



Council Chronicle

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

www.coloradobusinesscouncil.com

December, 2003

Volume 11, Issue 11

Upcoming Events

CBC Holiday Party

Thursday, December 11th, 2003

6:00 - 9:00 p.m.

Hyatt Regency Downtown

\$12 through December 9th, \$15 after that date.

Tickets can be purchased directly on the website or by returning the form that can be printed from the website..

Business After Hours

PLEASE NOTE:

There is no Business After Hours for December. See you at the Holiday Party

Professional Networking Luncheon

Thursday, January 8th, 2004

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

Tom Gleason

"Stapleton: The Art of Urban Living"

Radisson Hotel

3333 Quebec St.

\$17 for members; \$22 guests

Reserve no later than 1/5/04 at the website.

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.



It's that time of year again to celebrate our lives, our hopes, and our future at CBC's Annual Holiday Party!

On Thursday, December 11, from 6:00 pm until 9:00 pm, CBC members and guests will gather at the Hyatt Regency Denver Downtown Hotel. We will mix and mingle in a room that was once a jazz club at the hotel called the "Moulin Rouge." The walls are colorfully painted and there's a festive spirit to the room.

CBC will provide hors d'oeuvres throughout the evening with a cash bar available. Larry O'Connor, pianist, will perform. We hope that you will attend and bring prospective members to this celebration.

Advance tickets to the Holiday Party are available on the CBC website at www.ColoradoBusinessCouncil.com. You can purchase your tickets directly or print out the ticket order form and return that with your payment. Tickets are \$12 through December 9, 2003, and are \$15 after that, including at the door.

Please join us as we celebrate the ending of a successful year and the promise of more prosperity to come in 2004! **CBC**

**CBC Holiday Party
Thurs., Dec. 11, 2003
6:00 pm to 9:00 pm
Hyatt Regency
Denver Downtown
1750 Welton Street
Tickets are \$12 in
advance;
\$15 after Dec. 9
Hors d'oeuvres and
cash bar**

January Professional Networking Luncheon

Stapleton:

The Art of Urban Living



Tom Gleason is Vice President-Public Relations for Forest City Stapleton, Inc., the master developer selected by the City of Denver to transform the former Stapleton International Airport into a new, mixed-use community of jobs, housing and open space.

Mr. Gleason will provide the latest information about one of the nation's most ambitious urban infill developments that has won national and international acclaim, including awards from the King of Sweden, the U.S. Conference of Mayors, and The National League of Cities. Nearly 700 homes are occupied on what was once Stapleton's east-west runway, the 750,000 square foot Quebec Square Regional Retail Center is thriving, and new parks and schools are open.



**Visit the CBC website!
www.coloradobusinesscouncil.com**



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Mark Renn, President and Chairman
Global Career Management
mrenn@globalcareermgmt.com

Kevin Altieri, CBC Administrative Director
k.altieri@attbi.com

Joel Bush, Secretary
H.M. Brown
jbush@hmbrown.com

Cheryl Dieck, GRI, Director of Volunteers
Century 21 Winter Park Real Estate
Cheryl@c21winterpark.com

Brenda Fraser, Director of Newsletter
Blacktie-Colorado.com
brenda@blacktie-colorado.com

Jay Hadley,
Co-Director of Special Events
Capitol Hill Mansion Bed & Breakfast,
info@capitolhillmansion.com

Michael Hobbs,
Co-Director of Special Events
Fine Art Cuisine
michaelhobbs@msn.com

Erica Johnson,
Director of Membership
Willoughby Law Firm, LLC
erica@willoughbylaw.com

Rebecca Leonard
Co-Director of Coalitions
New York Life Insurance Co.
rebop.larue@prodigy.net

Bruce Miller, Director of PR and Marketing
Beds-n-Biscuits
bruce@bedsnbiscuits.com

Don Montague, Vice Chair
MediaComm
montague@mcomm.com

Vicki Porter, Past President
Porter House Realty
vporter@porterhouse Realty.com

Anne Price, Vice President of
Programming
One Light Adoptions
annehprice@yahoo.com

Anthony Sabia, Co-Director of Coalitions
MVP Staffing
Anthony.Sabia@MVPStaffing.com

David Stowe, Co-Director of Special Events
Stowe PMG, Inc.
david@stowepmg.com

David Wharton, Treasurer
Inceptive Partners
dwharton@inceptive.com

Colorado Business Council
P.O. Box 9539
Denver, CO 80209
info@coloradobusinesscouncil.com
www.coloradobusinesscouncil.com
Phone: 303-595-8042

President's Report

a message from CBC President Mark Renn



CBC'S Impact in the Community

Recently, I have received several emails and phone calls regarding the Colorado Business Council's impact within the community that I am proud to share with you. The main topic of each one of these conversations was CBC's continual role as a strong voice for the GLBT community, not only in Colorado, but reaching outside the state. In fact, the CBC Board has been contacted as a model for a start-up Gay, Lesbian and Transgender Professional's Group in South Carolina! This is just one example of how we are crossing state lines with our organization and the far-reaching influence we have to offer.

Within our state, it is exciting to recognize how important our organization is to others. Elected officials, the media and other GLBT organizations view CBC as a positive influence within the GLBT community. Our newly elected Mayor of Denver, John Hickenlooper, made a meaningful visit at the recent CBC Awards Banquet. He acknowledged our hard work and our contributions to the Denver metro business community.

In the past, political candidates have attended various CBC events to also voice their appreciation and give us recognition as a political force. Not only has our organization been heard by state legislators at the State Capitol, but the local print media has listened as well. The Rocky Mountain News has contacted CBC on occasion regarding current events and to obtain our comments and opinions on issues of importance to our community.

It is encouraging to see so many different arenas listening to the CBC. This has a very positive effect on you as an individual, as a business owner, and as a member of the professional community. This further means that we are succeeding in serving as an influence not only in the GLBT community, but also beyond our region. This is far more reaching than what we originally intended the Colorado Business Council to become. We can now imagine what more we can do and who we can help. We can expand our vision into the future.

We no longer can take things for granted and under-estimate the impact we can have in the world. The CBC is a hidden jewel. I would like us to continue polishing this jewel until it shines brighter than ever!

Thanks and congratulations to each and every one of you for being a member of successful organization that has such incredible impact! **CBC**

-Mark Renn

Welcome New And Renewed CBC Business Members!

Introduce yourself to the following members at upcoming CBC events:

Harrison Memorial Animal Hospital - Andrew MacArthur

**Four Points By Sheraton at Denver University -
John Reynolds, Jill Blackford**

Blacktie Colorado - Kenton Kuhn

Introducing The Colorado Business Council's Board Of Directors



Mark Renn, President

Mark is the CEO of Global Career Management, a career management firm with 8 offices in the western U.S. Along with being the current CBC President and Chairman of the Board, he is also on the Denver/Boulder Better Business

Board (BBB) and Executive committee, the BBB Foundation Board, and also Mark is the President of the International Association of Career Consulting Firms. Mark and his partner, Leigh, reside in Sedalia where, in their spare time, they raise horses and miniature cattle.



Joel Bush, Secretary

Joel Bush has been a board member for one year and currently serves as Secretary. He lives in Denver with his partner and their two dogs. Joel has been an automobile broker with H.M. Brown & Associates for nearly three

years and his passion for cars is evident through both his work and personal life.



Cheryl M. Dieck, Director of Volunteers

As a broker in today's competitive real estate market, Cheryl M. Dieck has a practice which is personalized and service-oriented. She has lived on the Front Range and in Grand County since

1974. Cheryl is a member of the Grand County and Denver Board of Realtors and is a member of the Winter Park Downtown Improvement Committee. She is a brand new CBC board member serving as Volunteer Coordinator. She is an avid cyclist, X-Country and is a tele-mark skier.



Brenda Fraser, Director of Newsletter

Brenda Fraser has 20 years experience in nonprofit fund raising, board development, event management, major donor fundraising and public relations. Brenda currently is Vice President for New Business Opportunities at Blacktie-

Colorado.com, a website providing communication tools and technology for almost 200 nonprofit organizations. While in Washington, D.C. for 14 years, Brenda worked with Human Rights Campaign, PFLAG national, and the U.S. Holocaust Memorial Museum where she successfully launched a \$1.5 million dollar campaign. Brenda is active with her church, Metropolitan Community Church of the Rockies, and the National Center for Community Relations. CBC named her "Professional Woman of the Year" in 2003.



Jay Hadley, Co-Director of Special Events

Jay is owner & operator of the Capitol Hill Mansion Bed and Breakfast in downtown Denver. Jay moved to Colorado in 2001 from Texas where he and his partner, Carl, owned and operated a resort on the Texas gulf coast. Jay enjoys swimming, hiking, climbing and skiing.



Michael Hobbs, Co-Director of Special Events

Michael is starting his third year on CBC's Board of Directors, currently serving as Co-Director of Special Events. He recently left corporate America to incubate his entrepreneurial spirit.

Michael is forming four different companies in catering, snack/vending machines, home remodeling, and real estate development.

continued on page 6

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 service 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 content of this publication. Deadline for submissions is the 15th of the previous month.

To submit editorial content or place an ad, contact Brenda Fraser, Newsletter Editor, at (303) 635-1096 or email galaforce@msn.com.

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, or if you wish to be removed from our mailing list, please call Kevin Altieri, CBC Administrative Director, at (303) 595-8042.

Volunteers Needed

You are CBC – You are what makes us special...your presence and participation is needed. Here some ways you can contribute to the success of CBC:

- Graphic design and layout
- Digital Photography
- Event staffing (registration tables)
- Writing & editing
- Public Relations

Let us know your talent or skill and we will find a way for you to get involved with YOUR CBC. Call Director of Volunteers Cheryl Dieck at 970-722-8117 or email her at: cheryl@c21winterpark.com



CBC Business-to-Business Testimonial Joel Bush of H.M. Brown and Associates

by Dirk T. Biermann, Bennington Johnson
Biermann & Craigmile, LLC

My partner Drake and I recently decided to purchase a new vehicle and I was dreading the fight over the "\$189 Dealer Prep Fee" that is always tacked on after you think you have negotiated a firm sales price.

I called Joel and asked what he could do for me. Joel was great. He explained that he was able to help me with the purchase of any car, new or used; that he was generally able to secure cars locally at fleet rates; and that there is never a "Dealer Prep Fee" tacked on to the sales price. He explained that any rebates or incentives available through dealers are passed through to the buyer.

Drake and I had narrowed our choices down to a couple of vehicles and Joel had suggested one or two additional models. We made an appointment with Joel and he had the cars we wanted to test drive on his lot – plus a number of others that caught my eye.

This was a great experience. Joel exerted absolutely no pressure. In fact, we started our search thinking we wanted a new, high-end cross-over sport utility. But, as our oldest son Jon is less than two years away from obtaining his learner's permit, it ultimately made the most sense for us to buy the base model Ford Explorer. Joel provided us with information and advice to help us in our decision making. However, never once did he try to pressure us to go with the more expensive models or with one of the used cars on his lot.

Joel didn't have any trouble with me doing my own research. When I located the vehicle in the color we wanted at a dealer's internet site, Joel secured it for us at dealer invoice. On top of that a \$4000 rebate was passed on to us from the manufacturer. In addition, Joel secured financing at an unbelievable rate – a rate that I am sure could not be beat by my bank or any of the dealers.

All this was done without being held hostage for hours and hours in a showroom waiting for loan approval and listening to sales pitches for extended warranties and anti-theft devices. In fact, it took us less than a half hour to close the deal and pick up our new car.

This was truly a pleasant buying experience. I will use Joel's services again and urge every CBC member to talk to Joel before making their next automobile purchase. **CBC**

Membership is Growing!

By Kevin Alteri, CBC Administrative Director

We are at the end of the year and it went by very quickly. The good news is that we added more than 40 new business members so far this year to our chamber!

There is huge interest in the business community to support CBC. And we have only just begun.



In 2004, we will take this chamber to the next level in membership growth. Did you know that we have a 10-year plan to reach a goal of 1,000 members? It is certainly within our reach but will require your help.

Most importantly, we have to make sure that people are aware of our chamber and our activities within the state. You can help expand our presence. When you talk to friends and associates, take a moment to let them know about the CBC. Also, invite someone to one of our events whether that be a Business After Hours, a networking lunch or a special event such as the upcoming Holiday Party at the Hyatt. Once someone attends one of our events they are likely to join and will enjoy the many benefits of membership.

Another area that you can all help us in is that of new ideas. I welcome hearing from members your thoughts and great ideas. Help us be the best chamber possible. Call me or email me with your thoughts. If you think there is something we should be doing or not doing let me know. Tell me what you think of our events and our website. Let me know what you think about our direction and purpose in the community.

It is vitally important for us to share with one another. By doing so, you will help ensure our further growth and relevance. Your representatives on the CBC Board of Directors are receptive to making changes that benefit all of us. So please keep those ideas and suggestions coming! Most of you have found out that I am easy to reach, so take advantage of this and share with me. I will be sure to pass along your comments along to the board.

I sincerely wish each of you a very happy holiday season and best wishes for a great new year! Thanks to all of you for your continued support! And as always, I look forward to seeing you at future CBC events. **CBC**

HRC Dinner

The Annual Colorado Human Rights Campaign (HRC) Dinner will be held on Saturday, Feb. 14, 2004. Brenda Fraser is organizing a CBC table. Please contact her at 303-635-1096 if you are interested in joining her and 1200 other GLBT people for this amazing community celebration.

It's Out!



The 2004 Colorado Pride Guide

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Erica Johnson, Director of Membership

Erica Johnson is an attorney with Willoughby Law Firm, LLC, a firm emphasizing estate planning, family law and probate litigation. She is the Director of Membership and has been on the CBC Board of Directors for two years. In addition, she is an active member of the Colorado Lesbian and Gay Bar Association, the Women's Chamber of Commerce, Colorado and Women's Bar Associations and is a member of the Board of Director's for Gilda's Club Denver: an organization whose mission is to provide a place where all people with cancer and their families and friends can find social and emotional support as a supplement to their medical care.



Rebecca Leonard, Co-Director of Coalitions

Rebecca Leonard, a CBC Board Director since 2000, is Co-Director of Coalitions. She is a Financial Services Representative for New York Life Insurance Company. Rebecca is a former Director of the Capital Hill People's Fair, having relocated it from East High School to Civic Center Park. She has been a member of the infamous all woman music group "The MotherFolkers". Rebecca lives with her partner, artist DD LaRue, and their Chinese Crested dog, Spirit.



Bruce Miller, Director of PR and Marketing

Bruce has been involved in marketing and sales for many years, including several large corporations as well as small start-up companies. Bruce and his partner decided to start up a boarding kennel called Beds-n-Bisquits about year ago. They have three dogs, Scrappy, Emma and Whitney. Bruce enjoys traveling whenever he can get away. He is a new board member this year serving as Director of PR and Marketing.



Don Montague, Vice Chair

Don is the Vice -Chair of CBC and has been a member for 3 years. He is the Owner of Mediacomm Marketing. His prior positon was Production Manager of KCNC. In that position, he was the recipient of many awards including: Denver Advertising Federation "Alfie" and "Grand Alfie" Award, The Academy of Television Art & Sciences regional Emmy, Colorado MAC "Starwards" for best Television Campaign. & Colorado Broadcaster Award for Best Television Commercial Director.



Vicki Porter, Immediate Past President

Vicki is the Immediate Past-President of CBC. She has been a real estate broker since 1982 and is the owner of an independant real estate company called Porter House for the past 10 years. Vicki is also a lawyer, but closed her law practice in 2000 to work full-time in real estate. Earlier this year, Vicki received a Realtor Roundtable of Excellence award from the Denver Board of Realtors. She is also an enthusiastic golfer and cyclist, and lives with her partner, Mary, and their two dogs, Winnie and Bailey.



Anne Price, Director of Programming

Anne plans the monthly luncheons and the monthly Business After Hours events. She has served several terms on the board under seven presidents. She initiated two of the annual CBC events, the Business Awards Dinner and the Business Fair. Anne is the National Director of Client Services for One Light Adoptions, a non-profit, non-denominational, international adoption agency. Her role at One Light includes giving public seminars on international adoption, meeting with prospective parents and being the informational contact point for clients as they go through the adoption process.



Anthony Sabia, Co-Director of Coalitions

Anthony Sabia has been a recruiter in Denver since 1994, specializing in accounting and finance. He is owner of MVP Staffing, a Denver based headhunting and temporary staffing firm. He's been involved with the Colorado Business Council since 1997. He started as Director of Membership, served as Board President from 1999-2001. He has represented the GLBT community with numerous organizations including other Chambers, the Mayor's Gay & Lesbian Advisory Committee and most recently as a member of Mayor Hickenlooper's Planning and Economic Development transition team. Anthony was named to the Denver Business Journal's "Top 40 under Forty Emerging Business Leaders." Currently, Anthony is an HR Recruiter for Frontier Airlines.



David Stowe, Co-Director of Special Events

David has worked with the U. S. Postal Service for 17 years, relocating from Washington, DC, to the Denver area in 1999 as a Programs Analyst. During the summer of 2000, he co-founded two successful Denver based businesses; Data-Dynamix, a mail list brokerage firm, and Stowe Program Management

Group, Inc. (StowePMG) of which he is president. StowePMG specializes in designing and developing customized, data-driven web applications and providing consulting and program management services. Mr. Stowe is a supporting member of the Colorado Business Council and sponsors many Colorado GLBT events, individuals, organizations and businesses. This is his first year as a board member.



David Wharton, Treasurer

David Wharton is the Managing Director of Inceptive Partners LLC, a Denver-based information technology and management consulting group. He is also a partner in Think Tank 23 LLC -- makers of Nav4, a contextual

navigation search engine. He has been a board member since 2002 and serves on the Executive Committee of CBC as Treasurer. **CBC**



GLBT Coalition Reception held at The Center

City Councilman Doug Linkhart and CBC's Co-Director of Coalitions Rebecca Leonard, discuss the advantages of GLBT agencies working together.



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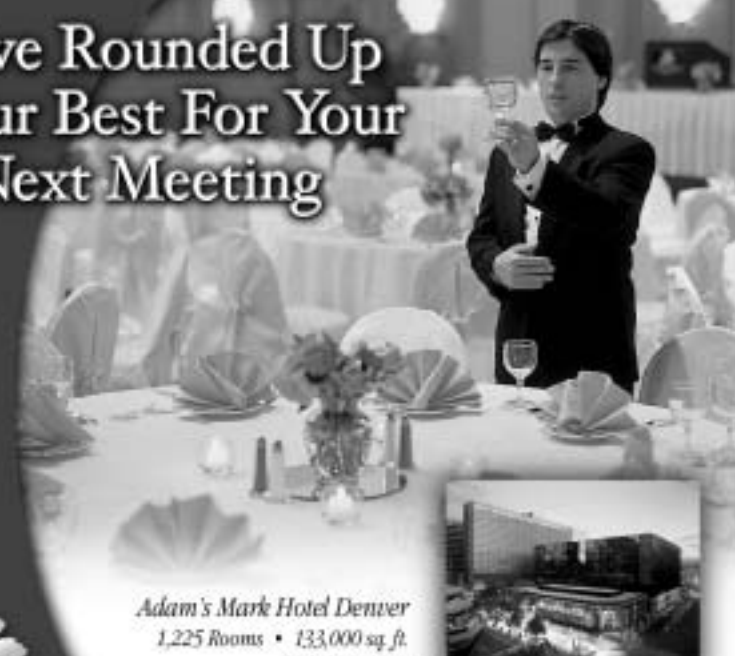
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January speaker from page 1

When fully developed in 20 years, Stapleton will be home to 30,000 residents and support 35,000 jobs in pedestrian-friendly, traditional urban neighborhoods that are "setting a new standard for the art of urban living." **CBC**



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