Bob Cardenas Award for exceptional support of the military in the Metro area. Gondolfo is general manager of the Hilton Garden Inn DIA and has worked quietly behind the scenes in support of deployed troops and their spouses.

The crowd of more than 600 supporters from metro businesses and government at the Crowne Plaza Hotel DIA was initially welcomed to the event by 7th District Congressman Ed Perlmutter.

Keynote speaker was Maj. Gen. Marty Whelen, Director of Requirements for Air Force Space Command in Colorado Springs. He is also the former vice commander of the 460th Space Wing at Buckley. He was introduced by 6th District Congressman Mike Coffman.

.....

Master of Ceremony duties were performed by the popular KEZW Radio personality Rick Crandall, an Air Force veteran, who has volunteered for the event for 10 years.

"Our military men and women are second to none. We are very appreciative of your commitment as you continue to uphold the great traditions of our free nation," said Chamber President and CEO Kevin Hougen. Hougen also offered high praise for Suzanne Pitrusu from Colorado Business Bank who chaired the Chamber Defense Council committee which organizes the event. "Suzanne and her committee did an outstanding job of making this a truly memorable afternoon," he said.

The Chamber's Mission

The mission of the Aurora Chamber of Commerce is to serve as a voice for the business community, acting as an advocate for its members on issues that affect their growth and long-term economic vitality.

DON'T FORGET: "Every employee of a Chamber member is a member of The Chamber"

Please route this issue to your sales reps, account managers, marketing directors, HR and PR departments. You can also access each month's newsletter online at our website, www.aurorachamber.org, so you can forward it to every employee in your company!

The IMPACT is published for the members of the Aurora Chamber of Commerce. Subscription rate to nonmembers: \$50/year. Advertisers: The Chamber members—use the IMPACT to advertise your products and services to over 1700 Aurora Chamber members. Advertising space only available to members. The IMPACT also accepts preprinted inserts. Contact The Chamber for details. Deadlines: the 10th of the month prior to publication.

Chamber Board

Executive Directors

Chair of the Board Jeff Thompson | University of Colorado Health

Chair Elect Rich Allison | Milender White Construction Co.

Immediate Past Chair David Gruber | Cybertap

Past Chair Once Removed
Mark Moses | Outback Steakhouse

Secretary

David Patterson | Rural/Metro Ambulance

Treasurer

David Maxwell | FirstBank of Aurora

Vice Chair-Business Development
Dwight Taylor | Rocky Mountain Law Group, LLC

Vice Chair-Community Services Craig Ward | Padgett Business Services

Vice Chair-Member Services

Vice Chair-Public Issues Tom Henley | Xcel Energy

Directors

Jason Altshuler | Westerra Credit Union
Joe Barela | Arapahoe/Douglas Works! Workforce Center
Bob Barké | BAR-K Insurance Solutions
Randy Berner | Adolfson & Peterson Construction
Larry Borland | CenturyLink
Lisa Buckley | American Automation Building Solutions
Michael Mickey Hunt | Colo. Dept. of Military & Veteran Affairs
Bob Jamieson | Mutual of Omaha
Todd Landqrave | Northrop Grumman

Suzanne Pitrusu | Colorado Business Bank Cheri Prochazka | Fitzsimons Credit Union Ryan Simpson | The Medical Center of Aurora, HealthOne

Jo Snell | E-470 Public Highway Authority
Matt Webber | Kaiser Permanente
Michael Wukitsch | Children's Hospital Colorado

Alfonso Nuñez | La Cueva Restaurant

HONORARY DIRECTORS

Brig. Gen Trulan Eyre | 140th Wing COANG
Barry Gore | Adams County Economic Development
The Honorable Steve Hogan | Mayor, City of Aurora
Bill Holen | Arapahoe County Commissioner
Wendy Mitchell | Aurora Economic Development Council
Ron Weidmann | City of Centennial Mayor Pro-Tem

Staff

President and CEO Kevin Hougen

Sales & Marketing Naomi Colwell

Leadership Director Kimberly Curtis

Finance Director Linda Lillyblad

Senior Vice President George Peck

VP, Membership Development Paul Rosenberg

Communications Mitzi Schindler

Membership Services Mary Beth Sharp

Associates

Tom Thompson | Procurement Technical Assistance Centers (PTAC)

Judy Emery | Healthcare Partnership Project Manager

Mario Waller | Six & Six, inc./Newsletter Design

14305 E. Alameda Ave Ste. #300 Aurora, CO 80012 303-344-1500 • Fax 303-344-1564 website: www.aurorachamber.org

Ribbon Cuttings



Fro Yo Spot Hits the Spot! – An enthusiastic crowd gathers for the ribbon cutting of the Fro Yo Spot, at 17200 E. Iliff Ave. Fro Yo Spot features YoCream Frozen Yogurt, which is good for your bones and good for your tummy, supports wellness through general digestive health, and promotes a healthy lifestyle with probiotics and low cholesterol and low sodium content. Owner Janis Villaruz invites Chamber members to come on by and try some yummy yogurt – she says there's a flavor for every taste. And, during the summer, they are open until 10 pm every night!



It's open and ready for wellness! - The Shalom Cares Wellness Center, built adjacent to the Shalom Park Nursing Home, brings together traditional, progressive and natural approaches to health and wellness for aging adults in the metro Denver community. Features include: warm water therapy and exercise pool; rehabilitation and therapy gym; fitness center and aerobic exercise gym; bistro and nourishment center; and a salon and spa. Left to right are Dan Stenersen, president and CEO of Shalom Cares; Marshall Abrams, chair of the board; Gary Yourtz, immediate past chair; Jordon Perlmutter, founding chair; Aurora Mayor Steve Hogan; Bob Loup, founding board member; and Rick Miller, Saunders Construction.



Fresh tastes, quick service, and a friendly atmosphere – There's a brand new McAlister's Deli at 13950 E. Mississippi Ave. in Aurora! Their unique menu includes a wide variety of sandwiches, giant spuds, entrée salads, soups, sweets and, of course, their signature Famous Sweet Tea™. And if you don't have time to go there to eat, McAlister's makes it easy to call in orders to go, and online ordering is available at many locations. Go to their Website at www.mcalistersdeli.com to sign up to win a free lunch every week for a year!



Get that Visual Edge - Tim Eunice, owner of The Visual Edge Signs & Design, Inc., gets a bit of extra help cutting the ribbon from Congressman Mike Coffman, while City of Centennial Mayor Cathy Noon and a group of enthusiastic supporters including Chamber Ambassadors look on. The Visual Edge Signs and Design is a new company, founded by Tim and Dee Eunice in 2012, and is located at 7388 S. Revere Parkway, Suite 801, in Centennial, Colo. They offer a wide array of services including: banners; trade show displays; retractable banner displays; car, truck and bus wraps and graphics; wall murals; point of purchase displays; and canvas prints. And, if you can't make it to Centennial, they will come to you!



Enjoy an memorable evening of delicious food and select wines, a silent auction, a sampling from each show in our 28th season plus an extended dramatic sequence from this season's opening production. Coffee and dessert will be served following the show. This annual event is a terrific excuse to dress up and socialize in a festive theatre setting while showing your support for the arts right here in your community. Go to www.aurorachamber.org or call The Chamber at 303-344-1500 for details.

* \$ [PINNACOL continued from page 1]

economic recovery. We hope it will help create more jobs and provide a boost to the state's business environment. We applaud our policyholders for their continued commitment to effective claims-management and safety practices - and we thank them for their business and continued support."

The Chamber's Workers' Compensation program through Pinnacol Assurance gives a 4 percent discount for members, as well as potential return dividends for operating a safe working environment. The program is just one of the many benefits of membership in the Aurora Chamber of Commerce. For more information about the program, contact mitzi.schindler@aurorachamber.org.

Member News

A&P raises \$100,000 for Habitat for Humanity to support local families

The American Institute of Architects Denver Chapter (AIA Denver), Blue Spruce Habitat for Humanity, **Adolfson & Peterson Construction (A&P)**, and volunteers from the local subcontracting community recently gathered to begin construction on a Habitat for Humanity Colorado/Blue Spruce Habitat for Humanity construction site.

A&P is working alongside Blue Spruce Habitat for Humanity, assisting with construction management on the project, as well as leading the construction effort. To date, the **A&P** team has raised more than \$100,000 in donations of cash, labor, and materials, and the generosity of their subcontracting community. These donations have allowed upgrades in the habitat house, including the use of sips exterior panels, and other energy-efficiency upgrades.

In addition to the donations, the subcontractors and **A&P** staff will donate time and labor on the jobsite to work with the **A&P** teams of suppliers and subcontractors to build this project in the field alongside the homeowner, AIA and other Habitat volunteers.

"A&P is honored to have the chance to give back to the Colorado community. Habitat for Humanity is an organization we believe in and we are proud to be a part of something bigger than ourselves," said John Herrera, General Superintendent for A&P's Rocky Mountain Region.

Anchor Network Solutions hires first graduate of "Boots to Suits" program

A new member of the **Anchor Network Solutions** team was featured in a 9NEWS story in February 2012. Tyler Heath, who spent 20 months as a soldier in Iraq, was highlighted as a student in a **CU Denver** program called "Boots to Suits." The program is designed to ease the transition for graduating veterans.

"We're very excited to have Tyler as part of our team and feel an immense sense of duty to hire veterans returning to the workforce. Tyler's background and experience can be translated to the business world with a little bit of coaching and experience, and I'm very committed to helping him succeed," said **Anchor Network Solutions** CEO Vince Tinnirello.

Heath's mentor is an Air Force veteran who also happens to be a Chamber member: **RTL** CEO Richard Lewis. One of the first things Lewis told Heath is that his skills will be valuable in the world of business.

Tinnirello said he wholeheartedly agrees with that.

Cherry Creek School District grads earn big bucks in scholarships

3,585 students graduated this year from Cherry Creek School District's six high schools; Cherokee Trail, Cherry Creek, Eaglecrest, Grandview, Overland and Smoky Hill. These students earned in excess of \$42 million in scholarships and will attend colleges, universities, military academies, vocational and technical schools across the country. Many will also enter the workforce. The Class of 2012 includes 37

National Merit Finalists, four National Merit Hispanic Scholars, four National Achievement Scholars, one Presidential Scholar, 11 military academy appointees; 13 Daniel's Fund Scholarship recipients and two Never Forgotten Fund Scholarship recipients.

Landtech celebrates 25 years of excellence

Landtech Contractors, Inc., is celebrating 25 years of providing professional, warranty-backed, high-quality landscape construction and maintenance

"Today, after 25 years of **Landtech** success stories, our number one priority remains the same: customer satisfaction" commented President/CEO Larry Overley. "**Landtech** remains committed to being the most reliable, trusted, and innovative landscape company."

Landtech launched their business in the summer of 1987. Beginning small, they offered professional landscape work to residents and a few businesses. Then, in 1994, they decided to focus exclusively on commercial landscape and maintenance. In 2000, they expanded into Northern Colorado and Colorado Springs, and then moved outside of Colorado in 2007. Over the course of their 25 years, Landtech has expanded from a few employees to more than 200 in multiple cities and states.



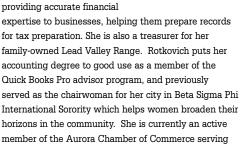
Landtech employees celebrate 25 successful years.

Cheryl Rotkovich honored as Woman of the Year

Aurora Chamber member Cheryl L. Rotkovich was recently honored as "Woman of the Year," by the Aurora Business
Women Association.

Rotkovich received the award for her five plus years as a selfemployed accountant and president of **Balancing Books**,

Inc. Rotkovich is dedicated to



[continued on page 5]

Cheryl L. Rotkovich

Dry Dock Brewing announces expansion plans

Chamber member Dry Dock Brewing Company is moving its production operations to a 30,000 sq. of a wor ft. building south of I-70 on Tower Road. This second location will house a 4-vessel, 40 barrel brewhouse that will eventually be capable of producing more than 60,000 barrels of beer per year (one barrel is 31 U.S. gallons). The new facility should be producing beer by the end of 2012, aiming to brew 12,000 barrels in its first year. Dry Dock plans to start by focusing its distribution in Colorado, and will consider out of state

markets in 2014.

Currently, Dry Dock distributes in 22oz glass "bomber" bottles which it has been doing since January 2011. It also plans to package in aluminum cans in the new production facility. "We will continue to produce the Double IPA, Bligh's Barleywine and other seasonals in bombers while putting our Apricot Blonde, Hefeweizen, Amber and a hoppy beer in cans," says co-owner Michelle DeLange. "We also intend to offer champagne style bottles with cork/cage finish for barrel-aged and sour beers that are produced in later years," adds co-owner Kevin DeLange.

The current Dry Dock Brewery location at

15120 E. Hampden Ave., will continue its dual roles of a working brewery and flagship tasting room, but will no longer be challenged by the evergrowing production demands. With the

exception of some limited draught only releases, all distribution will come from the new facility, so the present brewery can be used for experimental, barrel-aged, and sour beers. "We will be able to play even more on our current system. Although it is small, it has all the capabilities of step mashing and decoction that our new, larger brewery will have – so it will be a perfect pilot

system," Kevin said.
Dry Dock was founded in 2005 by Michelle and Kevin DeLange next to The Brew Hut, their homebrew and winemaking shop. In April 2006, Dry Dock won a gold at the World Beer Cup for its HMS Victory ESB in the Special or Best Bitter Category. Since then, Dry Dock has won 3 additional World Beer Cup awards and 11 Great American Beer Festival medals including Small Brewing Company of the Year in 2009. Dry Dock currently sells 70 percent of its 3,000 bbl/yr beer production in its tasting room. It also self-distributes in the Denver metro area.

[MEMBER NEWS from page 6]

as an ambassador, chairman for the Tips and Leads Group III, and the Women in Business Group. Cheryl is a member of the Community Emergency Response Team (CERT) for Arapahoe County and the Arapahoe County Citizen's Academy. She is an NRA Certified pistol instructor and Range Safety Officer. Cheryl and her husband, Glenn, have three children and five grandchildren.

Hertz rated #1 in five categories of Zagat survey

In May, 2012, Zagat, a well-known provider of restaurant ratings announced the findings of their first U.S. rental car survey, according to Barry Roth, **Hertz** senior account representative for southwest regional sales.

Hertz was listed as #1 for: Top rated overall; most popular; top rated for vehicles; for reliability; and for service.

The Zagat Car Rental Companies Survey was conducted among a national sample of ZAGAT registered users who rated 21 U.S. based car rental companies on the quality criteria of Vehicles, Reliability and Service. Survey participants also provided rankings of the top five favorite car rental companies and their choices for the best company in several categories.

Young appointed president, CEO of HealthONE

Sylvia Young is the new president and chief executive of **HealthONE** and HCA's Continental Division. From 1998 until her appointment to her current position in 2007, she served as chief

executive officer of **The Medical Center of Aurora** and Centennial Medical Plaza. From 1995 to 1998, she was the chief operating officer of HealthONE's **The Medical Center of Aurora**. In 2009, she was recognized by Modern Healthcare magazine as one of the "Top 25 Women in Healthcare in the U.S."

Felsburg honored

Robert W. Felsburg, president of **Felsburg, Holt & Ullevig** is this year's recipient of the Orley O.

Phillips Award, the highest honor given to an engineer each year by the American Council of Engineering Companies of Colorado.



AFRL Sponsor Check Connection—Steve Alcock (center), Service Area Director for the TriWest Healthcare Alliance formally presents their sponsorship check to Defense Council Liaison George Peck (left) and Chamber President Kevin Hougen. TriWest, which administers TRICARE, the military's health care program in 21 states (including Colorado), joined Northrop Grumman and the Colorado Technical University as one of the major sponsors for the 36th Annual Armed Forces Recognition Luncheon on June 15. Alcock, himself a retired Air Force officer, also told the Chamber that their organization had recently earned its 5th consecutive J.D. Power and Associates certification for outstanding customer service.

Tips & Leads Group #3:

Building relationships and building business – a great combination for success!



From left to right, back row: Sean Melody, Interstate All Battery Center; Theresa Byrnes, Byrnes Insurance Agency; Gayle Eskanos, Outside Purple; Tim Mugglestone, Griswold Special Care Aurora; Deborah Jane Wells, DJW Life Coach, LLC; Bruce Fuller, Smart College Planning; and Dwight Green, Healthy Body Café. From left to right, front row: Yvonne Costin, Grandma's Handyman Service; Cheryl Rotkovich, Balancing Books; Camilla Dellinger, Aurora Law Firm; Melanie Limke, May Farms; and Helen Tanner, Coldwell Banker Real Estate. Group members not pictured: Brad Davis, Roper Insurance; Karen Johnson, KBJ Space Solutions; Carol Kruse, Westerra Credit Union; and Scott Lythgoe, Golden Impressions Marketing. (Photo courtesy Brian Molitoris, Photographer)

Joining a Chamber Tips & Leads group can help you build business relationships and gain clientele. Everyone wants to do business with someone they know, like, and trust – and a Tips & Leads group is a great way to get to know other business professionals that you can receive referrals from and refer business to.

Cheryl Rotkovich, owner of **Balancing Books**, is the chair of the group, and would be happy to talk with you about visiting the group. This way, you can meet the group members and see if it's the right investment for you. You can also contact Mary Beth Sharp at 303-344-1500 or

Marybeth.sharp@aurorachamber.org. Sharp serves as the staff liaison to the group, and can answer any questions.

When you joined the Chamber, you may have been looking for a place to invest your time and effort to build your business – a Tips & Leads group could be a great resource for you!

Aurora Chamber Spotlight on:

Mark Werner, Great Western Printing

Mark Werner and his wife Connie own and operate **Great Western Printing**, a full-service printing company based in Aurora. They opened the business in 1992, and are proud of their reputation of quality, customer service, and pricing – as well as adhering to those ever-crucial deadlines!

It turns out that printing has been in Mark's blood for most of his life. He tells it that by age 13 he was delivering print from coast to coast – and that he had some early career opportunities to work with Fortune 500 companies,

including Martin Marietta, Honeywell, and Hewlett

Packard. At one point in his career, Mark was running the entire print department for a reputable DTC printing firm, receiving additional acclaim.

2011 was a record year for **Great Western Printing**, and Mark credits
that success to many things,
including his dedication to the trade

by engaging in continuing education in the latest training in color, print production, and the newest and most effective marketing materials. He also



believes that much of the business' success is because of the relationships made possible through his involvement in the Aurora Chamber of Commerce.

Mark's involvement in the Chamber spans a broad range, including the Business for the Arts Committee, the Defense Council, and his very active participation in the Ambassador Program. Mark has truly invested his time and effort in the Chamber, and has therefore reaped the rewards. In fact, one of those rewards was in the form of a prestigious award in April 2012, when he was named the Ambassador of the Year for 2011. Congrats Mark!



	DATE	BAND	STYLE	LOCATION
	July 5	Phat Daddy	High Energy R&B, Rock, Contemporary Hits	Red-Tailed Hawk Park S. Aurora Parkway & E. Hinsdale Way
	July 12	Buckstein	Country Rock	Utah Park Peoria & Mexico
	July 19	Hot Tomatoes	Big Band Swing	Utah Park Peoria & Mexico
	July 26	Daddio featuring the 17th Avenue Allstars	50s Rock and Roll	Utah Park Peoria & Mexico
	August 2	Deja Blu	Variety / Classic Rock	Meadowood Park Dartmouth & Laredo
	August 9	Chris Daniels & The Kings with Horns	Roots Rock & Roll	Meadowood Park Dartmouth & Laredo

For weather-related decisions on cancellations, please call the Chamber after 4 p.m. at 303-344-1500 on the day of the concert or tune in to KEZW Radio, AM 1430 for the latest updates.

SPONSORS: Wells Fargo Banks; 1st Bank of Aurora; Citywide Banks; US Bank; Aurora Chamber of Commerce; and City of Aurora, Cultural Services Division

MEDIA SPONSORS: KEZW Radio AM 1430; Aurora Sentinel; Aurora Channel 8

FOOD VENDORS: Helga's Restaurant; Famous Dave's BBQ; Cold Stone Creamery Sound provided by Wave Audio-Visual

For more information, visit www.auroragov.org/concerts or call 303-344-1500.

NEW MEMBERS

Aerotek Government Services AxxessConnect **Busch Law Firm LLC** Colorado Business Bank Core Power Yoga, Aurora **Epoch Concepts LLC Every Child Counts Home Sweet Home Inspections Kiewit Building Group** Merrill Lynch/ Obinna Ikeako MITH Enterprises LLC **Mountain States Employers Council** n2 Publishing **NAACP-Aurora Branch Pure Cycle Corporation** Sandra K. Miller **Serenity Ridge Condominiums** THINK! Toner & Ink Wealth Agent Inc. Western Parking Management William Ross II

Renewals

Adams County Workforce & Business Center
Adolfson & Peterson Construction
Advantage Security, Inc.
Air Reserve Personnel Center
Amberg Entertainment
American Automation Building Solutions
Ames Construction
Anthem College High Tech Institute
Arapahoe County Early Childhood Council
B & E Screen Printing and Sports Apparel, Inc.
Brock Publishing
CBS Outdoor
Cherry Creek Nursing Center
Children's Hospital Colorado
Colorado Security Services, Inc.
Colorado State Bank and Trust — Mission Viejo
Community College of Aurora - Foundation

Courtyard by Marriott - Denver South/Park Meadows Mall Drury Inn - Denver East Enternet Design Firearm Accuracy Safety Training, Inc. Fogg System Company, Inc. Garden Terrace Alzheimer's Center of Excellence Garvin's Sewer Service Gateway Business Park/ The Pauls Corporation GP Xpress Grand Design, Inc. Havana Business Improvement District Helga's German Restaurant & Deli Hertz Rent A Car Holiday Inn & Suites DIA Jane McGrath JCPenney Jordan Road CARSTAR Collision

Medical Center of Aurora, HealthOne
Merry Maids of Aurora
Midwest Sales
Miller Technology Group
New York Life
Outback Steakhouse - Centennial
Pickens Technical College
Plastics Design & Manufacturing
Ponderosa Vision Clinic
Publication Printers Corp.
Raytheon Company
Residence Inn - Denver South/Park Meadows Mall
S & S Plumbing Services, Inc.
Specialty Incentives
Staybridge Suites - DIA
Watson & Co., Inc.
WEM Services