



YOUR LINK TO BUSINESS

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**Stimulating Job Creation and Workforce Development Top 2016 Accomplishments**

As the 2016 year comes to a close, the Chamber is taking stock of the goals it established at the beginning of the year in light of what was actually accomplished to serve the businesses of this area. Shown below are a few of the most noteworthy ways we provided return on investment for our members:

- With funding from the City of Grand Junction and Mesa County, the Chamber was able to place a fulltime Business Retention Expansion Specialist in the field to connect with primary job creators, bringing tools and resources to their doors and learning of broad business climate challenges that need to be addressed in order to improve job creation by existing businesses. To date, just over 100 businesses were visited and interviewed. Roundtables were conducted with the technology and advanced manufacturing sectors. Shipping and logistics was identified as a common problem and solutions are currently being sought to assist all sectors in expanding options and cutting costs. The Chamber and GJEP are jointly taking

lead in working to establish a Foreign Trade Zone at the Grand Junction Regional Airport. A new partnership with Colorado Advanced Manufacturing Alliance—West was formalized to provide director level services for the newly created Fuse Center serving Western Slope industries.

- Developing the current and future workforce was the focus of major programming by the Chamber to link businesses with other workforce development partners including the Mesa County Workforce Center, School District 51, Colorado Mesa University, and Western Colorado Community College to identify and train potential workers. Joint efforts resulted in over 60 paid internships for individual 18-24 year olds in the community that were not in school and without jobs through the KickStart program. With greater utilization of the Work Keys assessments by employers and those looking for work, Mesa County is poised to become the first county in the state to achieve ACT Workforce Ready Community status which can aid in recruiting new businesses. The Young Entrepreneurs Academy helped middle and high school students launch 11 new businesses. The Hire Me First program, with unique curriculum developed by Chamber staff, was offered to high school students during the school year and as



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## Grand Junction Area Chamber of Commerce Board of Directors

Matthew Breman, Cranium 360  
- Chairman of the Board

Susan Alvillar, Terra Energy Partners

Lisa Boyd, No Coast Sushi

Joseph Burtard, Ute Water and JRs Carriage Service

Jeff Franklin, Bank of Colorado  
- Immediate Past Chair

Stuart Hall, Olsson Associates

Donna Hardy, Dalby, Wendland & Co., P. C.

Jeffrey S. Hurd, Beckner & Hurd, LLC

Chuck Johnson, Brady Trucking

Jon Labrum, OBJ Group

Heather Lambeth, New Image Realty, LLC

Darin Mack, The Trophy Case

Paula Reece, Crossroads Fitness

Chris Thomas, Community Hospital

Pat Tucker, Conquest Developments, LLC

Clay Tuffy, Alpine Bank

Janie VanWinkle, VanWinkle Ranch

Sam Williams, Powderhorn Mountain Resort

Diane Schwenke, Grand Junction Area Chamber of Commerce - President/CEO

[www.gjchamber.org](http://www.gjchamber.org)

### CORE COMPETENCIES

- Creating a Strong Local Economy
- Representing the Interests of Business with Government
- Promoting the Community
- Providing Networking Opportunities to Build Business Relationships
- Political Action

## Chairman's Column



Well this is it, my final Chairman's column! I must confess that when I first accepted the honor to be the "captain of the ship" about a year ago, I had no idea how quickly it would sail by. Although the time commitment was sometimes more than I expected (thank you Catherine for your understanding), it has been a labor of love. It has been an honor to serve the business community and work with such an amazing and dedicated staff, as well as, a highly engaged board.

Looking back over the past year we have had a few first, we have accomplished a lot and, as we chart our course towards the future, we have some clear direction.

Some of the highlights from the past year include:

**The launch of "Listening to Business" in 2016** - C.J. Rhyné (Business Retention/Expansion Specialist) has been leading the effort on this program with much success. By meeting with and listening to over 100 businesses in various industry clusters, we have been able to start to identify common issues and concerns and help work towards solutions. Because we are listening to businesses in various industries, we have connected different local business with each other in a way that has both saved jobs and increased local jobs.

**Our first ever Total Resource Campaign (TRC)** - Sometimes when you do something for the first time you are not quite sure what you are getting into and Trisha Martinez (Membership & Marketing Director) lead the way to success on this effort. Our TRC was more than another fundraising campaign, it was a way for our members to better plan and leverage their sponsorship dollars and have a more direct impact on the focus of the Chamber. The goal was \$175K of new sponsorship and membership and

through the hard work of a team of volunteers and the staff we made it!

**Legal challenge to the GVDD fee/tax** - After the Chamber staff and board spent a considerable amount of time trying to reach a compromise with the Grand Valley Drainage District (GVDD) on the fees/tax they were going to impose and have since billed, your Chamber along with Mesa County and several businesses filed a lawsuit. The lawsuit against the GVDD is to seek an injunction to prevent them from unilaterally collecting the new drainage fee. Although this litigation will carry on into next year, we continue to hear from both Chamber-members and non-members their appreciation for our efforts in standing up for business.

**The successful continuation of Young Entrepreneurs Academy (YEA!)** - This was one of my favorite programs to be involved with over the past year. Terri Smatla (Workforce Development Coordinator) did a tremendous job engaging and working with 15 young adults to help them complete the program. This is a program that has a lasting impact on these boys and girls and helps set them up for long-term future success. I would be remiss if I did not mention the success Brayden Kelly had with his Practical Tackle at the semifinal competition in NY.

**Business Network and Special events continues to be our most popular Chamber benefit.** - Candace Carnahan (Events & Program Manager) puts together great events that our members always enjoy. The Star Wars banquet last year was one of our best-attended banquets ever and somehow she continues to get the weather to (mostly) cooperate for the golf tournaments. The Business After Hours and Business Showcase remain an extremely popular way for members to network.

**Signing of the Memorandum of Understanding** - Based on the recommendations of the North Star Study, the Chamber along with The Business Incubator and Grand Junction Economic Partnership have grown

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## Stimulating Job Creation

(Continued from Page 1)

a summer camp. The Chamber took point in identifying and encouraging businesses to participate in multiyear apprenticeships as a pilot community for a statewide effort to adopt the Swiss model of apprenticeships in high schools.

- Standing Up for Businesses took many forms throughout the year with the most visible being the filing of a lawsuit in collaboration with Mesa County to stop the Grand Valley Drainage District from imposing new fees that cost businesses thousands of dollars annually. Other actions included weighing in on 38 business related bills proposed in the Colorado Legislature and several proposed federal actions/rules including Overtime for Salaried Employees, Regulatory Reform, Jordan Cove LNG Facility and Cancellation of Energy Leases on Federal Lands. The Chamber was also a strong and active advocate against statewide ballot measures that adversely affected business including Amendment 69 to create a universal health care system and increasing the minimum wage. Efforts to expand direct commercial air service options and encourage broadband deployment throughout the community were also executed.
- Networking and educational programming are member expectations and the Chamber continued to offer monthly Networking at Noon lunches, Business After Hours events, and weekly Leads meetings. Educational offerings included several workshops for employers on legal matters, energy briefings and monthly one-on-one sessions with Mesa County Library staff to utilize RefUSA to develop targeted potential customer databases. Special networking events such as Quarterly Membership Meetings, Business Showcase, Golf Tournament and Annual Banquet along with ribbon cuttings and various committee meetings resulted on over 300 distinct opportunities to network throughout the year.

More information about the Chamber's accomplishments and 2017 business plan will be available in next month's newsletter and in the special supplement to the Daily Sentinel due out in late January.

## Chairman's Column

(Continued from Page 2)

more coordinated and stronger in addressing the needs and opportunities of growing our economy. A great example of this coordination is the signed Memorandum of Understanding (MOU) between the three organizations.

**Leveraging technology in the Chamber** - Shari Brokenicky (Information & Technology Manager) this past year has taken on the challenge of doing major IT infrastructure updates within the Chamber. Besides the normal everyday struggle of keeping everyone up and running, she was able to move the Chamber to gigabit Internet and backbone and now make us ready for not only the Chamber legislative video conferencing, but make video conferencing available for our members.

I have greatly enjoyed working with this board and I am very proud of the diversity of opinions that are regularly voiced at our meetings. We do not always agree on how to tackle an issue but by working together and asking ourselves what is best for our members, we have been able to accomplish quite a bit.

In my first Chairman's column I wrote the following:

The Chamber is more than just a building and it is much more than the staff and Board. Our Chamber is YOU, a medley of individuals and businesses that have a common goal of making Grand Junction a better and more prosperous place to work, live, and raise a family. It is only through YOU and the FORCE you bring to the Chamber that we are able to accomplish these goals. I urge you to get involved, partake in the many benefits and opportunities your Chamber provides.

Now that my time as Chairman is coming to a close, I can tell you that I feel these words are more true than when I started. It has been both an honor and a privilege to serve you and I thank you for the opportunity. I am excited to hand over the helm to your 2017 Chairman Jeffrey Hurd as I know he will be a great Chairman. I look forward to seeing everyone at this year's banquet.

**Matthew Breman, Chairman**

## Chamber Prepares for Legislative Session

The Colorado General Assembly convenes on January 13th and the Chamber is gearing up to be the voice of business at the State Capitol in 2017.

Our videoconference series which offers real time opportunities to discuss issues with our state delegation begins January 17th and will be held at the Chamber offices in the lower level conference room. New technology allows us to use this venue. The calendar and sponsors for these sessions are:

- **Tuesday, January 17**      **EIS Solutions**
- **Tuesday, January 31**      **Mesa County Republican Party**
- **Tuesday, February 14**      **Rocky Mountain Health Plans**
- **Tuesday, March 7**      **Grand Valley Power**
- **Tuesday, March 21**      **City of Grand Junction**
- **Tuesday, April 4**      **Olsson and Associates**
- **Tuesday, April 18**      **Xcel Energy**
- **Tuesday, May 2**      **CenturyLink**
- **Tuesday, May 23**      **Legislative Wrap Up Breakfast (sponsorship still available)**

Another major activity of the session will be our **annual trip to the Capitol slated for February 23-24, 2017**. The agenda is still being developed, but lunch with Western Slope lawmakers and dinner at the Broker with all of the members of the General Assembly invited are back. Registration is now open for the trip and can be made by calling Candace at 970-263-2919 or emailing [candace@gjchamber.org](mailto:candace@gjchamber.org).

## 2017 Leadership Elected

At the November Board of Director's meeting, the following leadership was elected for 2017:



Jeffrey Hurd



Clay Tufly



Matthew Breman



Donna Hardy



Susan Alvillar



Darin Mack

2017 Chairman of the Board:	Jeffrey S. Hurd, Beckner & Hurd, LLC
2018 Chair Elect:	Clay Tufly, Alpine Bank
Immediate Past Chairman:	Matthew Breman, Cranium 360
Secretary/Treasurer:	Donna Hardy, Dalby, Wendland & Co., P. C.
Vice Chair:	Susan Alvillar, Terra Energy Partners
Vice Chair:	Darin Mack, The Trophy Case

Their terms of office begin January 1, 2017 and extend to December 31, 2017.

# Mark Your Calendar ~ Details & Registration online at [gjchamber.org](http://gjchamber.org)

**DEC 5 | 12:00 Noon**  
**YPN Conversation with Powderhorn Mountain Resort**  
 Register online at [ypnmesacounty.org](http://ypnmesacounty.org)

**DEC 8 | 5:00 PM**  
**YPN Holiday Party The Warehouse**  
 Advance Registration at [ypnmesacounty.org](http://ypnmesacounty.org)

**DEC 9 | 7:30 AM**  
**Chamber Leads Group Holiday Party GJACC Conference Room**

**DEC 12 | 12:00 Noon**  
**Quarterly Membership Lunch "2017 By The Numbers"**  
**Mesa County Workforce Business Center**  
 Advance Registration Required: \$18 for GJACC members.

**DEC 14 | 12:00 Noon**  
**Networking@Noon Grand Vista Hotel**  
 Advance Registration Required: \$18 for GJACC members.

**JAN 4 | 7:00 AM**  
**YPN Before Hours Enstrom's**  
 Register online at [ypnmesacounty.org](http://ypnmesacounty.org)

**JAN 18 | 12:00 Noon**  
**Networking@Noon Courtyard by Marriott**  
 Advance Registration Required: \$18 for GJACC members.

**JAN 18 | 2 - 4 PM**  
**Mesa County Libraries Business Connect GJACC Conference Room**  
 Advance Registration Requested. No cost for GJACC members.

**JAN 27 | 6:00 PM**  
**Chamber Annual Banquet Two Rivers Convention Center**  
 Advance Registration Required:  
 \$79 / Individual (through 1/15/17)  
 \$89 / Individual (after 1/15/17)  
 \$890 / Corp. Table of 10

**JAN 31 | 5:30 PM**  
**Business After Hours Western Colorado Community College**  
 Advance Registration: \$10 for GJACC members.

**FEB 1 | 7:00 AM**  
**YPN Before Hours Artful Cup**  
 Register online at [ypnmesacounty.org](http://ypnmesacounty.org)

**FEB 8 | 7:30 AM**  
**Sunrise Seminar GJACC Conference Room**  
 Advance Registration Requested. No cost for GJACC members.

**FEB 15 | 12:00 Noon**  
**Networking@Noon Dos Hombres - Clifton**  
 Advance Registration Required: \$18 for GJACC members.

**FEB 15 | 2 - 4 PM**  
**Mesa County Libraries Business Connect GJACC Conference Room**  
 Advance Registration Requested. No cost for GJACC members.

**FEB 22 | 7:30 AM**  
**Directory Delivery Kickoff Breakfast Holiday Inn & Suites - GJ Airport**  
 Advance Registration Requested. No cost for directory delivery volunteers.

**FEB 23-24**  
**Annual Legislative Days at the Capitol**  
 Advance Registration Required:  
 \$375 Full Registration Single Occupancy  
 \$350 Full Registration Double Occupancy

**FEB 28 | 5:30 PM**  
**Business After Hours StarTek USA**  
 Advance Registration: \$10 for GJACC members.

**MAR 1 | 7:00 AM**  
**YPN Before Hours Trailhead Coffee**  
 Register online at [ypnmesacounty.org](http://ypnmesacounty.org)

## GJACC Events Registration Form: December 2016, January & February 2017

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Leads Holiday Party - 12/9/16   | <input type="checkbox"/> Business After Hours - 1/31/17       | <input type="checkbox"/> Business After Hours - 2/28/17 |
| <input type="checkbox"/> Quarterly Membership - 12/12/16 | <input type="checkbox"/> Sunrise Seminar - 2/8/17             |   |
| <input type="checkbox"/> Networking@Noon - 12/14/16      | <input type="checkbox"/> Networking@Noon - 2/15/17            |   |
| <input type="checkbox"/> Networking@Noon - 1/18/17       | <input type="checkbox"/> Business Connect - 2/15/17           |   |
| <input type="checkbox"/> Business Connect - 1/18/17      | <input type="checkbox"/> Directory Delivery Kickoff - 2/22/17 |   |
| <input type="checkbox"/> Annual Banquet - 1/27/17        | <input type="checkbox"/> Legislative Days - 2/23 - 2/24/17    |   |

Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Attending (Names): \_\_\_\_\_

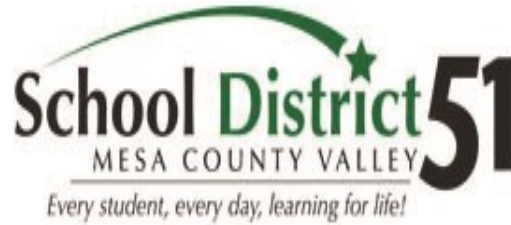
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Payment Method:  Bill my Chamber Account  Check Enclosed

Charge my MC/VISA/Discover/AMEX # \_\_\_\_\_ Exp Date \_\_\_\_\_

Security Code \_\_\_\_\_ Authorized Signature: \_\_\_\_\_

**\*All events require pre-registration and pre-payment. Registration fees are non-refundable four business days prior to the event. If special assistance is needed, you must notify the Chamber four days prior to the event. Photos will be taken at Chamber events and used for marketing purposes.\***



## HIRE ME FIRST PROGRAM



### *Preparing the Workforce of the Future*

- ✓ Designed to take students on a journey of career exploration, workplace skill development, and job place immersion that will put them “*first*” when it comes to applying for work with an employer. Students will develop workplace skills valuable to any profession.
- ✓ It is one thing to get a job. It is another thing to keep that job and excel in the work environment. Learn what it takes to be successful at work.
- ✓ Students today will need special, important skills to be successful in the 21<sup>st</sup> Century. Are you prepared to cultivate these skills and step into your own unique role of leadership?

- **WHEN:** January 4, 2017 – May 24, 2017  
(Deadline to apply is January 3, 2017)
- **WHERE:** Western Colorado Community College  
2508 Blichmann Ave., Grand Junction
- **DAYS/TIMES:** Monday – Friday, 3<sup>rd</sup> Mod (12:25-2:15 pm)
- **CREDIT:** .75 Elective Credit upon completion of program\*
- **CONTACT:** High School Counselor or  
Terri Smatla, Workforce Coordinator  
Grand Junction Area Chamber of Commerce  
[terri@gjchamber.org](mailto:terri@gjchamber.org) or 970.263.2916

\*Elective credit may vary depending on level of student’s award on ACT NCRC WorkKeys Assessments

## Serving Up the Economy for Lunch December 12th

We all hoped for a sustainable and steady recovery in 2016 and while it didn't happen we are beginning to see signs of growth as we approach the end of the year. Will 2017 be the year we all breathe a little easier in the Grand Valley knowing our economy is growing stronger day by day?

Find answers to these questions and others at the Chamber's last Quarterly Membership meeting of 2016 on December 12th. Back by demand for the seventh year in a row is Dr. Richard L. Wobbekind, Director of the Business Research Division and Associate Dean for MBA and Enterprise Programs at the University of Colorado at Boulder. He will provide insights and thoughts about what might lay ahead for businesses in Colorado and on the Western Slope. His presentations are always valuable and insightful and we thank Speaker Sponsor, Bray Real Estate for helping to cover the costs associated with having this renowned economist address the Chamber membership. We also thank ANB Bank for being our Quarterly Luncheon sponsor throughout 2016 and Heritage Title Company for being our Featured Sponsor.

Join us **December 12th, 12:00 PM at the Mesa County Workforce Center, 512 29 1/2 Road.** Luncheon cost is \$18 for members and reservations can be made online or by calling 970-242-3214.

We will also be recognizing expanding companies at this event so please give us a call or email us with information on the nature of your expansion and who will be our guest at the luncheon.



## Annual Banquet Will Be A "Real Trip"

The Chamber's Annual Banquet draws closer and we hope many of you are already planning to join us on **January 27, 2017**. Invitations are in the mail. But we hope you don't wait a whole month to jump onboard as we can use your help now! Here is how you can help us plan the biggest, best event ever in the next 30 days!

- Nominate a deserving business or individual for our Business and Citizen of the Year awards. Forms are available in the newsletter and online with a deadline of January 4th.
- Donate an item to the Chamber's Silent Auction as the proceeds help fund our Young Entrepreneurs Academy and Leadership program. It is great publicity for you and it helps two outstanding programs that help create small business owners and business leaders willing to step forward.

Our wish list for the auction includes:

Tickets to professional sporting events  
Hotels, overnight stays, or weekend getaways

Time Shares at fun locations

Cool Tech Items like a new Fitbit or Apple watch

Restaurant gift cards

Underwriting Support for the Live Auction

- Participate by volunteering to serve on the Auction Committee, deal in the casino or set up and Decorating Committee.

To volunteer, donate and/or sponsor contact Candace ([candace@gjchamber.org](mailto:candace@gjchamber.org)).

**Grand Junction Area CHAMBER OF COMMERCE**  
**BUSINESS UPDATE MAGAZINE 2017**  
*The Perfect Place to Make Your Business Stand Out*

**To advertise in this year's magazine, please contact your Daily Sentinel advertising representative or call 256-4289 to reserve your space.**

**Ad Deadline:**  
Monday, January 9, 2017

**Publishes:**  
Sunday, January 29, 2017 in The Daily Sentinel  
Wednesday, February 1, 2017 in Sentinel Weekly

**THE DAILY SENTINEL**  
724 South 7th Street, Grand Junction, CO 81501  
Advertising 256-4289



# Citizen of the Year Nomination

## NOMINATION INFORMATION

Please fill out this page and return your nomination to the Chamber at 970.242.3694 (FAX) or e-mail [diane@gjchamber.org](mailto:diane@gjchamber.org) by **January 4, 2017**.

Nominee Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_

Describe how this individual gives unselfishly of his/her time to a wide variety of community projects:

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How does this person actively promote Grand Junction?

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Describe how this individual has been particularly involved in contributing to the community over the course of the year:

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Grand Junction Area  
**CHAMBER**  
OF COMMERCE

Nomination  
Submitted by: \_\_\_\_\_

Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

# NOMINATION FORM

# BUSINESS OF THE YEAR AWARD

AWARDED BY THE GRAND JUNCTION AREA CHAMBER OF COMMERCE

## NOMINATION INFORMATION

Please fill out this page and return your nomination to the Chamber at 970.242.3694 (FAX) or e-mail [diane@gjchamber.org](mailto:diane@gjchamber.org) by **January 4, 2017**.

(The award will be presented in two different categories; a business with less than 25 employees and a business with 25 or more employees. )

Nominee Company Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Chief Executive's Name & Title: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_

Describe how this business has served the community in the past 1-3 years through assisting with community projects, workings with non-profit entities, etc.:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Describe how business owners/managers/employees have provided volunteer service over the past 1-3 years by serving on boards and working with segments of the population that are in need:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Business Category: \_\_\_\_\_ Less than 25 employees \_\_\_\_\_ Over 25 employees:



Grand Junction Area  
**CHAMBER**  
OF COMMERCE

Nomination Submitted by: \_\_\_\_\_

\_\_\_\_\_ Phone: \_\_\_\_\_

# Recent Ribbon Cuttings



**Advance Auto Parts**  
 2469 Highway 6 & 50, Grand Junction, CO 81507  
 (970) 208-8075 - New Business  
*Automotive: Parts*



**Balloons Plus by Katz**  
 2695 Patterson Road #14, Grand Jct, CO 81506  
 (970) 628-1025 - New Business  
*Balloons & Party Supplies*



**Children's Nature Center**  
 2424 Hwy 6 & 50 (Mesa Mall), Grand Jct, CO 81505  
 (970) 241-1000 - New Location  
*Aquarium · Science Museum · Zoo*



**Junction West RV Park - Tiny Houses**  
 793 22 Rd, Grand Junction, CO 815  
 (970) 245-8531- *Business Expansion*



**People Care Health Services**  
 1565 Hwy 50, Grand Junction, CO 81416  
 (970) 874-0136 - New Business  
*Health Services*



Grand Junction Area  
**CHAMBER**  
 OF COMMERCE

**2017**  
**Ribbon Cuttings**

*Reserve Your Date Now!*

**Grand Opening \* Groundbreaking**  
**New Location \* New Owner**

**Call 242-3214**

## More Recent Ribbon Cuttings



### Restoration 1 of Western Colorado

810 North Crest Ste 4, Grand Junction, CO 81506  
(970) 261-5071 - New Business  
*Fire & Water Restoration Services*



### Rogers Realty

575 25 Rd, Grand Junction, CO 81505  
(970) 773-0586 - New Business  
*Real Estate: Commercial/Residential/Agricultural*



### The Wild Hair Salon

1600 Hwy 50, Grand Junction, CO 81503  
(970) 628-1268 - New Business  
*Beauty: Salons/Barber Shops/Supplies*

## Nominees Sought for Business/Citizen of the Year

In keeping with our yet to be revealed (but soon) theme for the January 27th Chamber Annual Banquet, we are seeking nominations of businesses and citizens that "go above and beyond" to help to make our community special. A panel of past recipients including those from last year, Community Hospital, Bud's Signs and Greg Kampf will be meeting shortly after the deadline of January 6th to select two deserving businesses and one deserving individual that will be recognized at the Annual Banquet.

Keep your eyes on the mail in early December as invitations will be cruising your way. Seating is assigned on a first come, first serve basis.

## KickStart Internships Are Back!

Last year the Chamber partnered with Hilltop Community Resources and the Mesa County Workforce Center to offer KickStart, a program designed to match out-of-school, young adults, ages 18-24, with available paid jobs and internships here in Mesa County at **no cost to the employer**. All labor costs and workers' compensation are also paid for the pre-determined duration of the position. This is an opportunity for your business to train & develop a successful employee!

Each candidate participates in job readiness workshops covering topics such as communication in the workplace, customer service, conflict resolution, and workplace etiquette. The Hilltop and Workforce Center staff works closely with businesses that participate to ensure that these candidates are suitable for the available position.

The role of the business includes:

- **Providing a job description to the KickStart Business Specialist for an available internship position(s)**
- **Participating in the screening and selection process of the referred client**
- **Designating a supervisor/mentor for the intern and complying with applicable employment statutes.**

To get started, call KickStart at 970-244-0609 or visit the Workforce Center, 512 29 1/2 Road, Grand Junction.

# W E L C O M E

## New Members!

### Berkleys Upper Cuts

2695 Patterson Unit 4  
Grand Junction, CO 81506  
Michelle Berkley - (970) 361-5288  
*Beauty: Salons/Barber Shops/  
Supplies*

### Clear Through Solutions

961 March St  
Lake Zurich, IL 60047  
Jim Pinckney - (630) 639-6844  
*Bank Equipment and Supplies*

### Gerber Collision & Glass

569 25 1/2 Rd  
Grand Junction, CO 81505  
Larry Maska - (970) 243-2244  
[www.gerbercollision.com](http://www.gerbercollision.com)  
*Automobile Repairs & Service*

### Restoration 1 of Western Colorado

810 North Crest Ste 4  
Grand Junction, CO 81506  
Tadd Warner - (970) 261-5071  
[www.restoration1.com](http://www.restoration1.com)  
*Fire & Water Restoration Services*

### Rogers Realty

575 25 Rd  
Grand Junction, CO 81505  
Amy Rogers - (970) 773-0586  
[www.rogersranch.com](http://www.rogersranch.com)  
*Real Estate: Commercial/Residential/  
Agricultural*

### Thrivent Financial Marty Dana

2470 Patterson Rd Ste 6 Ofc 19  
Grand Junction, CO 81505  
Marty Dana - (970) 260-8379  
<https://connect.thrivent.com/marty-dana/>  
*Financial Advisors or Services*

### The Wild Hair Salon

1600 Hwy 50  
Grand Junction, CO 81503  
Jodi Kamplain - (970) 628-1268  
*Beauty: Salons/Barber Shops/  
Supplies*



PRESENTED BY



## QUARTERLY MEMBERSHIP LUNCHEON

## ECONOMIC Outlook 2017



JOIN US as Dr. Richard L. Wobbekind, Director of the Business Research Division and Associate Dean for MBA and Enterprise Programs at the University of Boulder provides an economic outlook for the nation, the state and Mesa County.

Monday, December 12, 2016

12 noon

Mesa County Workforce Center

\$18 for GJACC Members in Advance

\$23 for Non-Members/ GJACC Members at the Door

Call 970-242-3214 or email [candace@gjchamber.org](mailto:candace@gjchamber.org) to reserve your seat!

Guest Speaker sponsored by



This event is sponsored in part by



## Chamber's First Total Resource Campaign Surpasses Goal of \$175,000

The Chamber announced on November 18th that the first Total Resource Campaign (TRC) undertaken by the organization surpassed the goal of \$175,000 of commitments to help build a stronger Chamber of Commerce and fund programs to promote economic growth and stand up for business in 2017.

"The TRC fundraising campaign is different from our normal campaigns because it is our members and volunteers that are proactively reaching out to business on behalf of the Chamber and not the Chamber itself. The response from the various businesses contacted during the campaign was overwhelming and humbling," noted Diane Schwenke, President and CEO of the Chamber. "It demonstrates the support that the Chamber has from our businesses community both inside and outside of the Valley to our mission of helping strengthen our economy and create a favorable business climate."

The Campaign Co-Chairs were Clay Tufly, Alpine Bank and Pat Tucker, Conquest Developments. Joining them in leading the campaign were Campaign Vice-Chairs: Kathy Hall, Hall and Associates and Lisa Boyd, No Coast Sushi. Campaign teams include: Alpine Bank, FCI Constructors, Bank of Colorado, Shaw Construction, Community Hospital, CPC Solutions, St. Mary's Hospital, Office Depot, Home Loan Insurance, Express Employment Professionals, OBJ Group, Chamber Diplomats and two small business teams.

Schwenke also noted that the campaign total may rise as there are several teams still contacting businesses for their support and several businesses considering additional sponsorships and support of the three major initiatives: Economic Development, Workforce Development and Standing Up for Business.

If you are a business that was not contacted during the campaign that is interested in membership and/or supporting the major initiatives and program/events of the Chamber, please give Trisha a call at 970-263-2912 or email her at

[Trisha@gjchamber.org](mailto:Trisha@gjchamber.org).



## Federal Overtime Rules Blocked

Last week, a Texas federal District Court placed a temporary nationwide injunction blocking implementation of the Department of Labor's (DOL) new overtime rule scheduled to go into effect on December 1.

Responding to lawsuits filed by 21 states and a coalition of business groups, the court found that Congress intended for exempt status to be based on an employee's actual duties rather than the employee's salary, and therefore, DOL exceeded its authority by issuing a rule based on a "de facto salary-only test." The prior overtime rules remain in effect including the duties test for exempt employees, the existing minimum salary for exempt positions (\$455/week or \$23,600/year), and no automatic increase in the salary threshold.

Chamber members, for now, are not required to comply to implement changes by December 1 based on the new overtime regulations. However, effective January 1, 2017, employers are required to pay \$9.30 an hour or more to comply with Amendment 70.



JOIN US FOR THE NEXT NETWORKING@NOON

**December 14, 2016**

Hosted by

**Grand Vista Hotel**  
2790 Crossroads Blvd.



**\$18 for GJACC Members**

Advanced Reservations Required (Space is Limited)

**Contact Trisha today for more information  
or to reserve your seat!**

[Trisha@gjchamber.org](mailto:Trisha@gjchamber.org) or 970-263-2912



GRAND JUNCTION CHAMBER OF COMMERCE

# LEGISLATIVE DAYS



ANNUAL STATE CAPITOL TRIP

DENVER, CO | FEBRUARY 23-24, 2017

JOIN US AS WE MEET WITH THE COLORADO GENERAL ASSEMBLY FOR TWO INFORMATIVE AND FUN DAYS AT THE STATE CAPITOL

**PLUS**

A CAN'T MISS DINNER AT

## THE BROKER RESTAURANT

PROVIDING YOU WITH AN INTIMATE OPPORTUNITY TO MAKE YOUR VOICE HEARD!

**COLORADO'S LEGISLATORS ARE EXPECTING YOU!**

**\$375** PER PERSON,  
INCLUDES TRANSPORTATION, MEALS, & LODGING

# REGISTER TODAY!

CANDACE@GJCHAMBER.ORG | 970-263-2919 | WWW.GJCHAMBER.ORG



## Network All Year Long!

A major benefit of Chamber membership is the opportunity to network and promote your business. The Chamber has several events per month that maximize your networking opportunities with a variety of different people, including our always well-attended Business After Hours. Business After Hours is held the last Tuesday of each month, from 5:30 to 7:00 p.m. The event is held ten times each year and is the Chamber's premiere networking activity, allowing individuals to meet over 200 potential customers each month.

One of the most convenient ways to ensure that you don't miss any of these important marketing opportunities is to purchase an **Annual Business After Hours Pass**, now on sale at the Chamber. Each pass is transferable within a business, so if you are unable to attend, simply call the Chamber for an alternate name badge. The cost of an **Annual Business After Hours Pass is \$80**. This rate gives pass holders a 15% discount from the prepayment price for each individual event, and it saves the hassle of having to make reservations each month.

## Hire Me First

The Chamber of Commerce, in partnership with School District 51, and the Mesa County Workforce Center, will be offering **Hire Me First** class at Western Colorado Community College, starting on January 4, 2017. The class is designed to take high school students on a journey of career exploration, workplace skill development, and job place immersion that will put them "**first**" when it comes to applying for work with an employer. Students will develop workplace skills valuable to any profession. The class is offered during 3rd Mod. (12:25 - 2:15 pm) and students can be transported to and from their high schools. Register with a high school counselor or contact Terri Smatla at 970-263-2916 or [terri@gjchamber.org](mailto:terri@gjchamber.org).

We are happy to announce that our Title Sponsor, Grand Junction Subaru – Ron Bubar, will be sponsoring the **Hire Me First** Program in 2017!



Grand Junction Area Chamber of Commerce

# ANNUAL Banquet

January 27, 2017

Two Rivers Convention Center

**\$79/ Individual Guest** Prior to January 15

**\$89/ Individual Guest** After to January 15

**\$890/ Corporate Table of 10**

(Includes priority table locations & advertising as Table Sponsor)



**For Reservations, Call 970-263-2919 or Email [candace@gjchamber.org](mailto:candace@gjchamber.org)**



# Grand Junction Chamber of Commerce

## ANNUAL

# Healthcare Summit

*Exploring the relationship of Healthcare and the Business Community*

## March 8, 2017

### The DoubleTree by Hilton

Join us as we discuss the current state of healthcare and the impact it has on our business community, options for employee coverage, and the state of health on the Western Slope.

*For more information or to register, contact:  
970-263-2919 or [candace@gjchamber.org](mailto:candace@gjchamber.org)*

- 8:00am - Registration Begins/ Exhibits Open
- 9:00am - Welcome
- 9:15am - Keynote
- 10:30am - Break/ Exhibits Open
- 10:45am - Concurrent Breakout Sessions
- 11:45am - Lunch with Panel Discussion
- 1:15pm - Wrap Up and Closing
- 2:00pm - Exhibits Close

## Registration Fees

\$55 Area Chamber  
Members &  
Club 20 Members

\$75 Future Member  
Admission

*Additional Sponsorships Available  
Vendor Space Available*

### Corporate Sponsors



### Featured Sponsors





# Business Barometer

## October 2016

A gauge of Grand Junction's economic indicators published by the Grand Junction Area Chamber of Commerce.

[info@gjchamber.org](mailto:info@gjchamber.org)

970-242-3214

Sales Tax Revenue Collections			
October	2016	2015	% Change
City of Grand Junction	\$3,701,848	\$3,757,638	-1.5%
Total YTD	\$35,188,875	\$35,537,242	-1.0%

MESA COUNTY Building Permits Issued				
October	2016	Total Value	2015	Total Value
New Single Family Residence	52	\$11,184,705	50	\$12,187,056
New Commercial	4	\$631,016	2	\$238,948
Other	330	\$8,157,304	148	\$4,305,842
Totals	386	\$19,973,025	200	\$16,731,838
YTD Totals	2738	\$209,905,481	1520	\$195,867,139

MLS Statistics - Quarterly		
3rd Quarter	2016	2015
Total Sold	1069	905
Dollar Volume	\$241,227,899	\$212,360,123
Total Sold YTD	2899	2,629
Dollar Volume YTD	\$662,640,452	\$566,785,343

Source: Grand Junction Area Realtor Association

Hotel/Motel Occupancy		
October	2016	2015
Occupancy Rate	65.7%	62%
Average Daily Room Rate	\$81.21	\$85.00

Mesa County Foreclosures		
Year	Number Filed	Number Gone to Sale
2013	781	564
2014	539	403
2015	479	304

Source: Mesa County Public Trustee

G J Regional Airport		
October	2016	2015
Enplaned Passengers	22,119	19,825
Deplaned Airfreight	496,089	557,594
Enplaned YTD Passengers	189,177	183,685
Deplaned YTD Airfreight	5,639,216	5,740,827

Labor Market Statistics		
October	2016	2015
Civilian Labor Force	73,416	72,741
Total Employment	70,085	69,333
Total Unemployment	3,331	3,408
Unemployment Rate	4.5%	4.7%

## 2016 Chairman Circle Members

Alpine Bank  
ANB Bank  
Bank of Colorado  
Community Hospital  
FCI Constructors, Inc.  
Grand Junction City Government  
Holiday Inn & Suites - Grand Junction Airport  
OBJ Group  
Rocky Mountain Health Plans  
St. Mary's Hospital & Regional Medical Center, Inc.  
US Bank  
Wells Fargo Bank

# gjchamber.org

YOUR LINK TO BUSINESS

VOLUME #33 • ISSUE #12

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

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



Grand Junction Area  
**CHAMBER**  
OF COMMERCE

## CHAMBER OF COMMERCE MISSION:

"The Grand Junction Area Chamber of Commerce will represent business and promote economic growth."

### OUR GUIDING PRINCIPLES:

- A Healthy Business Climate Creates a Sustainable Community
- Representing and Advocating for Business is a Member Expectation
- Professional Connections and Networking Opportunities Build Business
- Quality of Life is Integral to our Economic Vitality
- Being Proactive & Innovative Improves our Effectiveness

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