



GRAND JUNCTION AREA CHAMBER OF COMMERCE NEWSLETTER

Your Voice of Local Business
GRAND JUNCTION, COLORADO

THRIVE IN CHAOS JUNE 17TH



Chamber Invites You to Learn How To Thrive, Not Just Survive in Chaos!

The Chamber realizes that in business and in life, we're put to the test not when things are going right, but when they get chaotic. How we react can be the difference between success and failure and determine whether your team comes together or falls apart.

As we looked at potential topics for our June Quarterly Membership Luncheon topics, we realized the need to learn strategies to adapt your thoughts and plans on a



moment's notice, lead through uncertainty, and eventually thrive in chaos.

Join us as we have Corrine Hancock, Chaos Coach, share see **THRIVE:** page 3 ➤

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YEA 7.0 Begins Soon!
Close to 60 student businesses have been created with your help in the past six years, find out how to get involved for our upcoming Fall class!

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VISIT WWW.GJCHAMBER.ORG TO STAY CONNECTED

JUNE 2019



The Chamber **Cultivates** Students Into CEOs



Chris Thomas

CEO, Community Hospital
2019 Chairman of the Board

How many of us in middle or high school ever considered owning and/or running a business? Heck, how many of us are willing to consider it even now? As we help our students discover the multitude of careers that may be available to them, we often overlook the opportunities that come from being an entrepreneur and small business owner.



Giving students the opportunity to learn about business and actually start one of their own, now, with help from all of us, gives them the skills now that will serve them well in business in the future whether it is continuing down the path to CEO/Owner or working for someone else. The Young Entrepreneurs Academy Program was embraced by this Chamber six years ago as a way to help young people discover that they have what it takes to start a business...maybe even multiple businesses in the future. The program requires commitment...a lot of commitment. Not only must students be willing to work hard and attend three-hour classes once a week for 25 weeks but we, the business community, must also commit to be teachers, mentors and investors

By now, many of you have heard that our Saunders Scholar Toly Chinn, a Redlands middle schooler, represented our program at the National Competition last month in Rochester, NY. He competed against the best of the best from 120 other chamber YEA! programs and we are proud of him. He won the people's choice award in his flight of competition. But we are also proud of the nine other budding entrepreneurs that started businesses this year and the 33 previous participants in this program that started businesses. And I'm particularly proud of our many sponsors and supporters who made this program what it is today and continue to support it.

Recruitment has begun for our seventh class which starts in early October. If you know of a middle or high school student that would be a good fit call the office, 970.242.3214 and we will personally reach out to them. Class size is limited and we already have applications so it is not too soon. Recruitment is also starting for business people willing to help with instruction, host field trips and act as mentors. And, finally, we are also looking for funders to help provide seed money for these ventures and scholarships for those who need. Email Darcy (darcy@gjchamber.org) for more information or to volunteer. We were all kids once...it is up to us to show the kids of today the thrill of being successful in commerce. As one of our Chamber guiding principles notes, "A healthy community is dependent upon a healthy economy." YEA! is one way we work toward that principle. CareerWise is another but we will talk about that next month!

THRIVE_E continued

her **Thriving in Chaos** program. Thriving in Chaos challenges participants to explore diverse ideas, challenging assumptions and mindsets. It gives participants practical tools and ideas for how to prepare for change, how to deal with it when it hits and how to rise to the occasion and lead yourself and others, regardless of the organizational challenges.

Corinne Hancock was on the front lines, building teams in high-pressure, stressful situations around the globe as the Director of Clinics for Project CURE, and as a State Department leadership coach. She brought together multi-generational and multi-cultural teams to train leaders, open clinics and deliver medical care in some of the most remote locations on the planet.

Don't miss this amazing opportunity to grow as a business owner, operator, and team member!

June 17th at the DoubleTree by Hilton at 12:00pm.
\$18 for GJACC members in advance
\$23 at the door & non-members.

Space is limited, reserve your seat by visiting www.gjchamber.org or call 970-242-3214.

Expanding businesses will also be recognized at this luncheon.

This event is presented by Venture Advocates and sponsored in part by Asset Engineering Limited, Capital Business Systems, and Moody Insurance Agency.



Did you build a new building, open a second location or add employees in the past year?

The Chamber wants to know! If your business is growing and adding employees we want to congratulate your company on that singular achievement and buy you lunch! Every three months during our Quarterly Membership Meeting we take time to share the good business news and present a small award to company representatives that tell us they have grown. It is good publicity for the businesses being recognized and good news for the rest of us as we look for signs of a strengthening economy. Please take time to submit the expansion form you can find at online at www.gjchamber.org or by calling 970-242-3214 and letting us know how your business has expanded and who from your company will be joining us for lunch on June 17th at our Quarterly Membership Luncheon.



Chamber Efforts **Culminate** with Signing of Natural Gas Initiative

With the discovery of additional reserves of natural gas in the Piceance Basin in 2016, our area now acknowledged to be the second largest repository of natural gas reserves in the nation. As efforts advance to find new markets and access for the West's natural energy resources, a strong partnership with Utah's Office of Energy Development and the Western Slope was created.

The Grand Junction Chamber has been a vocal advocate for supporting our local natural gas industry and developing global markets. The Chamber supported the Piceance to the Pacific Rim research and hosted a round table discussion that included both Kathleen Staks, Executive Director of the Governors's Energy Office in Colorado and Laura Nelson, Advisor to Utah Governor Gary Herbert and Directory of Utah Office of Energy Development back in April 2018.

Those efforts, along with those of our Mesa County Commissioners, representatives from Garfield, Moffat, and Rio Blanco counties, the Northern Ute Indian Tribe, Consumer Energy Alliance (CEA), and the Utah Governor's office of Energy Development, culminated in a ceremony on May 30th at the Governor's Energy Summit in Salt Lake City.

These partners gathered at the Energy Summit to expand the Western States and Tribal Nations (WSTN) agreement to include the Wyoming Pipeline Authority.

Dr. Laura Nelson, the Utah Governor's energy advisor and the executive director of the Governor's Office of Energy Development went on to say, "The Governor's Office of Energy Development is pleased to welcome the Wyoming Pipeline Authority to WSTN. Their collaboration effectively expands the partnership across Utah, Colorado, Wyoming and Tribal Nations to promote the development of, and access to, our unparalleled Western energy resources and to growing economies overseas, all while providing for environmental outcomes. We're proud to see, here in Utah, yet another opportunity to achieve win-win results by advancing strategic partnerships."

"On behalf of our four western Colorado counties, we welcome the growing collaboration with the Utah Governor's Office of Energy Development, the Ute Indian Tribe and the Wyoming Pipeline Authority. Marketing our natural gas resources collectively to countries in Asia and other viable markets will aid in the geo-political stabilization of our political allies overseas as well as strengthen our rural energy economies," said **Rose Pugliese, County Commissioner from Mesa County, Colorado.**

The groups will focus on providing leadership and developing a strategic, collaborative approach toward natural gas development through 3 primary areas of focus including Education, Advocacy and Collaboration with a stated goal of developing solutions for rural economic development, tribal self-determination and natural gas flaring in western states.



Are You in **Compliance** with the Law?

Making sure you are in compliance with the law as an employer can often be tricky. Add in the latest changes in legislation and you may find yourself in a tough spot!

Join us for the next Sunrise Seminar, presented by Home Loan Insurance, as Michael Santo of Bechtel, Santo & Severn discusses recent changes in Colorado legislation and how organizations can implement those changes into their policies and practices to protect themselves.

June 11th at 7:30am in the FCI Boardroom at the GJACC Offices. This seminar is COMPLIMENTARY, but space is limited. Email candace@gjchamber.org or call 970-242-3214 to reserve your seat.

Our Sunrise Seminar series is made possible by Home Loan Insurance



**HOME LOAN
INSURANCE**

MEMBER BENEFIT: **Chamber Marketing Options Available to Members**

The Grand Junction Area Chamber is part of your advertising team.

Our services range from email marketing and hard copy publications to online advertising. Service frequency ranges from weekly to monthly, one time or multiple views throughout the year and will provide your company with increased marketing in the local target market of Colorado's Western Slope. We offer access to our database of mailing labels, e-newsletter announcements and advertising in the annual print and online directory as well as the only full-size detailed map of the Grand Junction, Palisade and Fruita area. To find out any further information, don't hesitate to get in touch with Trisha today at (970) 263-2912 or Trisha@gjchamber.org.

- Trisha Martinez, Director of Member Engagement

2019 Board of Directors

Susan Alvillar, James R. Alvillar and Associates

Kimberly Clemmer, Clemmer Welding, LLC

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Chris Thomas, Community Hospital

Clay Tufly, Alpine Bank

Janie VanWinkle, VanWinkle Ranch

Vance Wagner, ANB Bank



Make June Your Month to **Network to Success!**

School is out for the summer but businesses don't take a summer vacation. In fact, if things are slowing down a bit in your business this is the ideal time to engage in some networking activities to build your client and referral base. The Chamber has multiple opportunities for you to utilize this month:

- **Networking at Noon**, our popular once a month, meet for lunch and relationship building event will take place on Wednesday, June 19th at Buffalo Wild Wings. The event features assigned seating at small tables of 4-6 individuals from different businesses along with conversation-starting questions. From there it is up to you to get to know each other and make that business connection. Every effort is made to seat individuals with different business representatives each month of the year. For more information, email trisha@gjchamber.org.
- In June, you have a bonus opportunity to network at our **Quarterly Membership Meeting, June 17th at the DoubleTree by Hilton**, presented by Venture Advocates and sponsored in part by Asset Engineering Limited, Capital Business Systems, and Moody Insurance Agency. This meeting is a must for anyone in business that is feeling like their workplace is always in a state of chaos. Our speaker, **Corinne Hancock is known as a chaos coach** (to learn more visit <https://corinnehancock.com/thriving-in-chaos/>). Learn strategies to adapt your thoughts and plans on a moment's notice, lead through uncertainty, and thrive in chaos. To register, visit www.gjchamber.org.

Expanding businesses will also be recognized and if you have recently expanded and would like to be part of the awards ceremony, email trisha@gjchamber.org.

- **Business After Hours**, our most attended regularly scheduled networking event takes place on June 25th at SpringHill Suites, Downtown Grand Junction. Normally attended by over 175 members this event offers plenty of opportunities for dialogue in a relaxed setting. This is a members-only event and registration can be made at www.gjchamber.org or by calling 970-242-3214.
- **Leads Groups** are the Chamber's ongoing weekly long-term networking venue. Up to 25 members of non-competing businesses get together for one hour to offer one-minute updates from the businesses and hear an in-depth business presentation from one of the members. The groups meet on Thursday morning, Thursday noon or Friday morning and interested members are invited to attend a meeting with the group they are interested in prior to applying to ensure that it is a good fit. For more information email info@gjchamber.org.



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FRIDAY,
SEPTEMBER
27TH 2019

GRAND JUNCTION CHAMBER OF COMMERCE

TEES & TUNES

ANNUAL GOLF TOURNAMENT

INDIVIDUALS

\$145*

PER GOLFER

CORPORATE TEAM OF 4

\$675*

INCLUDES
HOLE SPONSORSHIP

7:30AM & 1:00PM SHOTGUNS

BOOKCLIFF COUNTRY CLUB

5:30PM ON THE GREEN

GOLF

VENUE

CONCERT

*FEE INCLUDES GREEN FEES, LUNCH, DINNER, 2 DRINK TICKETS
AND 1 STANDARD CONCERT TICKET PER GOLFER

Thank You



2018/2019

Sponsors and Volunteers

Presenting Sponsor:

- City of Grand Junction

Premier Sponsors:

- Home Loan Bank
- Mesa County Workforce Center
- Mesa County Valley School District
- US Bank

Scholarship Sponsors:

- Chick-fil-A
- JG Management Systems, Inc.
- Western Rockies Federal Credit Union

Investor Sponsors:

- Alpine Bank
- Bank of Colorado
- Conquest Development
- Fisher's Market
- Mesa County Business Education Foundation
- OBJ Group
- VanWinkle Enterprises

Supporting Partners

- Colorado Mesa University
- Courtyard by Marriott
- Eureka! McConnell Science Museum
- Grand Valley Transit
- Mesa Mall
- Western Colorado Community College
- Western Metals Recycling

Instructors and Mentors:

- Steve Hudson, (Instructor), Office Depot
- Heather Lambeth, (Instructor), New Image Realty
- Sam Rubadue, (Instructor), Western Metals Recycling
- Kraig Andrea, (Mentor), Mid America Mortgage
- Michael Brooks, (Mentor), Dalby, Wendland & Co.
- Jeff Crews, (Mentor), Inter-Mountain Safety and Rescue
- T.J. Elbert, (Mentor), Cobb Marketing
- Ann Hartter, (Mentor), Hartter Education, LLC

- Zane Hyland, (Mentor), Maverick Pest Management
- Phyllis Norris, (Mentor), City of Grand Junction
- Nichole Roberts, (Mentor), KJCT
- Paula Rohr, (Mentor), Loma Hill Farms
- Ben Van Hoose, (Mentor), Alpine Bank
- Ashlie Zimmerman, (Mentor), PeopleCare Health Services

Graphic Designers, Guest Speakers, and

Field Trip Hosts:

- Colorado Mesa University
- Fusion Group
- Kitty Nicholason Graphic Design
- Nexa1
- The Business Times
- Decadence Gourmet
- Dalby, Wendland & Co.
- Home Loan Insurance
- JG Management Systems, Inc.
- Johnston Financial Services
- The Joseph Center
- Kain & Burke, PC
- KJCT News 9/ KKCO 11 News
- KJOL Radio
- KREX 5/ FOX 4
- Moody Insurance Agency
- Munro Supply
- Wells Fargo
- Chick-fil-A
- KJCT News 9/ KKCO 11 News
- Mesa Mall/ JC Penney
- The Palette
- Reynolds Polymer

The recruitment process for sponsors and students for the next class starting this fall has begun. If you are interested in helping support this program or recommending a student for the next class, contact Darcy for more information at darcy@gjchamber.org or 970-263-2916.



YEA! 7.0 Begins This Fall

Close to 60 businesses or social enterprises have been launched with your help in the past six years through your support of YEA!

The Young Entrepreneurs Academy, (YEA!) takes students in grades six through twelve through the process of starting and running real businesses over the course of a full academic year. Students work in close cooperation with local leaders of industry, community members, and educators to develop ideas and objectives, write business plans, pitch potential investors, obtain funding, register with governmental agencies, develop their brand identity and much more!

By the end of the class, students own and operate fully functioning businesses that can be carried on after graduation. Students learn to make a job--not just take a job! YEA!'s direct mission is to help students embrace their passion, energy, creativity and talents, launch a venture, and view entrepreneurship as synonymous with success and freedom.

The Chamber has several sponsorship levels available for businesses that may be interested in supporting this important program. The levels include:

- **Presenting Sponsor** \$5,000 (limit 2)
- **Premier Sponsor** \$2,500 (limit 4)
- **Scholarship Sponsor** \$1,500 (limit 6)
- **Investor Sponsor** \$1,000(limit 12)

We are also seeking students that may wish to apply for the next class and you can download an application by visiting www.gjchamber.org and forwarding it to any budding entrepreneurs you may know. For more information on how you can change a student's life by being a sponsor or encouraging students to apply contact YEA! Program Manager, Darcy Weir at 970-263-2916, or darcy@gjchamber.org.

Businesses, CareerWise needs YOU!

CareerWise is excited to kick off the 2019 Cohort with Apprentice Bootcamp on June 10-11 where apprentices will be gearing up for their new jobs and learning important career-readiness / soft-skills training.

Eleven apprentices are being placed with nine partners in a diverse range of pathways including Advanced Manufacturing, Information Technology, Finance and Business Operations. Thanks to these businesses for their partnership in 2019, congrats on taking an innovative step toward developing tomorrow's workforce: Bank of Colorado, City of Grand Junction, DT Swiss, DoubleTree by Hilton, Family Health West, Grand Junction Housing Authority, Innovative Textiles, Mesa County Public Health, and Spendrup Fans.

Looking ahead to 2020, if your business is interested in an innovative solution to source YOUR talent needs, maybe CareerWise is for you!

Careerwise helps businesses source their talent pipeline and fill highly in-demand positions. It's a cost-effective strategy for businesses and serves as an alternative to more costly recruitment options such as poaching from competitors or recruiting out of market. Businesses receive a return on their investment as their payroll benefits from paying students a training wage vs. paying more experienced workers a higher wage; they will see a reduction in hiring costs, and benefit from working with students who come in with a fresh perspective and new ideas.

CareerWise's mission is to create opportunity for both students and businesses; giving students a clear pathway into a decent paying, middle income career, and helping businesses build their talent pipeline.

Interested in learning more?
Contact Jammie McCloud
CareerWise Program Manager

Jammie@gjchamber.org or call 970-263-2914.

Business	Apprentice
<ul style="list-style-type: none">• Pipeline of 21st century workers• Positive ROI• Reduction in hiring costs• Increased retention• Loyal, engaged employees• Increased innovation	<ul style="list-style-type: none">• Skills and exposure• Debt-free college credit• Valued industry credential• Established professional network• ~\$30K earnings over course of apprenticeship

Grand Junction Chamber of Commerce ANNUAL Healthcare Summit

Exploring the Relationship of Healthcare and the Business Community

Save the Date!
October 23, 2019
7:00 am - 12:00 pm



Celebrating

2019 Economic Development Week

Celebrating Colorado's Grand Valley




Congratulations

to these businesses who celebrated Ribbon Cuttings this past month

Maison La Belle Vie Winery



(Expanded Operations)

John Barbier (970) 464-4959

3575 G Rd

Grand Junction, CO 81526

www.maisonlabellevie.com

Winery

Be Sweet Cafe & Bakeshop, LLC



(2nd Location)

Carrie Litz (970) 628-4902

Sutherlands Parking Lot

Grand Junction, CO

www.besweetbakeshop.com

Restaurant

Shelter Insurance (Carrie Konakis)



(New Location)

Carrie Konakis (970) 628-4888

2532 Patterson Rd. Ste 14

Grand Junction, CO 81505

www.shelterinsurance.com

Insurance

Big 5 Sporting Goods



(New Location)

Mark Fresquez (310) 536-0611

2401 North Ave.

Grand Junction, CO 81501

www.big5.com

Retail

NAMI Western Slope



(New Location)

Kevin Barclay (970) 426-3989

422 White Ave. Ste 020

Grand Junction, CO 81504

www.namiws.org

Human Services Organization

CrossFit Juke Joint



(New Location)

Sung Hong (970) 628-4433

1010 S 7th St.

Grand Junction, CO 81501

www.crossfitjukejoint.com

Crossfit Gym

Let's **welcome** our newest members!

Take a moment and reach out to say hello to these fellow local businesses

Lightbulb Media

1048 Grand Ave
Grand Junction, CO 81501-3428
Caleb Weaver - (970) 417-8574
lightbulbmediacolorado.com

NAMI Western Slope

PO Box 1864
Grand Junction, CO 81502-1864
422 White Ave, Ste 020
Grand Junction, CO 81504
Kevin Barclay - (970) 462-3989
www.namiws.org
Human Service Organization

SummitWest Care

2800 Printers Way Ste 200
Grand Junction, CO 81506-3944
Charleen Raaum - (970) 263-0202
www.summitwestcare.com
Health Care/Home Health Care
Rehabilitation Consultants

Terra Energy Partners

PO Box 370
Parachute, CO 81635-0370
1058 County Rd 215
Parachute, CO 81635-9711
Dasa Bryan - (970) 285-9377
www.terraep.com
Energy

Voices for Awareness

2453 Industrial Blvd
Grand Junction, CO 81505-1307
Andrea Thomas - (970) 250-8449
voicesforawareness.com
Non Profit: Charitable

Xanthi Games

Grand Junction, CO
Reigan Sander
www.reigansander.wixsite.com/xanthi
Manufacturing

Join us as we **Network,** **Advocate,** and **Learn**

JUNE HIGHLIGHTS

June 11

Sunrise Seminar

GJACC Offices
7:30 am
Free to Attend / Space is Limited
RSVP to info@gjchamber.org



June 13

Mesa County Leadership Graduation

The Golf Club at Redlands Mesa
12:00pm

June 17

Quarterly Membership Luncheon

DoubleTree by Hilton
12:00 -1:30 pm
\$18 GJACC Members in Advance
\$23 at the Door/ Future Members
RSVP to info@gjchamber.org

June 17

Networking@Noon

Buffalo Wild Wings
12:00 -1:30 pm
\$15 GJACC Members in Advance
\$20 at the Door/ Future Members
RSVP to trisha@gjchamber.org

June 25

Business After Hours

SpringHill Suites by Marriott Downtown
5:30pm - 7:00pm
\$10 GJACC Members in Advance/ \$12 at the Door
MEMBERS ONLY
RSVP to info@gjchamber.org



**Caterer of
the Month
JUNE**



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**Grand Junction Area
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360 Grand Avenue
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info@gjchamber.org

2019

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Government

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SCL Health

US Bank

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Grand Junction Area Chamber of Commerce

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