



Council Chronicle

News from the Colorado Business Council,
the State's Gay and Lesbian Chamber of Commerce

www.coloradobusinesscouncil.com

April, 2003

Volume 11, Issue 4

Upcoming Events

Professionals Networking Luncheon

Thursday, April 10th, 2003

Denver Mayoral Candidate Forum

11:30 a.m. - 1:00 p.m.

Sheraton Four Points Hotel

1475 S. Colorado Blvd.

\$17 members (of CBC or the Center),

\$22 guests. \$25 at the door, space available.

RSVP no later than Tues. 4/8 at the CBC website.

Business After Hours

Thursday, April 24th, 2003

6:00 p.m. - 8:00 p.m.

Sheraton Four Points Hotel

1475 S. Colorado Blvd.

\$5 members and guests; pay at the door.

Food and drink provided.

No RSVP needed; just show up.

Bring friends and business cards!

For complete event information, log on to

www.coloradobusinesscouncil.com.

Follow the "members" link to "events"

For events requiring a reservation, RSVP
at www.coloradobusinesscouncil.com,
or fax the CBC reservation form that
comes with your newsletter.



Visit the CBC website!

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Meet the Mayoral Candidates at April CBC Networking Luncheon!



Mark your calendars now for the Colorado Business Council's "Meet the Mayoral Candidates" forum scheduled for Thursday, April 10th at the Sheraton Four Points Hotel, 1475 S. Colorado Blvd. in Denver (just north of I-25), 11:30 am-1:30 pm.

The forum will include **Penfield Tate, Don Mares, Ari Zaravas, Susan Casey, John Hickenlooper** and **Elizabeth Schlosser**. The moderator will be CBC member **Nancy Dana**. Attendees will have the opportunity to submit questions, in writing, to the candidates.

The price for this luncheon event is \$17 for members and \$22 for guests **WHEN PURCHASED IN ADVANCE** at the chamber's website at www.coloradobusinesscouncil.com.

Tickets will be available at the door for \$25 on a space available basis only. We strongly recommend purchasing your tickets at the website in advance. Seating is limited.

The April CBC Networking Luncheon is co-sponsored by The Center. Members of The Center are invited to register on the CBC website at the CBC member rate.

Please pass along this message to anyone who might be interested in attending this informative event. **CBC**

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The Porter Report

a message from CBC President Vicki Porter



Last month when my column was due (Feb. 20th) I was taking a river trip on the Rio Negro; vacationing in Brazil. This month (Mar. 20th), I was digging myself out from under the biggest snow storm of the century in Denver. Last month the war in Iraq was threatened, this month it is all too real. What a difference a month makes!

I am troubled by war – not this one more than any. The idea of blowing up people does not sit well with me. For those of you with personal connections with this war, I hope that your loved ones come home safely. For all of us, I pray that the war ends quickly, and that in the end we deem that it was justified.

This month will see new changes for the CBC. We are interviewing for the Administrative Director position and hope to fill it in April.

Bylaws were sent to all CBC members along with a ballot to vote for or against adopting them. Each member gets one vote, and I hope you will vote *for* the new bylaws. I've called a special meeting for April 10th at 11:15 a.m. (just prior to the monthly luncheon) to call the vote on the bylaws issue. You can send in your ballot in advance of the meeting, either by mail or fax, or bring it that morning.

Don't miss the CBC luncheon on April 10th to meet the Mayoral Candidates. *Please* register in advance; we are expecting a larger than usual crowd. There is a significant surcharge for payment at the door, and seating will be limited for those who show up without a reservation.

It is not too late to sign up for a booth at the Business Expo. This is a great opportunity to market your services and products. Hundreds of attendees, and another hundred of exhibitors, will see your stuff. It is a lot of fun too, to be part of this CBC event. You can get a booth for as little as \$100, and for additional money you can take advantage of some great advertising options.

I really enjoyed all the snow that we got, though my back continues to whine about moving the tons of snow from my driveway. Wasn't it fun to have a few snow days? We had three unexpected days off, with a totally acceptable excuse. And I can't wait to see how green everything is when the snow finally melts. **CBC**

HAPPY SPRING!!

–*Vicki Porter*

Welcome New And Renewed CBC Business Members!
Be sure to welcome the following members at upcoming CBC events:

Paul Beer, DDS, PC

Cheryl Dieck, Century 21 Winter Park Real Estate

Christopher Leach, Contract Furnishings

Anita Martin, Anita Martin Graphic Design

Shirley Friend, Corrective Massage and Reflexology

Dental Office Takes Pride in Relaxed Atmosphere



Twenty-two years ago when **Paul Beer, DDS**, started his practice, he was a one-person office where he cleaned teeth, answered the phone, and performed complicated procedures. Since then, he has added an assistant and hygienist, but the overall atmosphere has remained casual, relaxed, and personal. Dr. Beer said, "Jokes are always welcome in our office. We love to laugh."

Paul decided to attend dental school when his best friend, a straight ex-college football player, enrolled in the University of Missouri-KC dental school. This opened his eyes to new possibilities for this life. Four years later Paul moved to Denver for an internship at the University of Colorado-Health Sciences Center.

The office has recently been moved to 50 S. Steele, Suite 395, directly across from the Cherry Creek Mall. Paul specializes in the practice of general and cosmetic dentistry. He encourages regular preventive care (cleanings, exams, and x-rays). He also performs restorative services such as fillings, crowns, and root canals, as well as surgical services (extractions).

Paul became interested in the CBC to make new friends and have camaraderie with other gay business people. He thinks it is important that we support each other in business and has found that our community provides many great resources.

Paul's office sees patients Monday, Tuesday, Thursday and Friday from 8:30 a.m. until 5 p.m. He can be reached at (303) 322-7270, or at runhike1@aol.com. **CBC**

Member Profile

Denver Gay Men's Chorus Welcomes Spring with Inspiring, Diverse Music and a World Premiere

The Denver Gay Men's Chorus (DGMC) welcomes the season with three performances featuring a selection of music that offers unexpected twists on classic spring themes. Based on the poetry of acclaimed poets and featuring one world premiere, the group will perform three concerts: Friday, April 18 at 8pm and Saturday, April 19 at 4 & 8pm at the Lakewood Cultural Center (470 South Allison Parkway). Tickets are \$20 each and may be purchased in person at the Lakewood Cultural Center, by phone at 303/987-7845, online at www.lakewood.org, through TicketsWest at 866/464-2626 or at regional King Soopers locations. **CBC**

CBC Business to Business Testimonials Wanted

CBC members are encouraged to submit testimonials concerning positive CBC member business to business experiences to CBC Newsletter Director Rebecca Leonard, 1560 Ames Street, Lakewood, CO 80214, (303) 374-3323, or email to rebop.larue@prodigy.net. **CBC**



Wallick & Volk Mortgage Bankers Scott Perrin and James Taylor excel in Refinance gymnastics

Wallick & Volk really came through for me. I chatted with James Taylor at the last CBC annual dinner, and he was the only mortgage broker I called who called me back! Scott Perrin and James were very professional and bent over backwards and forwards to make sure that I got the right financing for my situation and plans. They are a delight to work with, and I'd highly suggest them to everybody! **CBC**

--Paul Rosenthal, candidate for Denver City Council Dist. 4

Editorial Notes

The *Council Chronicle* is published monthly to bring CBC news to its membership and supporters. The CBC does not specifically endorse any company, politician, product or services for members or advertisers. Publication of name, photograph, or likeness of any person, organization or business in this publication is not to be construed as any indication of the sexual orientation of that person, organization, owners or staff of any business. The CBC reserves the right to control all contents of this publication. Deadline for submissions is the 15th of the previous month.

Membership in the CBC is open to any individual, non-profit organization, business, or large corporation wishing to support the gay and lesbian business community. For membership information, please call (303) 595-8042. To submit editorial content or place an ad, contact Rebecca Leonard, Newsletter Editor, at (303) 374-3323. If you wish to be removed from our mailing list, please call T. J. Sullivan, CAMPUSPEAK, Inc., at (303) 745-5545.

Visit the
CBC website!

www.coloradobusinesscouncil.com

The Road Ahead for Small Business

By David Wharton

Prior to the war in Iraq, many small business owners were looking to 2003 as the "end" of the recession and a return to better times. The recession, exasperated by the crisis of confidence in America's publicly traded companies and compounded by the telecom bust, looked as though it might actually be over. On top of that was the optimism that comes from knowledge of the historical precedence that the American economy rebounds within 24 to 36 months after the start of a recession. Since the 36-month mark has come and gone, everybody is wondering: when will it get better?

While nobody can read the tea leaves (and they've proved that countless times), there are a few bits of good news out there for small business owners:



- First, it's good to remember that when the economy does rebound, small businesses are better positioned to take advantage of a rising economy. This is true for a couple reasons. Smaller companies are able to control costs better than larger ones. If you need to delay an expense in your small business, you do. In addition, a small company can embrace new ideas and new opportunities much faster than larger, more bureaucratic organizations. In my small business, there aren't any committees to review the decision with and I don't have multiple levels of management to ask for permission from. It's one of the reasons I like owning a small business and if you have one, I bet it factored into your decision to strike out on your own, too.
- TEC International, a San Diego-based association of 8,000 CEOs, surveyed 1,142 CEOs of small to mid-sized business in the fourth quarter of 2002 and found a majority of those surveyed (nearly 75%) were expecting growth rates to be better in 2003 than last year, although growth overall would be lower than normal. I don't think any of us will argue with growth that is below "normal"... any growth will be welcomed.
- TEC also found that nearly 48 percent of the responding CEOs expect to increase capital spending in 2003. Since many of us are in the services sector, we'll feel that increase sort of indirectly, but it still is good news. For the past three years, overcapacity has caused capital spending to shrink. Once capital spending starts increasing, we'll see employment go up and consumer spending generally rises with employment.

The Boy Scouts' motto is "Be Prepared". As an old boy scout (well, not that old), I'm going to try and help you prepare for the year ahead. Over the next couple of months, I'm going to focus on topics that can help you generate new sales and position your business for the recovery ahead. As a small business owner, you're in the best place possible to take advantage of the opportunities that will present themselves this year. Stay tuned and get ready for better times ahead! **CBC**

David Wharton is the Managing Director of Inceptive Partners LLC, a Denver-based consulting firm providing technical and management solutions for business. Reach David at dwharton@inceptive.com. © Inceptive Partners LLC, 2003

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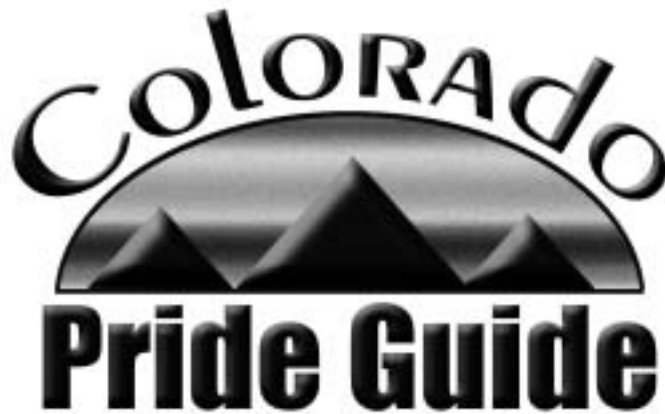
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Why Pay Rent?

Alternative office options for today's small businesses – by Bridget McCrea

At last count, roughly 20 million home-based businesses were operating in the U.S., according to research firm International Data Corp. And while it's true that many

Home Base and Self Employment – The Intelligent Office

As you may already know, Boulder-based “The Intelligent Office” is a growing national network of franchises that provide high-end office space and business services to home-based professionals who only need office space on an occasional basis. This is a growing market segment. In fact, a recent Wall Street Journal article reported “the number of people working at home has jumped almost 23% since 1990.”

of today's successful small to midsize companies got their start in an owner's garage or basement, it doesn't necessarily mean they have to stay there. While inexpensive and convenient, a home address doesn't always convey the same professional, business-like appearance that a separate office can.

Problem is, the step from the bedroom to the boardroom is a big one that requires significant upfront costs and usually a long-term lease commitment. Some business owners are finding a “middle ground” in alternative office options, which offer a haven both to


those companies that have outgrown their homes and the home-based businesses that have an occasional need for a conference room or office space to present a more professional image to their clients.

“Small business owners come to us because they need to be less ‘mom and pop’ and more professional and credible,” says Ralph Gregory, founder of “The Intelligent Office” in Boulder, Co., a national franchise that provides a prestigious business address for mail services, drop-off/pick-up courtesies and meeting space. Phone calls are answered live and seamlessly announced and connected to clients, regardless of their current location.


“The Intelligent Office” isn't alone in its quest to help small businesses create a professional image without spending a fortune. With 420 locations in 180 cities worldwide, U.K.-based Regus provides its clients with training rooms, meeting space, video conferencing, lounges and receptionist services. Fees depend on the level of service desired and geographic location, says David Ford, CEO for the firm's UK operations, who estimates that a small business will save one-third to two-thirds of its costs by forgoing commercial space and instead using Regus' services.

Continued on page 8

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March Professional Networking Luncheon

Biff Baker introduces The Malcolm Baldrige National Quality Award



Guest speaker Biff Baker

Guest speaker **Biff Baker** entertained as he spoke about the Malcolm Baldrige National Award during the March CBC Networking Luncheon, held at the Sheraton Four Points Hotel. The award is presented to U.S. organizations in recognition of their achievements in quality and overall performance. There are small, medium and large award categories.

Mr. Baker has an impressive background. Consider these extractions from his resume—currently serves as Joint Specialty Officer with Top Secret Clearance, has twenty-two years of experience in operations, intelligence, and leadership positions, and in 1996-1998 served as a diplomat with the American Embassy in Kuwait.

Being a man of passionate pursuits, Biff earnestly announced his commitment to assist CBC business members in applying for the award, especially considering no woman

owned, minority, owned, or gay owned business has ever won it. He further offered free consultation to anyone in the “community”. His “usual consultation fee is \$1,000 per day.”



Lewis Ortiz and Holly Baroway

An assessment tool from the Baldrige National Quality Program was distributed. This easy-to-use questionnaire helps assess how an organization is performing and learn what can be improved. An electronic version of the questionnaire can be downloaded at www.quality.nist.gov.



David Wharton, Kathe Perez and CBC guest Shannon

Contact Biff Baker at (719) 532-1767, or biff.baker@juno.com. **CBC**

For Heaven’s Sake Announces Grand Reopening

Doors Reopen in a Larger Brand New Location in North Denver

Denver’s Best Metaphysical Event Center, For Heaven’s Sake, announces its Grand Reopening on Friday, April 25, 2003. Help celebrate their new home at 4383 Tennyson Street in Denver’s historic Berkeley neighborhood. This grand event is open to the public and runs from 10AM-8PM. The celebration will feature free gifts, refreshments, entertainment, an art show showcasing local artists, psychic readings and a grand prize drawing. **CBC**

Remember To Mark Your Calendars!

CBC EXPO

Thursday, May 22 3-7pm

Adam’s Mark Hotel Plaza Ballroom

(see page 1 for more details!)

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OUT FRONT Colorado

Why Pay Rent from page 6

Getting Professional

Before Alan Kaplan started his new music production firm last year, he asked himself a few important questions: Can I afford to hire an assistant? Should I work from home or lease office space?

For about \$250 a month, Kaplan has access to a prestigious business address, meeting and conference facilities whenever he needs them, and a full-time, trained receptionist who answers the phone with a "Music Universe" greeting, then routes his phone calls to him wherever he is.

At Dallas-based HQ Global Workplaces, small businesses can select from two alternative office options. The first supports home-based businesses by handling their mail, answering their phones and providing meeting and office space on an as-needed basis and for a monthly

membership fee. The other is designed for larger companies that require a fully staffed office environment, complete with office technology, furniture and video conferencing capabilities.

With 275 locations in the U.S., HQ's fees start at \$75 a month and increase based on the business' individual needs. Joe Wallace, executive vice president, estimates that the average small business saves about 60 percent over what it would pay for traditional office space and full-time employees.

For more information about the alternative office options mentioned in this article, check out these Web sites, most of which feature virtual office tours, a full menu of services and a tool for finding a location nearby.

The Intelligent Office – www.theintelligentoffice.com
Regus – www.regus.com
HQ – www.hq.com **CBC**

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