



Council Chronicle

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

www.coloradobusinesscouncil.com

June, 2003

Volume 11, Issue 6

Upcoming Events

Professionals Networking Luncheon

Thursday, June 12, 2003

Judy Taylor

*"The Women's Market -
Why You Want To Reach It"*

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

Holiday Inn Downtown Denver

1450 Glenarm Place

\$17 members, \$22 guests;

\$25 at the door, space available.

RSVP no later than Tues., 6/10
at the CBC website.

Business After Hours

Thursday, June 26th, 2003

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

Weisco Motorcars Ltd

1050 Park Ave. West

\$5 for members; \$7 non-members

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.



What a great EXPO!!

We had 65 companies
exhibit, and
approximately 400
people attended. The
winner of the door
prize - a 4-day, 3-night
trip to Las Vegas,
including airfare, hotel,

and transfers - was won by Mitch Stapleton.
Congratulations to Mitch and his partner, Jeffrey
Buna! A special thanks goes to Mile Hi Travel for
donating the trip.

Many exhibitors held their own door prize giveaway.
Congratulations to those winners as well.

The EXPO Committee thanks all of the exhibitors and
attendees who made the 2003 EXPO a great success.

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CBC
EXPO
2003

June Networking Luncheon

The Women's Market— Why You want to reach it...

**Plan now to attend, and remember to RSVP for the
Professionals Networking Luncheon, Thursday,
June 12th, 11:30 a.m.--1:00 p.m.** Featured guest

speaker **Judith (Judy) Taylor** will discuss the importance of reaching
and addressing the Women's Market. The luncheon will be held at the
downtown Denver Holiday Inn, 1450 Glenarm Place.

Judith has been a business owner and publisher of local newsletters and
business and trade magazines for over 20 years. She served as Advertising
and Marketing Director of Network, a former Colorado women's publication.

Taylor later developed Front Range Woman Newsletter and sold the product
in 1986. A former teacher, she is an award-winning journalist and author,
having written for national educational and sports publications. Judy also
worked as a Bureau Chief for a local newspaper.



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Visit the CBC website!

www.coloradobusinesscouncil.com



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The Porter Report

a message from CBC President Vicki Porter



Good Grief!! The 2003 CBC Business Expo sure was a success. I hope those who were exhibitors got some business, those who attended had a good time, and those who missed it will make sure to be there next year. Congratulations to Michael Hobbs for a great job chairing the event and to committee members, Jim Bauer, Jeffrey Buna, Joel Bush, Sue Foppé, Sherri Harrod, Eric McCalla, CJ McCarty, and Lewis Ortiz. Check out the story and photos in this newsletter. Thanks also to the Adam's Mark for the great space and the beautiful CBC ice sculpture. *Too cool.*

Kevin Altieri, the new administrative director, has been busy. Our membership rolls are growing. Check out the list of new and renewing members below.

In addition to our regular June lunch, there are two significant events this month that you should be sure to attend: first, the Summit of Chambers on June 19th at the DCPA. It will cost members \$10 to get in (\$15 for guests). This is a networking event sponsored by American Family Insurance and the Denver Center for the Performing Arts. The Chambers invited include the Denver Metro Chamber, Denver Hispanic Chamber, Colorado Women's Chamber, Colorado Black Chamber, Colorado Business Council, Rocky Mountain Indian Chamber, and Asian Chamber of Commerce. This was a really great evening last year with food, drinks, and live music.

Also, PrideFest is June 22nd. The CBC will have two tables. If you want to get involved, you can contact Anthony at Sabia Anthony, Sabia@MVPStaffing.com, or Mark Renn at mrenn@globalcareermgmt.com and volunteer to staff our booth. As a member, you also can have your own materials displayed at the CBC tables. Contact Anthony or Mark for that, too.

Summer is just around the corner. I am in the process of appointing a nominating committee to work on a slate for next year. There will be a handful of open positions. If you want to become a leader in this organization, please let me know. Your opportunity may not be far away. **CBC** -Vicki Porter

Welcome New And Renewed CBC Business Members!

Be sure to welcome the following members at upcoming CBC events:

**Kymberley Peterson, Gender Identity Center of Colorado
Barbara Gregg & Debra Johnson, Diva Properties, MB Gregg & Assoc.**

Philip V. Keenan, Ambler & Keenan, LLC

Jane Hastings, Mad About Fitness

Anthony Sabia, MVP Staffing

Stefan Rachwal, Human Animal Bonding Trust

Robert Kunce, Ascent Fitness

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 Rebecca Leonard, Newsletter Editor, at (303) 374-3323.

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.

Karen Culter and Anita Martin benefit from CBC Membership



Member Profile

Imagine discovering that your business dream or concept has become a reality. You were at the right place, at the right time, and met the right person at the right chamber--the Colorado Business Council. It happened to CBC members Karen Culter and Anita Martin.

They met at a CBC luncheon about 4 months ago, and as Karen describes it, "We discovered we both had aspirations of making and selling greeting cards. As a result, we decided to form a business where we can create custom-designed, handmade cards and invitations that are truly one-of-a-kind. We provide a very high level of customer service and enjoy offering something truly out of the ordinary to our customers."

Karen and Anita currently work out of their homes, and named their greeting card and invitation business ONE OAK (One-of-A-Kind). Greeting cards range from \$3-\$8 retail, and invitations range from \$8-18. Karen points out that their ideal customers and prospects are retailers who offer unique, creative items to their clientele, and anyone having a special event that want their invitations to make a unique statement.

When asked why they joined CBC, Karen responded, "It's a smaller group than other chambers, with a true community feeling. Members seem more dedicated to promoting each other's businesses. And each of us initially joined to promote our individual businesses."

Karen continues, "I have been handcrafting cards for family and friends most of my life. I've always received positive feedback and encouragement to consider pursuing my creative talent and interest in this area." This feedback continued to echo in her mind when she was laid off from a mortgage company, and decided she no longer wanted to work for anyone else. Before starting her business collaboration with Anita, Karen launched "As You Wish", an errand service. One may wonder if Karen was on an errand when she met Anita Martin at a CBC luncheon. Anita Martin has been in business as a graphic designer for 15+ years. Her natural aesthetic sense along with her expertise in design and typography, contribute to this creative team's belief that "anything made by hand is truly

Continued on page 8

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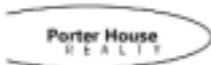
EXPO 2003

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Deb Johnson and Barb Gregg, Gregg & Associates realtors



Fritz Mackey and Doran Farnum and their lovely giveaway baskets



Massage therapists Tony Valentine and Phillip Hoyle



Attendees were encouraged to sample many of products and services at the EXPO

Our Exhibitors:

- AG Edwards & Sons
- All-Inclusive Vacations
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- Award & Sign Connection
- Beside Still Water
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- Dumb Friends League
- Exhibitor Solutions
- Fine Art Cuisine
- For Heaven's Sake
- Gender Identity Center
- GLBT Center of Colorado
- H.M. Brown and Associates
- Holiday Inn Denver Downtown
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- Mental Health Corp of Denver
- Metro Brokers - Gregg & Associates
- Mile Hi Travel
- New York Life Insurance Company
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- Psiphon Consulting
- Putting for Pets/Human Animal Bond Trust
- Ramada Inn Denver Downtown
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- Tiffany Florist
- Waddell & Reed Financial Advisors
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We've made quite an impact...

(Just ask a few of our sponsors)

'Changing our ad over to the Colorado Pride Guide was the best advertising decision we ever made. Our exposure has been five times better with real, trackable results.'

~Chris Hochmuth, Managing Broker, Gerretson Realty, Inc.

'The results my company received from advertising in the Colorado Pride Guide have been excellent! We ask everyone who calls us where they heard about us and invariably our new GLBT customers say the Colorado Pride Guide.'

~Pat Benjamin, State Farm Insurance

"The Bank of Cherry Creek would not have the exposure within the GLBT community without its partnership with the Colorado Pride Guide. The Guide is an integral part of our marketing initiative and we enjoy the relationship."

~Nancy A. Harvey, Senior Vice President - Retail Banking Manager, Bank of Cherry Creek

'The Colorado Pride Guide is the most accurate and acclaimed publication to promote Colorado's GLBT community in our state and nationwide.'

~Wayne Jakino, Charlies

I cannot fully express my gratitude for what the Colorado Pride Guide has done to help the Colorado Tavern Guild Travel and Tourism Project and to promote our businesses.

~Scott Burgess, President, Colorado Tavern Guild

'The Colorado Pride Guide is by far the best source of information when you're looking to do business with the GLBT community in Colorado and the Rocky Mountain Region.

Out Front Colorado is proud to be a sponsor of this fine publication. '

~Greg Montoya, Publisher, Out Front Colorado



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303.377.1826 email: gayrockies@aol.com

For a free copy of the Colorado Pride Guide, log on to www.gayrockymountains.com and sign our guest book



They beat the competition's price hands down!

"It was a pleasure working with Jeffrey Buna and Colorado Data Mail. They sent out 20,000 of my 'Paul Rosenthal, candidate for Denver City Council District 4' post cards efficiently, and beat the competition's price hands down. My CBC member discount really helped too!"

-Paul Rosenthal **CBC**

Join Annual Business Awards Dinner Planning Committee

The CBC annual Business Awards Dinner will be held at the Renaissance Hotel on Thursday, October 16th.

The committee is seeking volunteers who would like to help plan the event. The first meeting will be Tuesday, July 8th, 6:00 p.m. at Englewood Mortgage Company in Greenwood Village. If you are interested, please contact Eric McCalla, Committee Chair, at emccalla@englewoodmortgage.com.

Join Colorado Business Council and other area Chambers of Commerce at the 2003 Sixth Annual Summit of Chambers

The sixth annual Summit of Chambers will be held Thursday, June 19, 2003, 5-7:30 p.m. in the Donald R. Seawell Grand Ballroom at Speer and Arapahoe in downtown Denver's Performing Arts Complex.



Members of metro area chambers of commerce and interested persons are invited to this event, sponsored by The Denver Center for the Performing Arts and American Family Insurance.

More than 1,200 people are expected to attend what has quickly become Colorado's largest business networking event, and the only event in the metro region to gather members from such a large assortment of chambers of commerce. Members are expected to attend from the Asian Chamber of Commerce, Colorado Black Chamber of Commerce, Colorado Business Council, Colorado Women's Chamber of Commerce, Denver Hispanic Chamber of Commerce, Denver Metro Chamber of Commerce, and the Rocky Mountain Indian Chamber of Commerce.

Charge at door is \$10 for Colorado Business Council members; \$15 for non-members.



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Powerful Moments May Networking Luncheon

Sally Wantz and her "moment" pony

CBC members braved the rain and were treated to an inspiring and motivating luncheon at the

Ramada Inn on May 8th. Sally Wantz, sole proprietor of *Locomotion* (coaching and leadership consulting), talked about "Powerful Moments."

Sally notes that there are 3 types of Powerful Moments:

- ▶ **Embarassing Moments** - these just change your life enough - like a first kiss. These moments just "shift" you a little bit.
- ▶ **Empowering Moments** - more heavy-duty. These change you in an instant and forever.
- ▶ **Embroidery Moments** - these are "grandma" moments. They are woven into our existence. They stay with us.

Sally urged us to share and acknowledge people who have made a difference in our lives. Be conscious of your choices - how you choose to react to things and choose who you want to be. Think about where you give your power away. **CBC**



New members attending the luncheon include Joe Thomas (*OutFront*), Jan Kincaid and Barb DeAngelis

Receive Notice of CBC Events

Would you like to receive email notification of upcoming CBC events? If so, send an email to coloradobusinesscouncil-subscribe@yahoogroups.com. You don't have to be a member of the CBC to join this listserve, so encourage anyone in your company, friends, and colleagues to get on the list to be notified of upcoming events!

Reminder to Members!

CBC Board meetings are open meetings. Members are encouraged to attend and be involved. Monthly Board meetings start at 5:30 p.m.

The June meeting will take place at 3773 Cherry Creek North Drive, Suite 110. Location is subject to change; watch for announcements of future meeting locations.

Project Angel Heart Named Outstanding Nonprofit Organization

Award from El Pomar Foundation highlights excellence in community service

Denver—At a gala awards banquet held on Wednesday, December 4, 2002 at the Broadmoor Hotel in Colorado Springs, El Pomar Foundation recognized Project Angel Heart as the 2002 Most Outstanding Colorado Nonprofit Organization. The Julie and Spencer Penrose Award, named for the founders of El Pomar Foundation, is presented annually to the nonprofit organization that best exemplifies commitment to serving the residents of Colorado by enhancing the quality of life for its constituents. It is the highest honor the Selection Commission of El Pomar Foundation can bestow.

"Among all of the outstanding nonprofits recognized for excellence by El Pomar Foundation every year," announced William J. Hybl, Chairman and CEO of El Pomar, "there is always one that stands above all the others." Project Angel Heart received \$25,000 along with the Julie and Spencer Award.

"We are thrilled and honored to have received this award," said Patrick Flaherty, Project Angel Heart Executive Director. "It is a tribute to the commitment, dedication, and service, staff, volunteers, and supporters."

Project Angel Heart provides home-delivered meals to people living with life-threatening illnesses—including HIV/AIDS, cancer and many others—throughout the Denver metropolitan area. Meals are specifically designed to meet the heightened nutritional needs of people battling life-threatening illnesses.

For more information about Project Angel Heart, please call (303) 830-0202, or visit www.projectangelheart.org. For more information about El Polar Foundation and their Awards for Excellence, visit www.elpomar.org.

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OUT FRONT
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Cutler and Martin from page 3

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To schedule a portfolio review, or to learn how you can order a special card or invitation, contact ONE OAK via Karen at 720-244-2470, or Anita at 303-882-0631. **CBC**

June Luncheon from page 1

Over the past two years, awards include National Association of Women Business Owners: President’s Award; March, 2001—Local Denver branch; Colorado Press Women: Best 4-color publication: Specialized circulation: April, 2001; Women In Communications Woman of Achievement Award: May, 2001; National Association of Women’s Yellow Pages Best Businesswomen’s Magazine: 2001; Colorado Women’s Chamber of Commerce/Athena Award Winner, 2001; and Alliance of Professional Women/Athena Ward, 2002. **CBC**



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