



Upcoming Events

SEPTEMBER

Labor Day Holiday
Chamber Office closed

Minding My Own Business Workshop Series

September 8, 15 and 22 | 11:30 am-1 pm
Aurora Chamber Office

Leadership Aurora Opening Retreat

September 8 | 5:30-7 pm
BJ's Restaurant and Brewhouse

Aurora Fox Season Opening Gala

September 10 | 6-10 pm
Aurora Fox Theatre

Noon Niche Networking

September 13 | 12 pm
Cody's Café

How to do Business with Arapahoe County

September 21 | 11:30 am-1 pm

ChamberMaster Training

September 21 | 12 pm
Aurora Chamber Office

Business After Hours

September 22 | 5-7 pm
Garden Plaza of Aurora

Mayoral Forum

September 23 | 11:30 am-1:30 pm
Marriott DIA

Women in Business

September 27 | 12 pm
Aurora Chamber office

Aurora Candidate Debate

September 27 | 6 pm
City Council Chamber

OCTOBER

How to do Business with Arapahoe County

October 12 | 11:30 am-1 pm
Aurora Chamber office

Noon Niche Networking

October 12 | 12 pm
Whisper Sky Apartments

Business After Hours

October 27 | 5-7 pm
Hilton Garden Inn Denver Airport

Connect With Us!



Chamber helps members with Aurora elections

Chamber helps sponsor TV Candidate Forum

Candidates for city council seats and mayor in Aurora will have their opportunity to address the voters on Sept. 23 when The Chamber, along with the Aurora Business and Professional Women, the League of Women Voters and the Aurora Sentinel sponsor a Candidates Forum on Aurora 8, the City of Aurora's cable channel.

Ward 4 and 5 Candidates, including Molly Markert, Adrienne Markopolos, Bob Roth and Alfonso Nuñez will be on at 6 p.m. Ward 6 Candidates Bob Broom, Tom Coker, PK Kaiser and Kristie McNealy can be seen at 7 p.m. The At-Large candidates including James

Frye, Debi Hunter-Holen, Bob LeGare, Brad Pierce and Dave Williams are on at 8 p.m. The evening will conclude with the Mayoral candidate including Sheila Davis, Ryan Frazier, Steve Hogan, Jude Sandvall, Debbie Stafford and Barbara Yamrick at 9 p.m.

Each of the sessions will be rebroadcast numerous times until the election. Listings are available at www.auroragov.org/aurora8.

Chamber members can send question for the candidates to info@aurorachamber.org. Please put Candidate Questions in the subject line and submit questions no later than Monday, Sept. 19.

Date Set for Mayoral Forum

On September 23, The Chamber will host a special Mayoral Candidate Forum Luncheon featuring the candidates for the critical Aurora mayoral election that is expected to usher the city into a new era.

Sponsorships are still available for this high-profile event to be held at the **Denver Airport Marriott at Gateway Park** on E. 40th Circle near Peña Boulevard, featuring the six candidates vying to lead Colorado's third largest city. The luncheon, which begins at 11:30 a.m., will give the mayoral hopefuls the opportunity to share their views on the where they would like to take the city and to answer questions from the business community. Candidates expected to attend include Sheilah Davis, Ryan Frazier, Steve Hogan, Jude Sandvall, Debbie Stafford and Barbara Yamrick. Chamber President Kevin Hougren will serve as moderator for the event.

Cost of the lunch is \$25 per person, and you can register online at www.aurorachamber.org. Corporate tables and sponsorships are available by calling Naomi at 303-344-1500.

A useful tool for doing business with government agencies

The Aurora Chamber is partnering with Arapahoe County to provide yet another useful tool for Chamber members' business toolbox.

The Rocky Mountain E-Purchasing System is now available to Chamber members, allowing bidding and contract opportunity access to 62 local agencies in the Rocky Mountain region, including counties, municipalities, education and special districts. Vendors that register on the System have access to all participating agencies' solicitations through a single, centralized website: www.RockyMountainBidSystem.com, providing instant online access to bids, RFPs, quotes, addenda and awards. In addition to access to a multitude of potential business opportunities, the Rocky Mountain E-Purchasing System



reduces costs and paperwork for vendors, and simplifies access to doing business with the government. All vendors are welcome to join.

There are two service plan options: **Search Only Access** and **Automatic Email Notification**.

- There is no charge for **Search Only Access**, which allows you to search

each of the 62 agencies individually, but you will not be notified of any information.

- **Automatic Email Notification** which is a flat fee of \$49.95 per year provides instant, automatic email notification of new bid and contract opportunities from all agencies on the System, and access to bid details and all supporting documents.

To register as a vendor on the system, simply follow these three steps:

1. Go to www.RockyMountainBidSystem.com
2. Select "Vendor Registration" from the main menu
3. Choose your service plan (Automatic Email Notification or Search Only Access) and "Sign Up," filling in the required registration information

(See page 7 for a list of seminars about using the Rocky Mountain E-Purchasing System to do business with Arapahoe County)

Receive
the **IMPACT**
online

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

If you would like to get the IMPACT newsletter online only, please email Mitzi.Schindler@aurorachamber.org, and you will no longer receive a printed copy in the mail. Instead, you will get a message via email each month to view the newsletter online.



Kevin Hougen
President & CEO

President's Letter

Maximizing competitiveness through collaboration

The Aurora Chamber of Commerce has been working for 110 years with our

neighbors on projects such as DIA, T-Rex, FasTracks, Baseball and Football Stadiums, School Bond Elections, Referendums and Initiatives that benefit the business community – as well as those that can be harmful to businesses. Collaboration meets with our Mission Statement to give a voice to the business community and to serve as an advocate for our members by creating a positive business environment that encourages their growth and long-term economic vitality.

We have been surprised by the reaction of our neighbors when business leaders and political leaders in our community reached out to gain support for a new proposed \$800 million Gaylord Entertainment Company, along with the possible relocation of the National Western Stock Show.

It seems like only like yesterday when leaders of the Aurora Chamber walked during some early mornings with former Governor Roy Romer to convince the local business community that we as a region needed a new airport. And when our neighbors needed support for a new baseball stadium (remember, they voted it down), it was the voters in Arapahoe County that voted in a stadium tax that was eventually rolled over for a new football stadium for the region.

Why go to the trouble if collaboration is hard and failure is a possibility? If we stop and think about the big

trends in economic development, regionalism, globalization, talent, clusters and entrepreneurship, very few Chambers have the resources or expertise to address all the needs on their own.

To successfully build a strong local economy, educational organizations, business support groups like the Chamber, recruiters and those involved in improving quality of life and business regulation need to work together. We know ours is world of global competition for new jobs and investment. If we want to compete successfully, we have to improve our communities and our regions. Simply put, we must collaborate if we expect to win.

Before signing the Declaration of Independence, Ben Franklin told the other stakeholders at the Continental Congress: **"We must hang together, gentlemen, else, we shall most assuredly hang separately."**

Community Relations Tour

Last week Lisa Buckley (Chair of the Chamber Defense Council), Christian Anschutz, myself and 20 other business leaders had the opportunity of traveling to Vandenberg Air Force and Beale Air Force Bases to learn first-hand how our Space capabilities have become integral in Joint military operations and vital to our American way of life. We want to thank General William L. Shelton, Commander of Air Force Space Command, Peterson AFB for the invitation to better understand our command's role in securing and advancing our nation's operational advantage in Space and Cyberspace.

Be sure to update your information for the 2011-2012 Chamber Directory

Don't miss your opportunity to get your business name and service updated and presented to thousands of contacts. Go online to our newly updated Website at www.aurorachamber.org to verify the information about your company that will be included in the 2011-12 Chamber Membership Directory – to be released in January, 2012.

On the Chamber website you will find the LogIn in the top right corner for our Chamber member database, ChamberMaster. You can go online and update your email, contacts, address, or any other information that has changed.

Want more visibility? Contact Sandi Ausman at 303-840-0035 or 7Miracles@comcast.net, to learn how to obtain bold face listings or advertising space.

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

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Chair of the Board
David Gruber | Merlin International, Inc.

Chair Elect
Vice Chair – Public Issues
Jeff Thompson | University of Colorado Hospital

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Bob Barké | BAR-K Insurance Solutions
Randy Berner | Adolphson & Peterson Construction
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Mickey Hunt | 140th Wing (Colorado Air National Guard)
Bob Jamieson | Mutual of Omaha
Todd Landgrave | Northrop Grumman
Alfonso Nuñez | La Cueva Restaurant
Suzanne Pitrusu | Wells Fargo Bank
Cheri Prochazka | Fitzsimons Credit Union
Jo Snell | E-470
Michael Wukitsch | The Children's Hospital

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Brigadier General Trulan Eyre | 140th Wing COANG
Barry Gore | Adams County Economic Development
Todd Miller | City of Centennial
Wendy Mitchell | Aurora Economic Development Council
The Honorable Ed Tauer | Mayor, City of Aurora
Frank Weddig | Commissioner, Arapahoe County

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Newsletter Design
Mario Waller / Six & Six, inc.

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Aurora, CO 80012
303-344-1500 • Fax 303-344-1564
website: www.aurorachamber.org

The Chamber website has a new look – and offers new marketing opportunities for members

Take a look and let us know

If you haven't visited the Chamber website lately, at www.aurorachamber.org – you really should! It has an updated look and is easy to navigate. We are thrilled with the new site, and hope you will be too. A big thank you goes to Kandi Carter at Enternet Design, who designed the new site and trained Chamber staff on the new system.

As Chamber members, your opinions are very important to us, so if you have a comment, suggestion, or question about the website, contact mitzi.schindler@aurorachamber.org.

Website and email advertising

Many business owners are using website and email advertising to market their goods and services. These formats for advertising are economical ways to market to prospective clients, and with more than two million hits a year, the Chamber website is a well-used and trusted resource for businesses, consumers, and visitors.

For more information about advertising opportunities with the Chamber, contact Naomi.Colwell@aurorachamber.org or 303-344-1500.

Consider these statistical advantages of advertising on the Chamber website:

- 82 percent of online visitors have purchased something or have researched companies online during the past 12 months
- 41 percent of online visitors look for ads and coupons to save on goods and services from local businesses
- The general population has increased their online and media consumption by more than an hour in the past two years

Ad Pricing	/month	multiple months	/year./2 years
<u>Sponsor Home *</u>	\$300/mo.	\$1,500/6 mos.	\$2,500/year \$4,500/2 years
<u>Banner</u>	\$180/mo.	\$500/3 mos.	\$900/year
<u>Chamber Master Plus</u>		\$120/6 mos.	\$200/year
<u>Email Sponsor</u>	\$50/email		
<u>Tools For Business Success</u>			\$1,500/year \$2,000/2 years
* includes ad & Chamber Master Plus			



Fox Gala is Season Smorgasbord

Want to know what the lineup for the theater season at the Fox will be for the year ahead? Then you will want to attend the Fox Season Sampler Gala Sept. 10.

Aurora Fox Arts Center Executive Producer Charles Packard has put together an extraordinary one-time only package for this year's Gala. For the first time ever those attending can not only look forward to the usual excellent food and drink provided by **Carrabba's Italian Grill**, they will also get to see a theater smorgasbord. On the bill for the evening is a sampling of the whole season's shows – excerpts from *Escanaba*, *The Elephant Man*, *Crumbs from the Table of Joy*, *Xanadu*, *Amateur Night at the Big Heart* and, after intermission, a special extended preview of the first presentation of the season opener, *Rashomon*.

The Gala, presented by the Chamber and the **Aurora Credit Union Alliance**, also includes a silent auction and a treasure hunt. It promises to be a very memorable evening. The Fox opens at 6 p.m.

Sponsorships are still available by calling The Chamber at 303-344-1500, and tickets can be purchased on the Chamber website, www.aurorachamber.org.

Setting priorities for the Chamber Healthcare Committee – and an update on the progress of the Healthcare Industry Partnership

The first meeting of the Chamber Healthcare Committee in August, sparked a lot of interest from Chamber members who are concerned about the future of healthcare and interested in knowing how the Chamber can advocate for them.

Based on the Chamber discussion groups held in June and the subsequent member surveys, initial priorities for this new committee include collaborating with existing healthcare workforce initiatives including the Greater Metro Denver Healthcare Industry Partnership; healthcare reform implications for businesses and individuals; public policy issues that the Chamber can influence; and best practices for disseminating information to members.

The Aurora Chamber of Commerce was instrumental in forming the Greater Metro Denver Healthcare Industry Partnership, which was formed to address immediate and future healthcare industry needs. A Colorado Department of Labor grant was awarded through the Colorado Urban Workforce Alliance to fund implementation of a plan to determine which areas of healthcare workforce were most impacted by shortages, lack of adequate education, and attrition. When the grant was approved, Judy Emery was hired as project manager for the Greater Metro Denver Healthcare Industry Partnership, and began implementation of the grant.

Much has been accomplished in the first phase of the implementation of this project. Results of the Employer Education and Training Survey have been compiled and shared with the employers who are part of the Healthcare Partnership. The employers also have recommended individuals as Subject Matter Experts for the four targeted occupations of Medical Lab Technicians and Technologists, Nursing (ADN, RN and BSN), and Surgical Technicians.

On Aug. 1, nine students began a Medical Technologist training program. This specialty was identified by the employers and experts as the area to begin investing training dollars. In addition, the first Process and Procedure Work Group will address how the three workforce regions will coordinate efforts as new and incumbent workers are enrolled into the various training programs.

Initial work of the Partnership began nearly two years prior to the first meeting of the Chamber's Healthcare Committee. Judy Emery will be a member of the Chamber Healthcare Committee and will provide Healthcare Partnership updates to the committee. Emery is

housed at the Chamber and can be reached at 720-785-3672 or jemery@co.arapahoe.co.us.

For more information about the Chamber Healthcare Committee, contact Committee Chair Bob Barké at Barke_Robert@yahoo.com or Mitzi Schindler at mitzi.schindler@aurorachamber.org. All Chamber members are welcome to attend the meetings.

The September meeting will be held Sept. 8 at 8 a.m. at the Chamber Office, 14305 E. Alameda Ave., Suite 300. Register at www.aurorachamber.org.

8 days in Ireland for \$1,999*

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March 14-21, 2012

Brought to you by

For more information

or to make your reservation, call Sandie at E Travel Unlimited

303-792-9225 or Sandie@etravelunlimited.com

*Per person, double occupancy, plus air taxes and fees/surcharges of \$200 per person

Member News

Adolfson & Peterson Construction announces appointments

Adolfson & Peterson Construction (A&P) recently announced the appointment of Kent Weicht as Chief Operating Officer. Weicht, who has been with the Company since 1984, is based in the Company's Denver office. He will be responsible for the day-to-day operations throughout the country. In a related move, the company also announced that its President, Scott Weicht, will take on the role of Chief Innovation and Development Officer.



Kent Weicht



Scott Weicht

"Although Scott and Kent are veteran leaders in our business, this change in leadership structure will allow us to accelerate growth through new markets and innovation, as well as drive collaboration across regional business units," said Chief Executive Officer, Doug Jaeger.

Centennial receives Distinguished Budget Presentation Award

The **City of Centennial** recently received the Distinguished Budget Presentation Award for budgets including fiscal period 2011 from the Government Finance Officers Association. The award represents outstanding achievement in budgeting practices and effective budget presentation from a governmental entity. The guidelines that assess an effective and high quality budget include: a policy document; a financial plan; an operations guide; and a communications device.

Certificates of recognition for budget presentation were presented to the City Manager's Office, Elisha Thomas, assistant to the City Manager; James Clanton, management analyst; the Finance Department, Dawn Friday, finance director; and Jessica Savko, revenue analyst.

Greetings from Col. Clint Crosier

At the beginning of July 2001, Aurora Chamber President Kevin Hougen received an email from Col. Clint Crosier, who left for the Middle East in May, to serve as the Director of Space Forces across the theater of operations. (Director of Space Forces, USCENTCOM)

Col. Crosier made visits to Iraq, Afghanistan, and Kuwait, and was in Bahrain mid July. He has been impressed with the morale, sacrifice, and extraordinary dedication to mission of all of our forces (Army, Navy, Air Force, and Marines) in every area he visits. He says that as a 24/7 operation, the ops center is manned around the clock, and he typically works 12-14 hours per day, Mon-Sat, but has been able to take Sundays off fairly regularly. He commented that the weather takes a little getting used to, with the temperature usually ranging between 110-115, and as high as 122 in Kuwait.

One of his favorite forms of entertainment is logging into his MLB.com account and watching the Rockies as he get ready for work. Each morning after a



Col. Clint Crosier heads off to his first trip to Afghanistan.

game, he enjoys a post-game catch-up with two other Rockies fans from Colorado Springs.

He sends best wishes and appreciation for the support of our men and women in uniform, and for Team **Buckley**.

MCA receives AABB and GWG awards

The Medical Center of Aurora recently received two prestigious recognitions: AABB Accreditation for Transfusion Services and the American Heart Association/American Stroke Association's Get With The Guidelines Stroke Gold Plus Quality Achievement Award.

AABB Accreditation follows an intensive on-site assessment by specially-trained AABB assessors and establishes that the level of technical and administrative performance within the facility meets or exceeds the standards set by AABB. The GWG Stroke Gold Plus Quality Achievement Award recognizes hospitals who maintain a performance rate of 85 percent or better against the Stroke Quality Achievement indicators for two or more years.

Berglund named vice president

Robert A. Berglund, RA, has been named vice president, International Markets, for **Merrick & Company**. In this new position, Berglund will be responsible for international growth strategies for the firm, with particular attention on the firm's four target markets of energy, national security, life sciences, and sustainable infrastructure. Berglund has been with

Merrick for five years, where he was most recently the business unit manager responsible for operations management of the energy, national security, and life sciences projects.



Robert A. Berglund, RA

Interns learn the profession at Merrick

Nineteen university students began their internship at learning the engineering profession at **Merrick & Company**. During their 12-week program, they will be involved in some of the most technically complex projects that can be found. From working at the Oak Ridge and Los Alamos National Laboratories to being involved in projects for the US Air Force, the Department of Homeland Security, and various internal corporate projects, the interns will be exposed to the challenges of the industry.

Merrick Announces NERC Service Offering

Merrick & Company has announced a new service for the power transmission industry. In response to the North American Energy Reliability Corporation's (NERC) alert released late last year requiring power transmission line owners to document the existing conditions of their transmission assets, Merrick is providing helicopter-mounted light detection and ranging (LiDAR)/imaging multi-sensor data acquisition and processing for power line owners throughout the U.S. Helicopter-mounted multi-sensor systems provide greater accuracy in capturing the details of such issues in transmission corridors as power line sag, encroachment of vegetation, and structure information – some of the many components of in-field condition and clearance assessments.

Northrop Grumman hosts Cyber Patriot celebration

More than 42 students, teachers and administrators from Rangeview High School, **Pickens Technical College** and Hinkley High School recently attended the Cyber Patriot III Celebration hosted by **Northrop Grumman**. Conceived by the Air Force Association and sponsored by **Northrop Grumman**, Cyber Patriot is a national cyber defense competition created to inspire high school students to enter careers in cyber security or other related science, technology, engineering and math (STEM) disciplines.



QSE celebrates 100th ASC

A new surgery center project in Texas represents **QSE's** 100th Ambulatory Surgery Center (ASC) project. An ASC typically represents a dedicated, standalone "day-surgery" facility that is licensed to perform a subset of surgeries that tend to be simpler and usually don't involve an overnight recovery stay. ASCs have historically shown superior patient outcomes - for comparable procedures - than inpatient facilities, and at lower cost.

Regis University sponsors run

On Sept. 24, **Regis University** School of PT is sponsoring the 9th annual Move Forward 5 and 10K at the **Regis University** Campus, 3333 Regis Blvd. in Denver. The race benefits the Argyle Senior Living Foundation. Any mobile participant can register – including runners, walkers, and wheelchair users. Registration is at 7:30 a.m., and the race begins at 8:50 a.m. For more information and registration, go to www.regis.edu and type in 'fun run.'

Tee it up for the Troops

On September 9, **Commonground Golf Course** is hosting the 7th Annual National day of Golf to help support and recognize the fallen and disabled members of the Armed Forces, all veterans, past, present and future and their families. Registration is \$125. For more information, call the Golf Shop at 303-340-1520 or go to www.teeitupforthetroops.com.

Golf tournament to Benefit Rocky Mountain USO at DIA

The **Rocky Mountain USO at DIA's** 5th annual Golf Benefit and Silent Auction is at the Lakewood Country Club on September 26. Individual golfers are \$150 and foursomes are \$600. For more information, contact Hedy Margolis at 303-342-6876 or hmargolis@uso.org.

WELCOME ~ CLASS OF 2012

The Chamber welcomes the Leadership Aurora class of 2011-2012

The Aurora Chamber Board of Directors and Leadership Aurora Board members are proud to introduce the 2011-12 Leadership Aurora class. Class members were selected through a competitive application and interview process. The purpose of the ten-month program is to develop awareness of the Aurora area – its strengths, challenges and opportunities; to enhance leadership abilities; to create a network of informed, concerned leaders; and to encourage greater involvement in the community. The class members will kick off their year in September with a two-night opening retreat in Winter Park, Colorado and will continue with eight monthly sessions from October through May. New class members include:

Elizabeth Agresti, Colorado Air National Guard
Jeff Anderson, Advantage Security, Inc.
Gregory Baker, City of Aurora - Water
Rachel Banks, Adams County Workforce & Business Center
Jon Barber, Artistic Apparel, LLC
Stephanie Benintendi, Children's Hospital Colorado
Kinder Blacke, Colorado Air National Guard
Cassidee Carlson, Aurora Police Department
Steven Clagg, Aurora Public Schools
Tom Henley, Xcel Energy
James Hitz, Key Bank
Karen Hookstadt, Spalding Rehabilitation Hospital
Brent Hubbell, FirstBank of Aurora
Marlene Husson, Aurora Mental Health Center
Celeste Johnson, RTL Networks, Inc.
Mara Kallin, Aurora Mental Health Center
Ralph Kasper, Adolfson & Peterson Construction
Marena Lertch, City of Aurora - Public Safety

Oren "Von" Limbaugh, The Limbaugh Law Firm, LLC
Christopher Lockwood, Rural/Metro Ambulance
Rachel Macias, Famous Dave's Legendary Bar-B-Que
Richard Maestas, Community College of Aurora
Scott Mills, Aurora Fire Department
William Moran, Wells Fargo Banks
Briley Peters, Visit Aurora
Mark Pray, City of Aurora - IT
Lisa Reddel, Cherry Creek Schools
Ellen Rehmar, University of Colorado Hospital
Naquetta Ricks, Network Financial Group, LLC
Joyce Rocha-Brown, Southlands Shopping Center
Daniel Rodriguez, Allstate Insurance
JulieMarie Shepherd, Aurora Public Schools/Board of Education
Kira Suurvarik, 18th Judicial District Juvenile Assessment
Marilee Verdun, Juvenile Diabetes Research Foundation
Patricia Wells, Aurora Fox Arts Center
Thate Wilmes, The Weitz Company



Leadership Aurora's 13th annual golf tournament sets the record for a beautiful day

There couldn't have been a more perfect day to hold the Leadership Aurora 13th Annual Golf Tournament than June 16, 2011 at Heritage Eagle Bend Golf & Country Club.

All 116 golfers enjoyed the gorgeous Colorado weather, the luxurious greens, and competitive games and prizes; and everyone involved had a wonderful time. Winners received trophies and gift cards. Everyone went home with an overflowing ditty bag and door prizes donated by a multitude of Chamber members.

A very sincere thank you goes out to the sponsors, donors and those who participated, who all made this annual tournament a big success.



1st Place: Waste Management team members and a friend (r to l), Scott Johnson, (Kimberly Curtis), Dan DeWaard, and (not pictured) Todd Noe and Scott Hutchings



Tournament Sponsors

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Contest Hole Winners

Closest to the Pin Women - Sandy Barrett
 Longest Drive Women - Shirley Schaller
 Longest Putt Women - Luana Harris-Scott
 Closest to the Pin Men - Dan DeWaard
 Longest Drive Men - Jeff Niblo
 Longest Putt Men - Bob Moody
 Most Accurate Drive - David Wilbanks
 Fantasy Golf Scratch-Off Winner - Dale Mingilton



Kimberly Curtis thanks David Patterson with Rural/Metro for their 13th consecutive year of being the Event Sponsor of the tournament



2nd Place: Metro Community Provider Network team members (l to r), Jon Sittko, Luana Harris-Scott, John Reid, and (not pictured) Bob Wong

3rd Place: FirstBanks of Aurora

team members (l to r), Mike Brown, Jim Steinberg, Greg Thompson, and Dave Maxwell.



Highest Score: Axiom Strategies team members and friends (l to r), (George Peck and Kimberly Curtis), Micki Hackenberger, Bob Moody, Carrie Hackenberger, and (not pictured) Erin Goff.

Ribbon Cuttings

Back to school! — When **Colorado Technical College** held its' official ribbon cutting on July 28, there was a great crowd including Chief Operating Officer Jack Koehn, President of CTU Southern Colorado Campus Bentley Rayburn (3rd from left), and CTU Denver Campus President Dr. Mark A. Pieffer (3rd from right). Also attending the event were Aurora Chamber President Kevin Hougen and Vice President George Peck (in the Chamber's red shirts), along with South Metro Chamber President John Brackney (4th from left), and a fine contingency of CTU personnel and Chamber Ambassadors.

CTU is a network of technologically advanced campuses that give you control over how, when and where you study. It is higher education designed to fit into your current lifestyle and responsibilities. To learn more about CTU, their degree programs or how to apply for admission, go to www.coloradotech.edu.



CTU Denver Campus President Dr. Mark A. Pieffer



If you're hungry for a Crepe or some Pelmeni...

— The new **Teremok Russian Crepes Café** at 14561 E. Alameda Ave., can take care of those cravings. Owner Svetlana Krasovskaia is open for business, serving fresh homemade crepes with a variety of fillings and toppings, along with sandwiches, salads, pelmeni, and egg dishes. **Teremok** is a Russian word that means rustic and cozy home, which is exactly the spirit of this café's warm, friendly atmosphere.



Cut the ribbon, but watch out for Stymie! — **Stymie Canine Cancer Foundation** is a non-profit foundation raising money for families who need financial support for the cost of cancer treatment for their pet. Their goal is to raise \$50,000 by Jan. 2012, which will support at least 10 families during the year. The Stymie Canine Cancer Foundation was founded by Brian and Aimée Thompson in honor of their Boxer, Stymie, who is in full remission from cancer. Brian and Aimée were fortunate to have pet insurance; but they didn't want other families facing the same diagnosis to think they couldn't have medical treatment for their pet. (Yep, that's Stymie in the middle!) (Photo courtesy Brian Molitoris, Photographer)



They Create Smiles! — The friendly, knowledgeable — and smiling — staff at **Valley Modern Dentists** is dedicated to understanding and meeting the needs of their patients. They offer comprehensive dental services from cleanings and fillings to teeth whitening and braces — and everything in between (your teeth!). Valley Modern Dentists is located at 16900 E. Quincy Ave, #8, Aurora, CO 80015. Staff at Valley Modern Dentists include Cory Johnston, DMD, BS (cutting the ribbon); Leigh Anne Stephens, DMD, BS; William McMunn, MD, DDS; Ann Nguyen, DDS, MSD; and Carolann Henning, BS. (Photo courtesy Brian Molitoris, Photographer)



Lt. Gen. Charles E. Stenner, commander of Air Force Reserve Command, speaks during the **Air Reserve Personnel Center Headquarters Building** ribbon cutting July 19. The event officially opened the new 80,000 square-foot, headquarters building at **Buckley Air Force Base** which houses personnel who provide administrative support to more than 980,000 Air Force Reserve and Air National Guard forces. The Center provides support throughout military careers, from initial entry to retirement, including assignments, promotions and separations. The mailing address for the facility is HQ ARPC/ (Office Symbol), 18420 E. Silver Creek Street, Bldg 390, MS68, Buckley AFB CO 80011. Telephone numbers have also changed; contact us by calling 800-525-0102, option 3. (U.S. Air Force photo/ Quinn Jacobson, ARPC/PA)



Dan Stenersen, President and CEO, Shalom Cares

At least a dozen shovels — were in motion at the groundbreaking ceremony for the **Shalom Cares Wellness Center** on July 26. From left to right engaging in the ceremonial digging are Mimi Wienberger, Cindy Wagner, Carl Wienberger, Cindy Lind, Larry Siegel, Leonard Streer, Centennial Mayor Cathy Noon, Dan Stenersen, Jordon Perlmutter, Essie Perlmutter, Helene Abrahams, Marshall Abrahams, Gary Yourtz, Jim Kurtz-Phelan, Chuck Musgrave, Kay Rasmussen, and Dave Cone. The Center will feature comprehensive rehabilitation and therapeutic recreation, including an aquatic center, therapies, exercise equipment specifically designed for seniors, and an aerobics studio. There also will be a beauty shop and salon services. The senior-oriented facility, adjacent to the Shalom Park Nursing Home, will serve individuals throughout the metro Denver area.



Cut the ribbon, and let's get going! – Maurice Guzman prepares for the first cut to celebrate the opening of the **Firestone Complete Auto Care** at 25515 E. Smoky Hill Road in Aurora, where they pride themselves on great customer service, along with quality products and the right solutions for your auto care needs. At **Firestone Complete Auto Care**, they know that no one looks forward to the time when their vehicle needs attention, but from check-in to check-out, their auto care advisors and technicians work to get your vehicle ready to go as quickly as possible. (Photo courtesy Brian Molitoris, Photographer)

Aurora Chamber Spotlight on... Ambassador Ken Melcher



At the Aurora Chamber, we have an Ambassador that personifies dedication and loyalty, and can be seen at almost every ribbon cutting, ground breaking, or Chamber event; Kenneth C. Melcher.

Ken has been an Ambassador for more than 17 years and is still counting! One of Ken's most visible roles as an Ambassador is attending ribbon cuttings at which he's usually at one end of the ribbon or the other! Ken also serves on the Government Affairs and Education and Transportation committees, and the Chamber Defense Council, which sponsors the annual Armed Forces Appreciation luncheon.



Ken Melcher – 17 years as an ambassador, and yes, he is holding a ribbon in this photo!

Ken enlisted in the U.S. Air Force in 1955 at Omaha, Nebraska, and retired from the Air Force as a Chief Master Sergeant in 1978 at Lowry AFB. In 1979, he was hired by Lowry AFB as an Electronics Equipment Specialist with logistic support of the F-15 and F-16 aircraft. He worked at Lowry for 15 years and retired in 1994 with 38 ½ years of combined Federal service.

Ken was a volunteer on the Board of Directors of **Westerra Credit Union** (formerly Gateway) for more than 32 years, serving as Chairman for 11 years, as well as serving as 1st and 2nd Vice Chairman, Treasurer, and Secretary.

Ken and his wife of more than 50 years, Sharon, have a daughter and son who both live in Aurora. They have 5 grandchildren and 3 great-grandchildren.

Thanks Ken, for your dedication and loyalty to Chamber!

Using the Rocky Mountain E-Purchasing System to do business with Arapahoe County

Now that you have an idea of how the Rocky Mountain E-Purchasing System works (see article, page 1), here's a wonderful opportunity to put it to work for you! The Chamber and Arapahoe County are partnering to offer a series of workshops, the first of the series on how to register on the RMEPS and understanding Arapahoe County's bid documents. The other four workshops will be interacting with four departments that will be issuing RFPs in the coming year.

What a great opportunity to meet people you could be working with should you be awarded the job(s). This is a unique opening for small and large businesses to have dialogue with Arapahoe County and learn how to gain business from them.

Please be sure to review the workshop scheduled listed (right) and then go to the Chamber website to get signed up for any/all the ones you would like to attend. If you attend the Introduction class (Sept. 21), you will receive a discounted price on the other workshops. Intro class is \$20.00 and other classes are \$15.00 with Intro class purchase; otherwise all classes are \$20.00 each. Registration fees for all sessions include lunch.

Learn about doing business with Arapahoe County through this series of presentations, scheduled for Sept. 2011 through Jan. 2012. All sessions will be held at the Aurora Chamber of Commerce, 14305 E. Alameda Ave., Suite 300, from 11:30 am - 1 pm.

WORKSHOPS

Sept. 21, 2011

Registering as a vendor and understanding Arapahoe County's bid documents \$20

This presentation informs the subsequent presentations, which are specific to County departments (Oct. 12, Nov. 16, Dec. 14, and Jan. 18), by introducing participants to the process of registering as a vendor with Arapahoe County, and by helping them to understand the County's bid documents.

Participants are encouraged to sign up for this session if they have not previously done work for Arapahoe County.

Oct. 12, 2011

Public Works & Development and the Road & Bridge Division

\$20/\$15 with purchase of Sept. 21 session

Nov. 16, 2011

Open Space

\$20/\$15 with purchase of Sept. 21 session

Dec. 14, 2011

Information Technology

\$20/\$15 with purchase of Sept. 21 session

Jan. 18, 2011

Sheriff's Office

\$20/\$15 with purchase of Sept. 21 session

Chamber proposes business retention and expansion program

Chamber President Kevin Hougen and Aurora City Manager George "Skip" Noe proposed a new Business Retention and Expansion program to the Chamber Board at their recent annual retreat. Designed to work in tandem with efforts by local economic development organizations to attract new businesses to the community, the program would not only encourage businesses to continue their operations in the area, but would also develop plans to help with their expansion.

Hougen's plan calls for the creation of a centralized business resource center that would bring together key players in the business community including (but not limited to) the Aurora Economic Development Council, Aurora Business Development Center, Procurement Technical Assistance Center, Arapahoe/Douglas Works!, and the Adams County Economic Development Council.

Hougen told the board their objective was to create a sustainable, proactive business culture. "We would like to see an organization that could provide solutions and remove barriers that can inhibit business growth, allowing local companies to expand and create new jobs," he said.

Hougen and Noe have agreed to work together to create an air of respect for the business community and help government at all levels understand the importance of business regardless of size. Details of the program are still being worked out but an initial white paper was presented to the Board for their consideration and comments.

Government Affairs Committee examines initiatives

The Chamber Government Affairs and Education Committee on Aug. 4 took a hard look at two initiatives that will be appearing on the ballot this fall.

State Senator Rollie Heath presented his "Bright Colorado" Initiative 25 that he characterized as a five year timeout from education cuts. The initiative, designed to generate about \$536 million a year, will direct all money raised to public education in Colorado. According to Sen. Heath, the initiative calls for income tax rates to revert to what they were in the 1990s. Sales tax would rise from 2.9 percent to 3 percent and personal and corporate income tax would rise back to the 5 percent level from 4.63 percent. The increases would cost the average taxpayer about \$150 a year and would sunset after five years said Sen. Heath.

Also making a presentation was Arnie Schultz with

Aurora Residents for Recreation. Schultz presented that group's proposal to raise Aurora resident's property taxes by a total of 4.58 mills to finance and operate three new recreation centers in Aurora and refurbish a fourth. Schultz said the decision to put the item on the ballot came nearly three years of study by the ARR Task Force that showed Aurora was well behind other cities in the metro area in supporting recreation centers to meet the needs of not only the youth, but all the families, individuals and businesses throughout the city.

After the presentations, the committee agreed to move the proposals to the Board of Directors for their review and an endorsement decision.

The Government Affairs and Education Committee is chaired by Jeff Thompson and Steve Hogan and meets on the first Thursday of each month.

Minding My Own Business workshop series

Dirk Dieters, executive director of **The Fremont Group** and author of *Minding My Own Business* will be the speaker for three consecutive weeks at the Lunch and Learn seminars sponsored by the Aurora Chamber of Commerce. The sessions will be broken out of the full *Minding My Own Business* Workshops that are offered through The Fremont Group.

The September 8 session is *Show Me The Money*. This session covers small business budgets, cash flow forecasting and basic financial control of your small business.

The September 15 session is *Are You Getting Bang For Your Payroll Buck?* This session will examine organizational structure, accountability and incentives, and motivation of "climber, camper and quitter" employees.

The September 22 session examines sales - *Selling—Internal and External—in a Recession*. At this session, attendees will examine their own sales system, identify their sales assets and learn to leverage their sales effort.

Like the full *Minding My Own Business* workshops, these sessions are personally tailored to the attendees—they are not general theory, rather they are designed to provide the attendee with something that can immediately be implemented into their operations. Announcement will be forthcoming regarding the opening of these sessions as webinars online.

Seminars from 11:30 am-1 pm, and are \$25 each or \$60 for all three. Sessions must be pre-paid. Registration fees include lunch; workbooks and copies of *Minding My Own Business* will be available for \$10 and \$15, respectively. To register, go to www.aurorachamber.org.

NEW MEMBERS

AMC Cancer Fund
Bite Back Bed Bug Removal, LLC
Brilliant Chiropractic and Wellness
Buffalo Wild Wings Aurora- Havana #300
Centennial Heights Neighborhood Association
Colorado Injury Treatment Center, PC
Colorado State University-Global Campus
Corporex Colorado, LLC
Culligan
Integrity Business Ventures Inc.
Liberty Creek Apartments
Retirement Partners of Colorado
Shalom Cares
Solidyn Solutions, Inc.
Sprint Federal Accounts
T-Mobile
Teremok, Inc.
The Growth Coach
Uptowns Nostalgic Custom Hand Car Wash, LLC
Whisper Sky Luxury Apartment Home

Renewals

A World of Tile
Abby Home Care, Inc.
Academy Roofing, Inc.
Adolfson & Peterson Construction
Advantage Security, Inc.
Air Reserve Personnel Center
Allegra Print & Imaging
Allstate Insurance - The Johnson Agency
ALMC Mortgage
aloft Denver International Airport
American Automation Building Solutions
Anchor Network Solutions, Inc.
Arapahoe County Early Childhood Council
Arapahoe County Sheriff's Office
Arc of Aurora
Aurora Denver Cardiology Associates, PC
B & E Screen Printing and Sports Apparel
Bernard Financial Services
BJ's Restaurant & Brewhouse
Boy Scouts: Boy Scouts of America -
Denver Area Council
Brian Molitoris
Brock Publishing
Carrabba's Italian Grill
CBS Outdoor
Cherry Creek Nursing Center
Cherry Creek School District # 5
Coldwell Banker Residential Brokerage

Collins Engineers, Inc.
Colorado Continental Roofing
Colorado Insurance Professionals
Comfort Inn Aurora
Comitis Crisis Center, Inc.
Concorde Career College
Costco Wholesale
Country Inn & Suites By Carlson
Courtyard by Marriott - Denver South/Park
Credit Union of Colorado
Daydream Travel
Debbie Lynch
Denver Airport Marriott at Gateway Park
Developmental Pathways
Ed Bozarth Company, Inc.
Edward Jones Investments - Patrick Pogue
Egan Printing Company
Ent Federal Credit Union
Epic Construction, Inc.
Everest College
Extra Space Storage - E. 4th Ave (#8240)
Fairfield Inn DIA
Famous Dave's Bar-B-Que
Fire Safety Services
Firestone Building Products Company
Fitzsimons Redevelopment Authority
Foxridge Farm
Garden Plaza of Aurora
Gay & Lesbian Fund for Colorado

GBSM
Golden Impressions Marketing, Inc.
Goodwill Industries of Denver
Grand Design, Inc.
Grandma's Handyman Service, Inc.
Havana Business Improvement District
Helga's German Restaurant & Deli
Hoffman Heights Hardware, Inc.
Hyatt Place - Denver South/
Park Meadows
Interstate Turbo Supply & Accessory Co.
Itec
Jane McGrath
Joe's Crab Shack
Johnson's Automotive Repair
Jordan Road CARSTAR Collision
Kaiser Permanente
Lockheed Martin Space Systems
MC Commercial Real Estate
Medexpress Urgent Care
Mesa Systems, Inc.
Mile High United Way
Mr. Greenjeans' Landscaping
Mr. Handyman of East Metro Denver
Office Depot - Mississippi Ave #420
Office Depot - Orchard Rd. Southlands
Office of the District Attorney,
18th Judicial District

Pioneer Packaging
Ponderosa Vision Clinic
QSE Technologies, Inc.
Quality 1st Plumbing
Quality Inn & Suites - DIA
Regis University
Sam's Club Aurora Pkwy
Short Elliott Hendrickson
Smoky Hill Rotary Club
Snow Peak Technologies
Springhill Suites by Marriott -
Denver Airport
Summit Services Inc
Suss Buick GMC
Sweet Tomatoes,
The Salad Buffet Restaurant
Trilogy Benefits, Inc.
Tutoring Club of Smoky Hill
University Physicians, Inc.
Vision Care Specialists, P.C.
Watson & Co., Inc.
WEM Services
Western Truck Parts, Inc.
Westwind Management Group, Inc.
Women Marines Association
CO Columbine