

**Serving the east-metro  
area including:**

Aurora  
Bennett  
Centennial  
Commerce City  
Denver

# THE CHAMBER Impact NEWSLETTER

MAR/APR 2014

## Upcoming Events

*Meetings are held at the Chamber  
office, 14305 E. Alameda Ave., Suite  
300 - unless otherwise noted*

### MARCH

#### Business for the Arts

March 4 | 8 am

#### Tips and Leads 1

March 4 | 11:45 am

#### Tips and Leads 2

March 11 | 8 am

#### Transportation

March 5 | 7:30 am

#### Public Issues

March 6 | 7:30 am

#### Ribbon Cutting

March 6 | 12 pm

H&R Block  
4215 S. Buckley Rd.  
Aurora, CO 80013

#### Young Professionals

March 7 | 12-1 pm  
Community College of Aurora  
CentreTech Campus  
16000 E. CentreTech Pkwy.  
Aurora, CO 80011

#### Tips and Leads 3

March 10 | 11:45 am

#### Tips and Leads 2

March 11 | 8 am

#### Ambassador Team

March 12 | 7:30 am

#### ChamberMaster Training

March 12 | 12 pm

*continued on page 6*

## ConocoPhillips open house provides information about oil and gas operations



**Body of knowledge** - ConocoPhillips specialists in every aspect of the oil and gas industry brought their expertise to the Eastern metro area at a special education open house at the Aurora Chamber Feb. 26. The group drew professionals from throughout the area including Texas, North Dakota, Wyoming and Colorado, dedicated to helping the business, political and professional communities understand the breadth, depth and importance energy to Colorado with an emphasis on Arapahoe and Adams Counties.

ConocoPhillips, in association with the Aurora Chamber of Commerce, recently hosted an Education Open House, to "share and show" aspects of their Niobrara operations. A large group of experts from the company provided information and answered questions

during the two hour event. Many Chamber members attended to learn about energy development of oil and gas, to include topics such as safety, water and traffic management, air quality, infrastructure, and responsible well site construction and operations. ■



## Want I-225 construction updates?

The I-225 Rail Line is a 10.5-mile light rail segment within the city of Aurora that will provide key regional connections to the East and Southeast rail lines. It will provide connectivity to major activity centers including the Aurora City Center, Anschutz/Fitzsimons Medical Center and Denver International Airport through a transfer at Peoria to the East Rail Line.

To receive regular updates about construction and detours, go to [www.rtd-fastracks.com/i225](http://www.rtd-fastracks.com/i225) and sign up for construction updates. There's also an informative video on the page under Key I-225 Rail Line Links: Catch up on what's new. ■

## Save the date...

### for the 59th Annual Awards Dinner & Silent Auction

**On the Leading Edge**  
**Friday, May 9, 2014**

5-7 pm Reception and Silent Auction  
7-9:30 pm Dinner and Awards  
Crowne Plaza Hotel  
15500 E. 40th Ave.  
Denver, CO 80239



facebook



**Jeff Thompson**  
Chair

# Chair's Letter

This is my first Chairman's Letter for 2014 – so, a bit belatedly, I wish all of our Aurora Chamber of Commerce members a very Happy New Year! I hope your year, thus

far, is going well. It's certainly been a busy January, February, and beginning of March for your Aurora Chamber!

We are now more than half-way through this year's Legislative Session. As you know, our Colorado General Assembly is constitutionally limited to a 120-day session that will adjourn no later than midnight, May 7, 2014. A

And, as I write this letter, 450 bills have been introduced (and we are aware of many bills yet to be introduced) – many of which have, or could have, significant impact – positively or negatively on our business community. Through our Public Issues committee, most ably chaired by Tom Henley of Xcel Energy, and vice-chaired by Polly Page, we are closely monitoring several bills of interest. The good news for Colorado is that the state's economy seems to be rebounding relatively strongly – leading to increases (as reported in the state's quarterly revenue forecasts) in state general funds. However, this poses some dilemmas for the Joint Budget Committee, as an increase in general funds implies that the legislature might be able to restore some funding to areas of the budget that have taken "hits," as well as being incentive for some legislators to look to these

dollars for "pet projects."

For instance, Governor Hickenlooper and legislative leadership is proposing, through Senate Bill 1, to increase funding for Higher Education by just over \$100 million, along with capping tuition increases at no more than 6 percent; with a significant portion of the \$100 million increase being dedicated to student financial aid. A bill (not introduced at this writing) that The Chamber has been working diligently on with Aurora's own Senate President Morgan Carroll, along with other Colorado Chambers, and our military leaders, will be bipartisan legislation seeking funds for a statewide "data-driven analysis," examining the overall impact of the military installations in the State. This is important, especially at a time when we are seeing proposals to cut military funding nationwide that could lead to downsizing, relocating, or even eliminating military bases through the Base Realignment and Closure (BRAC) process. We know the importance of our bases, especially to our local communities in Aurora and Colorado Springs. The question becomes, what would happen should they be significantly down-sized, relocated, or closed? Answer: It would leave huge economic holes in our communities.

It is crucially important that we know, in detail, the overall impact of the military in Colorado. This information can provide us with the "weapons" we need to fight any actions that would negatively impact local communities and our state should we lose any of our bases. A loss or dramatic reduction in base personnel, active duty and/or civilian, in any of our military establishments would likely have a significantly negative influence on community businesses and the overall economy.

I encourage you to watch for any Aurora Chamber legislative updates on this and other issues impacting our business community. We may need your help in reaching out to your legislators to advance our messages. With your help, the Aurora Chamber of Commerce does, and will, have a strong voice with our elected state Representatives and Senators.

I would also note that our Aurora Legislative Delegation is one of, if not THE strongest delegations under the Gold Dome. (See sidebar) Especially boasting the aforementioned President of the Senate, Morgan Carroll.

While this time of year a great deal of The Chamber's time and attention is focused on legislative affairs, it does not mean that is all The Chamber is doing! We are excited about our recent Women in Business Committee's "Unsung Hero" Luncheon (see page 3); The Transportation Committee recently heard a comprehensive update from RTD Executive Director Phil Washington on the status of the I-225 Corridor Light Rail Project – mostly that it's still on schedule and on budget!; Our Health Care Committee, having debriefed and learned from our first "Destination Health" conference November 1, 2013, is now planning "Destination Health 2" for November 7, 2014 – stay tuned!; The Chamber's Defense Council continues to work closely with Buckley AFB and other military installations and leadership in the state to salute and carry forward support for our men and women in the armed forces – and supporting our bases; The Young Professionals are planning and doing many educational as well as fun and entertaining events; and again this year, our Leadership Aurora Board has

*[continued on page 5]*

## ChamberBoard

### EXECUTIVE DIRECTORS

#### CHAIR OF THE BOARD

Jeff Thompson | University of Colorado Health

#### CHAIR-ELECT/SECRETARY

David Patterson | Consultant

#### IMMEDIATE PAST CHAIR

David Gruber | Cloud Worldwide, LLC

#### PAST CHAIR ONCE REMOVED

Mark Moses | Outback Steakhouse

#### TREASURER

Jason Altschuler | Westerra Credit Union

#### VICE CHAIR-COMMUNITY SERVICES

Craig Ward | Padgett Business Services

#### VICE CHAIR-BUSINESS DEVELOPMENT

Dwight Taylor | Rocky Mountain Law Group, LLC

#### VICE CHAIR-MEMBER SERVICES

Bob Jamieson | Mutual of Omaha

#### VICE CHAIR-PUBLIC ISSUES

Tom Henley | Xcel Energy

### DIRECTORS

Randy Berner | Adolfsen & Peterson Construction  
Larry Borland | CenturyLink  
Lisa Buckley | American Automation  
Renée Gullickson | Wells Fargo Bank  
Michael "Mickey" Hunt | Colo. Dept. of Military & Veteran Affairs  
Shannon Jones | FirstBank  
Cindy Kreutz | Healthcare Consultant  
Todd Landgrave | Northrop Grumman  
Peter Lee | Aurora Asian/Pacific Community Partnership  
Alfonso Nuñez | La Cueva Restaurant  
Dr. Betsy Oudenhoven | Community College of Aurora  
Suzanne Pitrusu | Community Banks of Colorado  
Cheri Prochazka | Fitzsimons Credit Union  
Ryan Simpson | The Medical Center of Aurora, HealthONE  
Matt Weber | Kaiser Permanente

### HONORARY DIRECTORS

Paul Suss | Suss Buick GMC  
Colonel Floyd Dunstan | 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  
Cathy Noon | Mayor, City of Centennial  
Gary Wheat | Visit Aurora

### STAFF

Kevin Hougén | President and CEO  
Naomi Colwell | Marketing Director  
Chance Horiuchi | Business Development Director  
Linda Lillyblad | Finance Director  
George Peck | Senior Vice President  
Paul Rosenberg | VP, Membership Development  
Mitzi Schindler | Communications Director  
Mary Beth Sharp | Member Services Director  
Rene J. Simard | Executive Vice President  
Judy Booth | Volunteer

### ASSOCIATES

Kathryn Lobdell | Procurement Technical Assistance Centers  
Judy Emery | Healthcare Partnership Project Manager  
.....  
Mario Waller | Six & Six, inc. | Newsletter Design

### 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](http://www.aurorachamber.org), so you can forward it to every employee in your company!



# The Chamber Celebrates Women in Business

The Aurora Chamber's Annual Women in Business Unsung Heroes Luncheon celebrated its 14th year of honoring "Women Making a Difference" on Friday, Feb. 28 at the **Red Lion/Radisson Hotel** on S. Parker Rd. in Aurora, CO.

This year, 13 women from the community were honored for their 'behind the scenes' efforts to make their workplaces as well as their community, a better place.

Dr. Debbie Gilliard of **Metropolitan State University of Denver** and chair of The Chamber's Women in Business committee emceed the event, and applauded the community for recognizing all of the dynamic women nominated for the award.

Jacque Healy of Trilogy Benefits introduced the keynote speaker, Wende Curtis, owner of the **Comedy Works**. Wende spoke openly about her struggles with her business and her realization that she is ADHD. As one of the most successful business women in the country, it's inspirational that she is willing to share her

thousands of families of this grateful nation.

Along with Diane, two finalists came to the top of the list for their efforts: Gigi de Gala of **Nelnet**, for her commitment to helping children in our community through her efforts with Junior Achievement; and Captain Vanessa Wilson of the **Aurora Police Department**, for beginning and implementing the Aurora Community Outreach Team, which patrols the city on cold nights to check for homeless and others in need.

Every year, the committee has to make the difficult decision of which woman - out of all who are nominated - will be the top honoree. And this year was no exception. In addition to Diane, Gigi and Vanessa, 10 women were nominated with glowing accolades about their contributions to their community.

These are:  
 Patti Bateman, **City of Aurora Library and Cultural Services Department**  
 Emma Chambers, **Klassy Creations**  
 Glennita Dixon, **FirstBank**  
 Beverly Handstrom, **Colorado Medical Waste**  
 Michele Haugh, **Tri-County Health**  
 Teri Karjala, **Creative Counseling**  
 Kathryn Lobdell, **Procurement Technical Assistance Counseling**  
 Shelly Phillips, **Body Beautiful Collision Repair**  
 Sherrel Roland, **Women of Ruffhouse**  
 Julie Stahnke, **Aurora Police Department**



*The best the community has to offer are the top finishers at the WIB Unsung Heroes luncheon. Left to right: Finalist Captain Vanessa Williams, **Aurora Police Department**; Women Making a Difference award winner Diane Crandall, **Colorado Freedom Memorial**; and Finalist Gigi deGala, **NelNet**. (Photo courtesy Brian Molitoris Photographer)*

These women inspire so many — as Wende Curtis encouraged the crowd — to not give up, and to continue to make a difference in their community. And for those efforts, they are honored and appreciated.

This year's title sponsor for the Women Making a Difference luncheon was **Kaiser Permanente**. Corporate sponsors were **Wells Fargo Banks, Aurora Credit Union Alliance, and Westerra Credit Union**. Table sponsors were The Aurora Association of University Women, **Aurora Mental Health, Aurora Police Department, Citywide Banks, Colorado Freedom Memorial, First Banks, and Regis University**. ■

*The mission of the Women in Business Committee is to serve as a voice for all women in our business community, acting as an advocate on issues that affect their professional growth and long-term economic vitality.*



*Wende Curtis, The Comedy Works*

trials and triumphs, in order to remind other women to never give up — and Wende made that message loud and clear! And for the 13 women who were nominated, and continue to make a difference, the full-house audience applauded their perseverance and spirit.

This year's well-deserving winner of the Women Making a Difference award is Diane Crandall. Diane has lived her life as an unsung hero, choosing to let others stand in the spotlight while she quietly goes about the business of being a mother, grandmother, lay minister at St. Pius X Catholic Church, and project manager for the **Colorado Freedom Memorial** at 756 Telluride St. in Aurora, CO. It's Diane's efforts for the Memorial that brought her to the forefront.

The Memorial reflects Colorado's mountains and blue skies, and contains the names of the nearly 6,000 Coloradans killed or missing in action. Diane's dedication to the Memorial and her continued efforts for the Memorial are applauded and honored, as she supports



**The ones who get it done** — 2014 Unsung Hero nominees pose with their awards at the Feb. 28 luncheon in their honor. From left to right: Officer Julie Stahnke, Sherrel Roland, Shelly Phillips, Kathryn Lobdell, Teri Karjala, Michele Haugh, Beverly Hendstrom, Glennita Dixon, Emma Chambers, and Patti Bateman. (Photo courtesy Brian Molitoris Photographer)



# RibbonCuttings



**Goal Academy** – A blended learning high school, helping students set and achieve goals that prepare them for whatever lies ahead. Nate Byford, associate academic officer for **Goal Academy** (right, front) holds the ribbon, as students 'make the cut!' Executive Director Kenneth D. Crowell (center) also 'stands behind' the students for extra support. **Goal Academy** is located at 14200 E. Alameda Ave., Suite 1003A, Aurora, CO 80012. 1-877-PRO-GOAL/ [www.goalac.org](http://www.goalac.org).



Chamber members and staff had lots of fun with the photo booth and accompanying props.



**Abilene Awards and Logos** – Boasting the fastest turn-around in town, Grant (holding the scissors) and Molly Barrett, owners of **Abilene Awards and Logos**, celebrate the opening of their new and expanded location at 13900 E. Florida Ave., Suite G, Aurora, CO 80012. They provide a wide assortment of trophies, plaques, medals, and corporate awards. They also do embroidery, indoor signage, and banners for any occasion. 303-755-0337 / [www.abileneawards.com](http://www.abileneawards.com).



**Everyone has a golden ticket!** – The newly-renovated **Embassy Suites Hotel Denver Stapleton** pulled out all the stops for the February 27 Ribbon Cutting/Business After Hours. With the fun and festive theme of **Willy Wonka and the Chocolate Factory**, there were plenty of 'goodies,' including a live band, lots of sweet treats, a photo booth, Oompas Loompas, and Willy Wonka himself! Mark your calendar for the March 27 joint Business After Hours with the Asian Chamber at the **Red Lion/Radisson Hotel**. (Ribbon cutting photo courtesy Brian Molitoris Photographer)



Willy Wonka encouraged attendees to taste everything! (Photo courtesy Brian Molitoris Photographer)



**Webster University** – Campus Director Louis Fletcher, prepares to cut the ceremonial ribbon at the university's location at 9250 E. Costillia Ave., Greenwood Village, CO 80112. **Webster University** is a private, nonprofit, accredited university offering a balance of arts, sciences and professional undergraduate and graduate degrees – on campus and online. They are also one of the largest providers of graduate-level military education in the U.S., with more than 7,700 of their 22,000 students having a military connection. (303) 708-8305 / [www.webster.edu](http://www.webster.edu).



## RIBBON CUTTINGS (con't)



**The Chamber welcomes H&R Block(s)! –** Through a series of ribbon cuttings extending into March 2014, **H&R Block** locations are being welcomed into The Chamber community. A recent **H&R Block** study shows that when Americans prepare tax returns themselves, about 1 in 5 leave money on the table by not claiming all of the tax credits and deductions for which they qualify, among other things. Take your last year's tax return to **H&R Block** for a free review – and help America (and possibly yourself) 'Get Your Billions Back!' Clockwise, beginning above, **H&R Block** locations at: 797 D Peoria St., Aurora, 80011; 10320 E. Colfax Ave., Aurora, 80010; 3108 S. Parker Rd., Aurora, 80014; 7150 Leetsdale Dr., Suite 130, Denver, 80224; and 1155 S. Havana St., Aurora, 80012.. [www.hrblock.com](http://www.hrblock.com).



## CHAIR LETTER (continued)

selected a stellar class of energetic, bright, and committed current and future leaders to learn about our great city, and to "pay-back" to Aurora and the Eastern Metro area!

And, as I mentioned this as my first Chair's Letter of the year, it will also be my last one. When the next issue of Impact with a Chair's Letter is published, the column will be "penned" by my most able successor, David Patterson, the current Board Chair Elect.

I will be passing the gavel to David at our upcoming Aurora Chamber of Commerce Annual Awards Dinner, held Friday, May 9 – at the Crowne Plaza Hotel and Conference Center. Now is the time to SAVE THAT DATE and get it on your calendars. I can promise it will be a fun, entertaining, enlightening, and ON THE LEADING EDGE – as you mingle with friends and colleagues; compete for very cool auction items; and most importantly help us recognize and honor our award winners for their leadership, community service, and business contributions.

We greatly value your membership and your professional and personal contributions to The Aurora Chamber of Commerce. Thank you again for your involvement and always know that your Chamber staff and Board of Directors are here to serve you, and to support you and your business.

It has been my sincere pleasure and distinct honor to serve as The Aurora Chamber of Commerce's Board Chair for the past two years. I leave the Chamber leadership in great hands and look forward to continuing my involvement in supporting our new Board Chair, David Patterson, as we do our part at the Aurora Chamber of Commerce in making "Aurora Strong."

Thank you! ■

## Eastern Metro Legislators – Committee and Task Force Assignments

**Sen. David Balmer** (District 27)  
Business, Labor, & Technology  
Economic Opportunity Poverty Reduction Task Force  
Legislative Audit  
Local Government  
[david.balmer.senate@state.co.us](mailto:david.balmer.senate@state.co.us)

**Sen. Mary Hodge** (District 25)  
Appropriations – Chair  
Joint Budget Committee  
Water Resources Review Committee  
[mary.hodge.senate@state.co.us](mailto:mary.hodge.senate@state.co.us)

**Sen. Linda Newell** (District 26)  
Health & Human Services – Vice-Chair  
Joint Technology Committee – Vice-Chair  
Judiciary – Vice-Chair  
Joint Judiciary  
Legislative Council  
[linda.newell.senate@gmail.com](mailto:linda.newell.senate@gmail.com)

**Sen. Patrick Steadman** (District 31)  
Joint Budget Committee – Chair  
Appropriations – Vice-Chair  
Legal Services  
[pat.steadman.senate@state.co.us](mailto:pat.steadman.senate@state.co.us)

**Sen. Nancy Todd** (District 28)  
Transportation – Chair  
Appropriations  
Education  
Transportation Legislation Review Committee  
[nancy.todd.senate@state.co.us](mailto:nancy.todd.senate@state.co.us)

**Rep. John Buckner** (District 40)  
Education  
Joint Judiciary  
Judiciary  
[john.buckner.house@state.co.us](mailto:john.buckner.house@state.co.us)  
**Rep. Rhonda Fields** (District 42)  
Local Government – Chair  
Economic Opportunity Poverty Reduction Task Force – Vice-Chair  
Education  
Health, Insurance, & Environment  
[rhonda.fields.house@state.co.us](mailto:rhonda.fields.house@state.co.us)

**Rep. Polly Lawrence** (District 39)  
Joint Judiciary  
Judiciary  
Transportation Legislation Review Committee  
Transportation & Energy  
[polly.lawrence.house@state.co.us](mailto:polly.lawrence.house@state.co.us)

**Rep. Jenise May** (District 30)  
Appropriations – Vice-Chair  
Joint Budget Committee  
Public Health Care & Human Services  
[jenise.may.house@state.co.us](mailto:jenise.may.house@state.co.us)

**Rep. Jovan Melton** (District 41)  
Finance  
Joint State Veterans & Military Affairs Committee  
Legislative Council  
State, Veterans, & Military Affairs  
[jovan.melton.house@state.co.us](mailto:jovan.melton.house@state.co.us)

**Rep. Dominick Moreno** (District 32)  
Majority Assistant Caucus Chair  
Transportation & Energy – Vice-Chair  
Joint State Veterans & Military Affairs Committee  
State, Veterans, & Military Affairs  
Transportation Legislation Review Committee  
[dominick.moreno.house@state.co.us](mailto:dominick.moreno.house@state.co.us)

**Rep. Kevin Priola** (District 30)  
Minority Caucus Whip  
Education  
Finance  
Legislative Council  
[kpriola@gmail.com](mailto:kpriola@gmail.com)

**Rep. Su Ryden** (District 36)  
Majority Deputy Whip  
State, Veterans, & Military Affairs -- Chair  
Joint State Veterans & Military Affairs Committee – Vice-Chair  
Business, Labor, Economic, & Workforce Development  
Legislative Audit  
[su.ryden.house@state.co.us](mailto:su.ryden.house@state.co.us)

**Rep. Joe Salazar** (District 31)  
State, Veterans, & Military Affairs – Vice-Chair  
Joint Judiciary  
Joint State Veterans & Military Affairs Committee  
Judiciary  
[joseph.salazar.house@state.co.us](mailto:joseph.salazar.house@state.co.us)

**Rep. Spencer Swalm** (District 37)  
Finance  
Health, Insurance & Environment  
[spencer.swalm.house@state.co.us](mailto:spencer.swalm.house@state.co.us)

# UpcomingEvents

## Upcoming Events (con't.)

### Leadership Aurora Board

March 12 | 3:30 pm

### Healthcare

March 13 | 8 am  
InnovAge Pace  
3551 N. Chambers Rd.  
Aurora, CO 80011

### Ribbon Cutting

March 13 | 4:30 pm  
H&R Block  
24107 E. Commons Ave.  
Aurora, CO 80016

### Happy St. Patrick's Day!

March 17  
Chamber office open!

### Tips and Leads 1

March 18 | 11:45 am

### Business Before Hours

March 18 | 7:30 am  
Ronald McDonald House  
932 N Potomac Cir.  
Aurora, CO 80011

Chamber Board Exec.  
March 19 | 7:30 am

### Lunch and Learn

March 19 | 12-1 pm  
Reframing Your Business  
Productivity Model  
Danny Odalen

### NO Public Issues Committee

March 20

### Leadership Aurora

Military Session  
March 20 | 7:30 am-5 pm

### Defense Council Exec.

March 21 | 8-9:30 am

### Legislators' Breakfast

March 24 | 7:15 am  
The Medical Center of  
Aurora South  
1501 S. Potomac St.  
Aurora, CO 80012

### Tips and Leads 3

March 24 | 11:45 am

### Tips and Leads 2

March 25 | 8 am

### Women in Business

March 25 | 12 pm  
A Woman's Guide to Money  
Matters  
lunch provided—RSVP

### Chamber Board of Directors

March 26 | 7:30 am

### Member Orientation

March 26 | 12 pm

### Defense Council

March 27 | 7:15 am  
Air Reserve Personnel  
Center (Buckley AFB)

### Business After Hours

Joint BAH with the Asian Chamber  
March 27 | 5-7 pm  
Red Lion/Radisson Hotel  
3200 S. Parker Rd.  
Aurora, CO 80014

### Breakfast Networking/ Ribbon Cutting

March 28 | 7:30 am/RC at 8 am  
Mile High Spine and Sport  
2530 S. Parker Rd., Suite 202  
Aurora, CO 80014

## APRIL

### Business for the Arts

April 1 | 8 am

### Tips and Leads 1

April 1 | 11:45 am

### Transportation

April 2 | 7:30 am

### Public Issues

April 3 | 7:30 am

### Breakfast Networking/ Ribbon Cutting

April 3 | 7:30 am  
H&R Block  
6626 S. Parker Rd.  
Aurora, CO 80016

### Young Professionals

April 4 /12 pm  
Health & Nutrition  
Dr. Ryan Dunn

### Tips and Leads 2

April 8 | 8 am

### Ambassador Team

April 9 | 7:30 am

### ChamberMaster Training

April 9 | 12 pm

### Leadership Aurora Board

April 9 | 3:30-5 pm

### Healthcare

April 10 | 8 am

### Tips and Leads 3

April 14 | 11:45 am

### Tips and Leads 1

April 15 | 11:45 am

### Chamber Board Exec.

April 16 | 7:30 am

### Public Issues

April 17 | 7:30 am

### Leadership Aurora

Police Session  
April 17 | 7:30 am-5 pm

### Defense Council Exec.

April 18 / 8-9:30 am

### Tips and Leads 2

April 22 | 8 am

### Women in Business

April 22 | 12 pm

### Chamber Board of Directors

April 23 | 7:30 am

### Ribbon Cutting

April 23 | 4:30-6:30 pm  
Pro Golfer Kevin Carlson  
Fitzsimons Golf Course  
2323 Scranton St.  
Aurora, CO 80045

### Defense Council

April 24 | 7:15 am  
Location—TBD

### Business After Hours & Grand Opening

April 24 | 5-7 pm  
Automotive Avenues  
2150 S. Havana St.

### Tips and Leads 3

April 28 | 11:45 am

**Join the Aurora Chamber  
Safety Group program and save  
money on your workers' comp!**

Call 303-344-1500 and ask for Chance or Paul

**PINNACOL**  
ASSURANCE

THE  
CHAMBER  
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[www.cohealthhop.org](http://www.cohealthhop.org)



## Annoying, Overused Buzzwords, Words & Phrases

As a copywriter, I run into so many clichés, overused buzzwords, and just plain gobbledygook phrases. Even corporations use complicated words that mean nothing - at least not to me. Hey, maybe I'm not their target market, but can we simplify language so that everyone can understand?

Here's my list of the top 30 overused words to avoid - especially online and in your marketing efforts:

*actionable results, analyze the metrics (or anything with metrics), authentic, awesome, back to the drawing board, best practices,*



Jo Guerra

*trust me or us, that being said, thinking outside of the box, take it to the next level, thought leadership, top of mind, and value proposition*

*big picture, don't hesitate to call/email, drill down, empower, guru, grow your business, hit the ground running, level the playing field, optimize, partner with us, passion, proactive, paradigm shift, raise the bar, ROI, seamlessly, skills set,*

I'm guilty of using some of these. But I promise to stop.

Want to read a GREAT book on simplifying your writing? Read *On Writing Well* by William Zinnser. What other annoying phrases, clichés or buzzwords irritate you? ■

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Jo Guerra is owner of Kick A Marketing Group, a marketing agency providing web design, graphic design, copywriting, social media management and setup. Visit her website at [KickAMarketing.com](http://KickAMarketing.com).

## Rock your world through self-care

Self-care is often over-looked, under-done, or seemingly un-important in our all-consuming lives.

Whenever my "bucket" is full, I know I'm Rocking my World. In other words - I'm full of energy and loving life! The most important key is creating time in your schedule for daily self-care.



Teri Karjala

Here are three essential tools for self-care:

- 1. Deep breathing:** Take a deep breath through your nose, hold for 8 counts, and exhale. Repeat eight times. (relieves stress, calms, aids digestion, makes you happier)
- 2. Cross Crawl:** Bend your right leg at the knee, take your left hand across the centerline of your body and touch your left elbow to your right knee. Reverse and continue this motion for about a minute. (activates your brain development and nervous system)
- 3. Journaling:** Taking pen to paper to express

your thoughts and feelings. (activates right hemisphere by the brain to ramp up your creativity)

Interested in learning more? Email us at [info@creativecounselingcenter.com](mailto:info@creativecounselingcenter.com) for a free, self-sabotage exercise! ■

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Teri Karjala is the owner of Creative Counseling Center, LLC, and is licensed in the State of Colorado as a Professional Counselor, as well as a Marriage and Family Counselor.

## Legislators' Breakfast – Learn what's happening at the Capitol

This year's first Legislators' Breakfast, held in January, brought a record crowd of interested Chamber members, as well as many of our Eastern Metro Legislators. Hosted by the **Community College of Aurora**, the bi-annual events provide a forum for Legislators to talk about the session, and what bills they are working on. For attendees, it offers an opportunity to learn about some of the bills being presented during the session, as well as a forum during which they can ask questions of their Legislators.

### MARK YOUR CALENDAR

### 2014 Legislators' Breakfast

March 24 • 7:15 am

The Medical Center of Aurora South



Clockwise from the left: Rep. Rhonda Fields (HD 42); Rep. Su Ryden (HD 36); Sen. Nancy Todd (SD 28); Rep. Jovan Melton (HD 41); Tom Henley, chair of The Chamber's Public Issues committee; Aurora Mayor Steve Hogan, CCA President Dr. Betsy Oudenhoven; and Congressman Mike Coffman, Congressional District 6. (Photo courtesy Brian Molitoris Photographer)

## City Place Modern Dentistry helps Ethiopia

Thanks to **City Place Modern Dentistry** as part of The Smile Generation®, more than \$1 million has been raised to build 100 wells for Ethiopia. Over 10,000 individual donations were to more than 250 campaigns, and every donation made builds wells that will forever change the lives of more than 25,000 people in Tigray, Ethiopia.

## Comitis cart races are a big winner

The final results are in! The Grocery Cart Racing Teams raised a total of \$16,820 for **Comitis Crisis Center** this year. \$4901 of that amount was spent by the teams on nonperishable groceries at the race held Tuesday, January 28, and the rest of the funds go to **Comitis** to use to purchase perishable items throughout the year. **Comitis** can greatly leverage these funds through the food banks during the year. According to James Gillespie with **Comitis**, the donations raised at this one event will feed everyone staying at **Comitis Crisis Center** for the entire year!

## David Barber earns NARs military certification

David J Barber with **RE/MAX Unlimited, Inc.** has earned the nationally recognized Military Relocation Professional (MRP) Certification. The National Association of REALTORS® confers the MRP certification to realtors who want to help military personnel and veterans find housing solutions that best meet their needs and allow them to take full advantage of their military benefits.



David J Barber

## Edward Jones ranks 4 on Best Companies to Work For List

Financial-services firm **Edward Jones** ranked No. 4 on FORTUNE magazine's "100 Best Companies to Work For 2014" list in its 15th appearance on the list, according to Ev Sequeira, Financial Advisor in Aurora, Colorado. The firm was the highest-ranking financial-services firm on the list.

## Gordmans leaving Town Center at Aurora

Apparel and home décor retailer **Gordmans** recently received notice that another retailer signed a lease to take over the building where the **Gordmans** store on East Alameda Avenue is located. By March 31, **Gordmans** will close its store at 14400 E. Alameda Avenue. **Gordmans** has another Aurora location at Arapahoe Crossings, 6472 South Parker Road.

## Grandma's Handyman Service: Seven years a winner

For the seventh year in a row, **Grandma's Handyman Service** has earned the service industry's coveted Angie's List Super Service Award (in six categories), reflecting an exemplary year of service provided to members of the consumer review service in 2013.

"We really make an effort to provide the best possible service to all of our customers all of the time. We stand behind all our work and if something is not right, we will make it right because that is how we want to be treated ourselves," says **Grandma's Handyman Service** owner and "Grandma," Yvonne Costin.

## Board of Directors Elect Tom Tobiasen Treasurer

Auroran and Chamber Transportation Committee stalwart Tom Tobiasen has been elected by his peers on the **RTD** Board to serve as Treasurer in 2014. Tobiasen, who was recently re-elected to the **RTD** Board representing District F by Aurora voters, will serve with four other new officers including Board Chair Chuck Sisk from District O, First Vice Chair Larry



Tom Tobiasen

Hoy from District J, District A's Second Vice Chair Bill, and Board Secretary Jeff Walker from District D.

Directors are elected to four-year terms and can run for re-election for a total of eight years of service. Appointees must complete the terms of directors who step down before they can run for re-election and also serve for a maximum of eight years.

## Commissioners appoint David C. Walcher as Sheriff

The **Board of County Commissioners** named David C. Walcher to serve as the next sheriff of **Arapahoe County** following the resignation of J. Grayson Robinson, who retired Jan. 31 after 42 years of dedicated public safety service – the last 12 as sheriff.



"David Walcher has the experience, the demonstrated leadership, the knowledge and the public safety acumen to fulfill the remainder of Sheriff Robinson's term," *David C. Walcher* said Commissioner

Nancy A. Doty, who serves as Board Chair. "He is well respected in the Sheriff's Office and in the law enforcement and Arapahoe County community. We are confident in his ability to lead the men and women of the Sheriff's Office."

Walcher, who has 33 years of law enforcement experience, including serving in the Arapahoe County Sheriff's Office since 2009 – first as Chief of the Detentions and Administrative Services Bureau and as Undersheriff since 2011 – will serve the remainder of Robinson's term which expires Jan. 12, 2015.

As Undersheriff, Walcher has been responsible for the day-to-day administrative operations of the Sheriff's Office, which includes a \$70 million budget and oversight of nearly 700 employees. He also is active in the community where he serves on the **Aurora Mental Health Center** Board of Directors, is the Co-Chair of Colorado's Correctional Treatment Board and serves as the chair of the Highlands Ranch Law Enforcement Training Foundation. ■

## Guest Mayor joins T&L



The Chamber's Tips and Leads 3 group recently hosted Centennial Mayor Cathy Noon as their guest speaker.



# Welcome!

Rene J. Simard has joined The Chamber as the new Executive Vice President. Simard comes to The Chamber from the Community College of Aurora, where he served as the Director of Advising Services, which included academic advising, career services, and military veteran services. Simard retired from the United States Air Force in 2006 with more than 28 years of service. His last military assignment was as the Command Chief Master Sergeant for the 460th Space Wing at Buckley AFB. Simard's primary areas of responsibilities at The Chamber will be as Chief, Military Affairs, and Director of Leadership Aurora. ■



Rene J. Simard

## Kimberly Curtis Leadership Aurora Scholarship



At the February 12 Farewell Celebration for Leadership Aurora Director Kimberly Curtis, she was presented with a plaque, commemorating the \$500 scholarship established in her name for the Leadership Aurora program. Left to right, Michelle Wolfe, Deputy City Manager, City of Aurora; Sandra Neves, Aurora Credit Union Alliance and CEO of Fitzsimons Credit Union; Kimberly Curtis, Tom Ashburn, Jeff Thompson, University of Colorado Health and current Chamber Board Chair; and Kevin Hougen, President of the Aurora Chamber.

## Aurora Small Business Development Center seminars: March and April 2014

### MARCH

#### Writing a Business Plan

Tues., March 11th

9:00 AM - 12 noon, \$30

Learn about the essential elements of a business plan, helpful research tools and how the business plan functions as a feasibility study, loan proposal and operating guide for the business.

#### Aurora Business Licensing & Sales Tax

Wed., March 12th

9:00 AM - 12 noon, Free

Understand the process of obtaining a business license in Aurora and taxpayer obligations. City of Aurora staff will conduct a Q&A.

#### Starting a Business

Thurs., March 13th

9:00 AM - 12 noon, Free

Learn the elements of successful entrepreneurship and the requirements of self-employment.

#### Government Contracts

Wed., March 19th

9:00 AM - 12 noon, Free

City of Aurora and SBA procurement specialists will discuss solicitations, communication protocol, certifications and resources to help land contracts.

#### Marketing Your Business

Thurs., March 20th

9:00 AM - 12 noon, \$30

Explore valuable marketing principles, concepts and strategies, the concepts of product, price, place and promotion, how to conduct market research and more.

#### Legal Aspects of Online Marketing

Wed., March 26th

9:00 AM - 12 noon, \$30

Introduces the legal foundations of the Internet and social media, including trademarks, copyrights, patents, domain names, linking and more.

#### Building a Blog and Website with WordPress

Thurs., March 27th

1:00 - 4:00 PM, \$30

Harness the power of a WordPress Blog, learn the basics of how to build and modify a WordPress site.

### APRIL

#### Look Before You Lease

Wed., April 2nd

9:00 AM - 12 noon, Free

Commercial leasing principles and practices, with a retail specialist, city planner, business attorney and leasing expert.

#### Legal Rules of Business

Tues., April 8th

9:00 AM - 12 noon, \$30

Three hours with a business attorney in layman's terms! Learn about entity selection, agreements and contracts, employer/employee issues, purchasing a business and many other legal considerations--without the legalese! Includes Q&A.

#### QuickBooks for Beginners I & II

(two sessions)

Wed., April 9th & 16th

9:00 AM - 12 noon, \$60

Explore the basics of accounting principles; QuickBooks I is pre-requisite; QuickBooks II provides hands-on learning.

#### Writing a Business Plan

Thurs., April 10th, 9:00 AM - 12:00 PM, \$30

Learn about the essential elements of a business plan, helpful research tools and how the business plan functions as a feasibility study, loan proposal and operating guide for the business.

#### Marketing Your Food Product

Thurs., April 17th

8:00 AM - 5:00 PM,

\$35 in advance by April 4th/\$45 thereafter

Learn how to market your locally made food products; a collaboration with the Colorado Department of Agriculture. Register at [www.coloradoagriculture.com](http://www.coloradoagriculture.com).

#### Starting an Online Business

Wed., April 23rd

9:00 AM - 12 noon, Free

Besides the requirements of self-employment, e-commerce business owners must consider additional tax issues, shipping contracts, terms of use, and more.

#### Starting a Business

Thurs., April 24th

9:00 AM - 12 noon, Free

Learn the elements of successful entrepreneurship and the requirements of self-employment.

Please pre-register for classes at [www.aurorasbdc.com/current-seminars](http://www.aurorasbdc.com/current-seminars). A complete calendar for 2014 is also online. All seminars take place at the Aurora Municipal Center, 15151 E. Alameda Pkwy., Aurora, CO 80012 (specific conference room is confirmed upon registration).



## YPs take to the slopes



*The Young Professionals' January 2014 social event - skiing - brought together a colorful crowd in Estes Park. In March, they're 'freezin' for a reason' at the Special Olympics Polar Plunge at the Aurora Reservoir.*

## MemberRenewals

Adams County Board of Commissioners  
Adigo  
Advanced Circuits  
All American Windows & Siding  
Allstate Insurance - The Johnson Agency  
AlphaGraphics  
Arapahoe County Early Childhood Council  
Arapahoe/Douglas Works! Workforce Center  
Associates Insurance Group  
Association of the United States Army Denver Centennial  
Aurora Asian/Pacific Community Partnership  
Aurora Cultural Arts District  
Aurora Modern Dentistry  
Autawash of Colorado - Havana  
BAR-K Insurance Solutions, Inc.  
Booz Allen Hamilton  
Bradley M. Pierce Legal Services, Inc.  
Centennial Airport/A.C. Public Airport Authority  
Centennial, City of  
Chocolate Change LLC  
City Lights Apartments  
City of Aurora - Manager's Office  
City Place Modern Dentistry  
Colorado Lending Source  
Colorado State Bank and Trust - Mission V  
Colorado Tire & Service  
CommonGround Golf Course  
Community College of Aurora  
Crowne Plaza Hotel DIA  
Don's Mailing Service  
DoubleTree by Hilton Denver-Aurora  
DoubleTree by Hilton Denver-Stapleton North  
Ecotech Institute  
Edward Jones - Ev Sequeira  
Employer Emissaries, Inc.  
Enternet Design  
Excelsior Youth Center  
Fairfield Inn - DIA  
Fairmount Mortuary & Cemetery  
Felsburg Holt & Ullevig  
Finish Line Car Wash  
Flats at Fulton Court HOA  
Food Bank of the Rockies  
Great Western Printing, Inc.  
Green Energy & Electric  
Hilton Garden Inn - Denver Airport

Holiday Inn Denver East - Stapleton  
Homewood Suites by Hilton DIA  
Hyatt House Denver Airport  
ITT Technical Institute  
Jim 'N Nick's BBQ-Southlands  
Junior Achievement of Rocky Mountain, Inc  
L&L Hawaiian Barbecue  
Leisure Tech Industries  
Len Lyall Chevrolet, Inc.  
Lotus School For Excellence  
Majestic Realty Co.  
Marquis Marble, Inc.  
Massage Envy  
Meineke Car Care Center-847  
Metro Community Provider Network, Inc.  
Metropolitan State University of Denver  
Mile High Harley-Davidson  
Mile High Military Officers Assn., Inc.  
Mile High United Way  
Mutual of Omaha - Bob Jamieson  
Oakwood Homes, LLC  
Parker Adventist Hospital  
Parkside Animal Health Center

Plains Conservation Center  
Providers Resource Clearinghouse  
RE/MAX Unlimited - David J. Barber  
Regal Facility Management  
Roof Brokers, Inc.  
Ryden & Associates  
S & S Plumbing Services, Inc.  
Scott Underwood Agency, LLC  
ServiceMaster 24 Hour  
Six & Six, Inc.  
Southlands  
Speech & Voice Enterprises  
Springfield Construction, LLC  
Stapleton Storage, LLC  
Sunny Homes & Associates, Inc.  
United Hebrew Cemetery Association  
Wagner Equipment Co.  
Walker-Dilworth LLC  
Waste Management of Colorado  
Wells Fargo Bank - Business Banking  
White Glove Car Wash  
Windsor Gardens Association  
Wizard Universal Inc.  
Wynn Win IT Solutions  
Xcel Energy

## NewMembers

Act IV  
Action Appliance Inc.  
Adams 14 Education Foundation  
Adams County School District 14  
All American Johnny's Pizza & Grill, Inc.  
Barbara's Custom Floral & Gifts, Inc.  
Barbara Peck  
Bella Vita Senior Living  
Boys Hope Girls Hope  
Catered to you by Heather, LLC  
Cigna  
Cindy Kreutz  
Colorado Access  
Computer Excellence  
Core Contractors  
CrossFit Banshee  
David Gruber

Dickey's Barbeque Pit  
Energy Saving Solutions  
Enlisted Association, The  
Exodus Moving  
GOAL Academy  
HR Enterprises, L.L.C.  
Kevin Carlson Golf LLC  
Kim Flynn Consulting  
Mosaic Church of Aurora  
Parsons Brinckerhoff  
Perkins Coie LLP  
Quincy Ridge Apartment Homes  
Singing Hills Landscape, Inc  
South Metro Fire Rescue Authority  
Virtual Care Works  
WJ Business Specialists

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