



Council Chronicle

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

www.coloradobusinesscouncil.com

January, 2004

Volume 12, Issue 1

Upcoming Events

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.

Business After Hours/Theater Night

Thursday, January 22nd, 2004

8:00 p.m.

A Streetcar Named Desire

Crescent Lobby

Helen Bonfils Theatre Complex

More information can be found on our website
www.coloradobusinesscouncil.com or you can
contact us at 303-595-8042.

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.

Third Annual Colorado Pride Guide Party Raised \$12,000

Will Promote Colorado Tourism to Nationwide GLBT Community

The third annual *Colorado Pride Guide* Holiday Party was held on Saturday, December 13, at Charlie's Denver. An estimated 350 people participated throughout the evening. Denver Mayor John Hickenlooper was

in attendance and gave a speech in which he emphasized the importance of a strong GLBT community to any city that strives for economic success.

A full seasonal holiday buffet, donated and catered by Dougal's Catering, was offered along with happy hour drink prices. The silent auction included more than 80 items donated by supporters from all over Colorado and even Las Vegas.

Mayor Hickenlooper allowed *Colorado Pride Guide* Publisher Jim McNulty to auction off lunch with the Mayor (catered in the Mayor's office) to the highest bidder. After the first bidding session with a winning bid of \$1300 dollars, Mayor Hickenlooper offered a second lunch to anyone bidding \$1200 dollars or more. Jim McNulty stepped in to place the winning bid of

\$1200 dollars. According to McNulty, the Mayor warned that the catered lunch might be from Quizno's. McNulty told him "peanut butter-and-jelly sandwiches would be just fine with me."

Other special guests also in attendance included several Denver

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Visit the CBC website!
www.coloradobusinesscouncil.com



January Professional Networking Luncheon Tom Gleason

"Stapleton: The Art of Urban Living"

Thursday, January 8th, 2004

Radisson Hotel • 3333 Quebec Street



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President's Report

a message from CBC President Mark Renn



Goals Set and Goals Achieved

We just enjoyed our Annual CBC holiday Party and it was festive! Another great event supplied by warm conversation and friendly acquaintances! These events drive home that this organization is consistently providing an opportunity to extend ourselves by developing new and old acquaintances.

For the year 2004, the CBC board of directors are committed to a goal to extend and grow your network of business contacts and develop the CBC membership base through a variety of collaborative partnerships. One way that we are accomplishing this goal is to become a member of the National GLBT Chamber. The board approved this membership at the December board meeting.

The National GLBT Chamber is a relatively new organization with an already growing membership. With CBC's membership, the national chamber will provide each of us some excellent opportunities. Our membership will gain us important national exposure and visibility. Because of CBC's organizational membership in the national chamber, your local CBC membership will make you an affiliate member to the National GLBT Chamber. More information about the opportunities and benefits will be announced in future CBC newsletters.

I know I am beginning to sound like a broken record (if you have read my past President's Reports) by continuing to write about the continued benefits and rewards of being a member. However these benefits continue to increase and it is important that we are made aware of them. We continue to grow – more than 40 new members have joined in just the last few weeks.

We are achieving goals set by the CBC board of directors. The result is strong professional GLBT professionals and businesses connections that will reach out within our state, and beyond.

Let us continue to grow in 2004!



–Mark Renn

Welcome New And Renewed

CBC Business Members!

Introduce yourself to the following members at upcoming CBC events:

Steven Hartung, Certified Massage Therapist

Adams Mark Hotel – Jimmy Ray Dalton, Vinnie Meza

The Art Festival is Looking for Nonprofit Partners!

Member Profile



Tony Smith

For 13 years, people from around the state have made an annual trip on July 4th weekend to the Cherry Creek Arts Festival (CCAF) held for three days in Denver. It is much like a giant block party. The festival has become one of the nation's most competitive outdoor juried arts festivals. The Arts Festival boasts the rare opportunity for visitors to meet and talk with exhibiting artists, sample fine cuisine, visit special exhibits and create their own works of art.

But why talk about a summer festival in the middle of winter?

The answer is simple. January is the deadline month for nonprofit groups to apply for inclusion in the festival. There are lots of ways groups can earn revenue whether it is staffing a Pepsi booth or a liquor booth, volunteers can have fun and raise money for their favorite charity. (SEE SIDE STORY.)

Volunteers from nonprofit groups staff the retail sales booths that are spread out over several blocks. "Nonprofits get involved with us as a means to both raise funds for their organization and for publicity of their organization," said v, Finance and Operations Director for the Cherry Creek Arts Festival. More than 1000 volunteers are involved each year.

To date, more than a half a million dollars in shared proceeds to the nonprofit partners has been distributed over the last 13 years of the arts festival.

Some of the participating groups have been from the GLBT community but Tony wants to see more groups from the GLBT community. "The desire to reach GLBT non-profits, to give back to a community that has supported CCAF through the years, and to support the GLBT business community," is the main reason he and the CCAF joined CBC.

"The biggest reason, however, for joining CBC is to make the call for assistance for our non-profit partner program. Last year, Imperial Court of the Rocky Mountain Empire was one of our non-profits, and in prior years we've had CLIP (Colorado Legal Initiatives Program) and CGVA to name a few," said Tony.

There are many corporate sponsors, including the Gay and Lesbian Fund for Colorado.

NATIONAL RECOGNITION

The festival has a stellar award-winning history to the point that they have been nicknamed, "America's Most Honored Arts Festival."

Non-Profit Partners Program

In its 14th year, the Cherry Creek Arts Festival will offer continued opportunities for Non-Profit Partners to build economic alliances between the Cherry Creek Arts Festival and diverse segments of the community.

The 2004 event will be held July 3, 4, 5, 2004 in Denver's Cherry Creek North. Along with Education Partners, the Non-Profit Partner Program is designed to support non-profit groups in our community by offering the opportunity to serve as a vendor of beverage and merchandise products on site. The Arts Festival relies on its income from retail sales as a primary revenue source, enabling the Arts Festival to continue the event as an annual tradition in Denver, and to establish year-round support of art and educational programs.

Continued on page 7)

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 303-399-7777 or email her at: cdieck@perryandco.com



CBC Business-to-Business Testimonial Ascent Fitness

by Erica Johnson, Willoughby Law Firm, LLC

At the September CBC Business After Hours event, hosted by CBC member Ascent Fitness Personal Training Studio, I was fortunate enough to win twelve free sessions with a personal trainer. It was something I had often thought about, but like most folks, it was easier for me just to think about getting into shape, as opposed to really doing

something about it! After winning, I decided that it was time to quit thinking about it, and just get it done. I called Doug Quinlivan, who owns the studio along with Robert Kunce. Doug and I made arrangements for me to start my free sessions, and I haven't looked back since! I am now at the end of my free sessions, but I am so excited about the work I've done and the guidance and support Doug has given me, I will be continuing my work at Ascent Fitness. Ascent Fitness is not your usual club. It is a personal training studio, so everyone who is working out is working with their own trainer. You do not pay a membership fee, you pay for each training session you attend, and you can use their cardio equipment any time you want. Doug and all of the trainers are friendly and the place is clean and comfortable. Best of all, if you have ever tried to stick to a workout plan, you know how hard it can be to stay consistent. Having a trainer waiting at the gym for you WILL give you the boost you need to make sure you are there, doing your workout, every time! I can't thank Ascent Fitness and Doug enough for giving me a new lease on life, and I can't fully explain to CBC members what a great place Ascent Fitness Training Studio is. Give them a call and check it out. You won't be sorry! **CBC**

CAVP will host NCAVP Roundtable in May 2004

The Colorado Anti-Violence Program is pleased to announce it will be hosting the Annual Roundtable of the National Coalition of Anti-Violence Programs in Denver May 7 - 9, 2004. The board of the NCAVP will meet May 10 - 12, immediately after the Roundtable.

The 27 member agencies of the NCAVP addresses the pervasive problem of violence committed against and within the lesbian, gay, bisexual, transgender (LGBT) and HIV-affected communities.

The NCAVP is a coalition of programs that document and advocate for victims of anti-LGBT and anti-HIV/AIDS violence/harassment, domestic violence, sexual assault, police misconduct and other forms of victimization.

The NCAVP is dedicated to creating a national response to the violence plaguing these communities. Further, NCAVP supports existing anti-violence organizations and emerging local programs in their efforts to document and prevent such violence.

Further details about the conference will be available after the first of the year from the Colorado Anti-Violence Program at 303.739.5204.



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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.

Tired of the COLD?

It's Time to take a Trip with All-Inclusive Vacations!

It's that time of year when people start thinking about taking a vacation. Steve Lord and Jeff Gregory have been together for 10 years and they can confidentially, and competently, book everything from airline tickets to a complete vacation packages with their company called "All-Inclusive Vacations."

Steve specializes in cruises and exotic places such as Mexico, Costa Rica, Dominican Republic, and Hawaii. Jeff specializes in Europe and corporate travel.

Jeff began in the travel business directly after high school and then he met Steve in 1992 and they began working together in 1996.

The business has received recognition in Out Front Colorado as the Readers Choice for the last three years. The agency was also featured in a travel trade magazine called Travel Age West for the gay niche market travel.

Most likely the award and recognition has come because of Jeff and Steve's philosophy of doing business. "We don't believe in selling in volume. We like to share our travel experiences and we will gladly provide information for small office groups or families," said Steve.

The Future

"We are developing two new divisions for our company. One is called "Walktrips.com" and it will specialize in walking and biking tours in Europe. The other division is called "TravelingInCircles.com" which will specialize in gay/lesbian tours.

Next time you see Steve or Jeff ask them about the upcoming cruise planned with the Rosie O'Donnell Travel Company! *Please read the enclosed insert for contact information for All-Inclusive Vacations.*

CBC DISCOUNT

Steve and Jeff can provide to CBC members free DIA parking passes for the U.S. Airport Parking located on Tower Road. **CBC**



Steve Lord and Jeff Gregory

SPOTLIGHT ON CBC MEMBER:

Award & Sign Connection



If you are doing a good job, occasionally someone will notice and that someone just may be a TV station like Channel 4. That's what happened to CBC member **Laurie Schlager**, Vice President of Award & Sign Connection.

"Our employees sent our name in to Channel 4 to be featured as a Colorado company, without our knowledge. They wanted to surprise us if Channel 4 did in fact choose us. So Wayne Herman came to our store at 4:30 am on December 2 and did his show "live" from Award & Sign Connection," said Laurie.

The letter that Laurie's employees wrote said:

"What makes Award & Sign Connection a unique company are the services we provide. We turn dreams into realities, soccer moms into heros and help motivate business to continue to succeed. Award & Sign is more than a promotional products company. We provide ideas - make them work and most of all have FUN. What also sets us apart is our "Idea Showroom" where people can walk in and touch products and get creative. We are genuinely interested in what people do and help them see the bigger picture. We offer free brainstorming sessions to old and new clients where we get together at our round table. We have an in-house production facility with 15 employees - 2 female business owners - and a family atmosphere."

Their products include custom designed awards, imprinted apparel, signs, and promotional products. On the manufacturing end, they provide screen printing, sandblasting, engraving, laser engraving, art services and sign making.

CONGRATULATIONS Award & Sign Connection! **CBC**

Visit the CBC Website at
www.coloradobusinesscouncil.com

From the CBC Treasurer

by David Wharton





In response to member requests, CBC has improved credit card processing on the CBC website. There are now two new enhancements.

First, it is now easier for members to identify their online purchases. Credit card statements will now show "Colorado Business Council" or "CBC" as the merchant ID on transactions, making it easier for you to reconcile your card usage.

Second, CBC has entered into a merchant agreement with American Express. Members can now use an AMEX card to pay for luncheons and special events on the CBC website. Remember, credit card transactions require between 10 to 30 seconds to process, depending on the time of day, processor load, and type of credit card. Please be patient and allow the system enough time to return a transaction ID to you. Problems or questions can be directed to CBC Treasurer, David Wharton at finance@coloradobusinesscouncil.com. **CBC**

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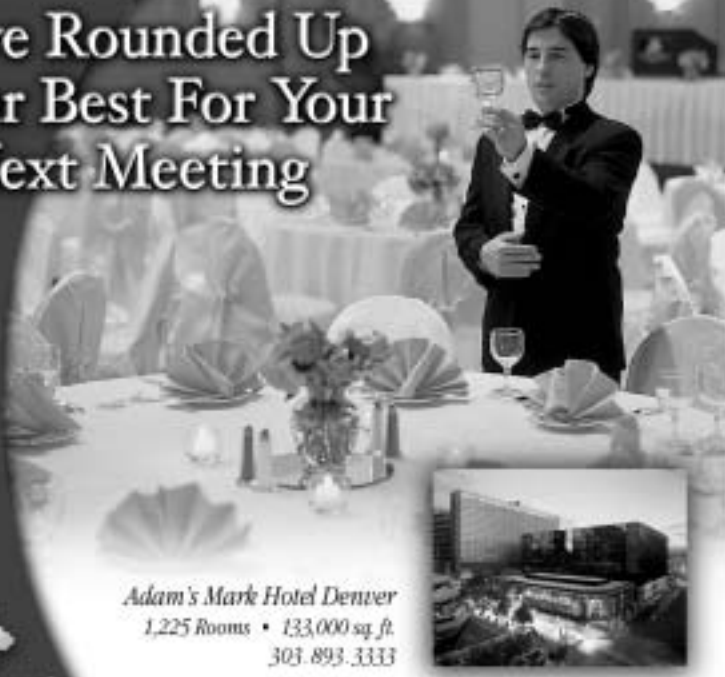
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CBC Holiday Party Rings in the Holiday Season

The Annual CBC Holiday party was a big success on Thursday, December 11, at the Hyatt Regency Hotel in downtown Denver in the "Moulin Rouge" Room.

The Moulin Rouge room was a former jazz club and the walls are still colorful and bright. Located on the main floor of the Hyatt Regency Denver, there are few rooms more distinguished than the Moulin Rouge. Renowned throughout the city, the tiered Moulin Rouge features a specially commissioned oil-on-canvas murals that are reminiscent of the Toulouse Lautrec era, setting the mood for a truly festive party. A state of the art sound and light system complements the built in velvet-curtained stage.

The live piano music, provided by Larry O'Connor, throughout the evening added just the right touch of holiday spirit for the 150 guests who attended. Many CBC members brought potential new members which will help grow the organization. New member, Lenny Berman of Direct Mail Concepts was one of the new members in attendance.

The Holiday Party was presented by *Out Front Colorado*. Sponsors were Sheraton Four Points Hotel, One Light Adoptions, Foppé Creative, and Isagenix International. Sponsorships enable CBC to host events like these and attract new members.

A special "thank you" goes to all of the CBC sponsors! Please patronize their businesses. **CBC**



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Member Profile from Page 3

"Through our primary industry organization, the International Festival and Events Association, we have been TWICE awarded the Gold Grand Pinnacle Award which is the highest award in our industry. In 2003, we were awarded the Bronze Grand Pinnacle Award. Also in 2003, we were awarded the "Top of the Rocky" "Best Festival" award by the Rocky Mountain News," said Tony Smith. "And this past November, we were awarded the GOLD Grand Pinnacle!"

YEAR-ROUND MISSION

Despite what some may think only happens at one time of the year, the mission of the Cherry Creek Arts Festival is to create access to a broad array of arts experiences, nurture the development and understanding of diverse art forms and cultures, and encourage the expanding depth and breadth of cultural life in Colorado.

"We fulfill our year-round mission as a non-profit via our various arts education programs, the most prominent of which is our Mobile Art Collection, which travels to eight schools around the metro Denver area every year," said Tony.

PERSONAL STORY

Tony is doing work he passionately believes in. "A friend of mine literally had a dream that I produced events for a living. When this person told me about the dream, bells went off and I realized that event management would marry my key skills: logistics management and my love of community," he said.

If your group is interested in participating in our non-profit vending partner program, submit a letter of intent with the following information on your organization's letterhead:

1. The participation intent of your organization
2. A brief description of your organization and its mission
3. Complete contact information for the organization and the person that will be our primary contact

Please fax to the attention of Tony Smith at 303-355-2788, or mail to: 2 Steele Street, Suite B-100, Denver, CO 80206.

All groups will be notified of their selection status in early 2004. Once your group is selected, your group will have the opportunity to accept or decline our invitation.

CBC

Business Expo 2004 Welcomes New Committee Members

The planning committee for the upcoming Business Expo needs your expertise to plan the Expo to make it our best one ever! This one of the highlights of the year for the CBC membership and the community at large.

Our first meeting will be in January (date to be announced soon). If you would like to work with this committee, please send an email with your contact information to:
SpecialEvents@ColoradoBusinessCouncil.com.

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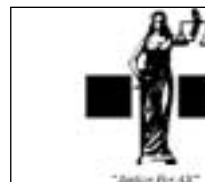


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Pride Guide from page 1

City Council members, the City Auditor, elected officials such as Colorado State Representatives and the Democratic Speaker of the House Andrew Romanoff.

One hundred percent of the proceeds from this event will benefit the Colorado Tavern Guild GLBT Tourism Project. The funds are used to purchase print advertising promoting Colorado to potential GLBT tourists and to businesses across the country and the United Kingdom.

McNulty originally suggested this project to the Colorado Tavern Guild and offered to provide the initial funding for it. With this year's event, Colorado Pride Guide has donated more than \$22,000 dollars in cash to the tourism project. McNulty sits on the tourism committee as an advisor.

He said, "Every year so many different segments of Colorado's community continue to increase their support for this cause and support the Colorado Pride Guide. I am totally overwhelmed with the pride and determination our community has demonstrated by working with us to reduce, and eliminate, the moniker "the hate state" which was an image created by Amendment 2. We are letting the world know what a great state we have to offer the GLBT community. I want to give a special thanks to the Colorado Business Council for their sponsorship and continued support of our efforts. They have been there with us from day one." **CBC**