



YOUR LINK TO BUSINESS

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Local Businesses Provide Their Economic Outlook

The Chamber recently surveyed members about their perspectives on the economy. This is the seventh time members have been queried since the Chamber began this survey in the fall of 2008. The survey was completed by 326 people for a response rate of about 22%.

Here are some of the significant findings;

- Local business perceptions are that the national economy is actually weaker than it was six months ago when the previous survey was conducted. 87% view it weak or extremely weak now compared to 74%. A year ago the outlook was basically the same with 88% indicating weak or extremely weak.
- Closer to home 76% view our local economy as weak or extremely weak basically unchanged from the spring survey at 77% but still better than November of 2010 when 84% saw it as weak or extremely weak.
- As it has in previous surveys consumer confidence garners the number one spot for factors that will influence businesses in the next six months with 44% of the responses in this most recent survey. Perceptions of the weak economy and regulation

were the next most often cited respectively. That is basically unchanged from one year ago but fears about energy prices dominated the spring survey coming in a close second to consumer confidence.

- When asked about changes to company sales for the next six months the answers were basically unchanged from six months ago with half of them anticipating no change (50%), 34% expecting an increase and 15% expecting a decrease.
- 70% of respondents expect employment levels to stay the same for the next six months, 17% expect to increase employment levels and 14% expect to decrease employment levels. That is basically unchanged from last spring but still better than one year ago when 20% expected there would be additional decreases in employment.
- Optimism slipped a bit from last spring in this latest survey. Only 24% were more optimistic than six months ago, 26% were less optimistic than a year ago and 50% remained unchanged.
- When survey respondents expect the local economy will begin to recover continues to slip farther into the future. On this most recent survey 51% expect it is a year or more away selecting late 2012 or 2013. More than one in five (22%) expect it will be 2014 or later. Last year the expectation was that we would see the recovery begin in mid to late 2011 (425) followed by early 2012 (24%). Last spring the expectation was sometime in 2012 (41%) and 17% thought it had already begun.



Grand Junction Area Chamber of Commerce Board of Directors

Lois Dunn, Invest in Colorado West, Inc. - Chairman

Nina Anderson, Express Employment Professionals

Chip Barbieri, DT Swiss, Inc.

Janet Brink, Brink's Fine Jewelry

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Lance Stewart, Schmueser, Gordon, Meyer Engineering & Surveying

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Nathan Wallace, CommWest

www.gjchamber.org

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Grand Junction Area Chamber of Commerce
360 Grand Avenue
Grand Junction, CO 81501
Or call 970.242.3214

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Chairman's Report

by Lois Dunn



November started with a big bang with the Chamber sponsoring the show stopper – Harriett Hageman, Wyoming Environmental Attorney. She puts this whole regulation malaise into

perspective with facts and examples. The average cost of regulation for a start up business is \$250,000. The regulation and strangulation we are experiencing is not sustainable in this country and in this state.

A couple of days ago I talked to one of our local business owners and asked him how his business start-up was going. (Yep! he paid \$250,000 in regulation costs.) His response was he was underway, but would like to have some of the \$250,000 to use for inventory and costs.

Due to scheduling for a speaker from the governor's office of Economic Development, the last quarterly meeting was October 21. The speaker was informative. Over-shadowing any speaker is the presentation to our local businesses that have the competence and confidence to hire new employees and spend capital on expansions. We recognized 12 businesses that hired 93 employees in 2011 and spent \$468,000. Each business gave an interesting and informative thumbnail of their operation and number of employees hired. Thanks to each of you.

The Chamber Board of Directors spent a day planning for 2012. The



Regulation Without Representation Seminar

main discussion was *Ideas how the GJ Chamber continues to support business*. Great ideas were discussed and 2012 will be even more hard work and innovation to carry out the motto: **"When Business is Good, Life is Good!"**

As this is my last column I want to take an opportunity to issue a special thank you to the 2011 Chamber Board of Directors, Committee Chairs, Committee Members, Staff and all of you who make this such a dynamic and proactive organization...one that truly lives up to its mission statement to "promote the economy and be the voice of business."

Loving Grand Junction,
Lois Dunn, Chair

Being Business Voice In November

In the month of November the Chamber weighed in on several legislative and regulatory matters including:

- Supported Congressman Tipton's H.R. 3235, the Education and Energy Act of 2011 which would amend the Federal Leasing Act to require that a portion of funds from new leases be given back to the states to be used for education
- Requested that the BLM extend the public comment period on the draft Colorado River Valley Resource Management plan in order to insure that all economic considerations are included in a document that will impact activity on 2.8 million acres on the Western Slope
- Hosted a meeting between 100 businesses and the City of Grand Junction Planning Department about a proposal to rezone those business properties from Commercial 2 to Commercial 1 classifications in order to match the Comprehensive Plan. Such action will impact business activity and the Chamber wanted to insure that businesses understood the implications for them.

Members Ponder Economic Future At Luncheon

What is the outlook for the economy at the national, state and local levels? Where will the growth come from?

Find answers to these questions and others at the Chamber's last Quarterly Membership Meeting of 2011 sponsored by Bray Real Estate.

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 will provide insights and thoughts about what might lay ahead for businesses in Colorado. His performance last year was deemed such a success we invited him back for a repeat performance thanks to event sponsor, Bray Real Estate.

Expanding businesses will be recognized as well. This luncheon event will take place:

December 12, 2011

12:00 PM

Grand Vista Hotel

**Cost: \$19.50/person
(including lunch)**

Register:

Online: www.gjchamber.org

PH: 970.242.3214

e-Mail: info@gjchamber.org

Event Sponsor:



Working On Your Budget?

It's budget season again. This is the time that many businesses take a look at what they budgeted to do in 2011 compared to what they really did in 2011 in hopes they can project with as much accuracy as possible what they are going to do in 2012. Many businesses have told us at the Chamber that business is picking up and we are very happy to learn that.

The Grand Junction Area Chamber works hard to ensure we provide you with the tools you need to be successful. So while you are working on your budget for 2012, please keep us in mind (or in a line item) to be a sponsor of the GJ Chamber of Commerce.

Current opportunities include:

- Annual Banquet Sponsorships:** The Chamber is still seeking gaming, decoration and table sponsors for the Annual banquet on January 27th. Sponsorships range from \$500 to \$1,000). In addition we are looking for donations for the silent auction and gaming prizes. Contact Shari M at sharim@gjchamber.org or 970.263.2919.
- Legislative Video Conference Sponsors:** The Chamber hosts eight videoconferences with lawmakers between January and May. For \$500 you can be a sponsor and help cover technology and room charges as well as elevate your profile with policy wonks. (263.2917 or bbair@gjchamber.org)
- Legislative Trip Sponsors:** Betsy is seeking meal and transportation sponsors for the Chamber's annual legislative trip to the State Capitol. Sponsorships range

from \$500 to \$1500 and she will be happy to discuss them with you (263.2917 or bbair@gjchamber.org.)

- Quarterly Membership Meeting Sponsors:** Help host one of our quarterly membership meetings next year at a cost of \$500. You help keep costs affordable for members and get to introduce the keynote speaker.

Annual Banquet Is Coming!

Yes indeed...while many of you are thinking about a jolly old man in red coming down your chimneys we at the Chamber are thinking about how to creatively invite you to another stellar Chamber Annual Banquet.

The date is set...January 27th. The location is set...Two Rivers Convention Center. The theme is set but we have our hair turning red in an attempt not to spill the beans until the invitations arrive. This year you will receive your invitation via email and snail mail so be on the lookout for both. Then reserve your spot early for the best seats. See you there!

We Want to Put YOU in the Spotlight!

The Chamber will be recognizing businesses that have expanded during our Quarterly Membership Luncheon on December 12th. If you have made a capital investment or added employees this year please forward that information to Diane (diane@gjchamber.org). We will buy you lunch and help you celebrate this significant business achievement.



Citizen of the Year Nomination

The Grand Junction Area Chamber of Commerce is soliciting nominations for individuals who have served the community in a special way. Please complete this form and return to the Chamber by January 1, 2012.

Name of Person Nominated: _____

Contact Person: _____

Phone: _____ Email: _____ FAX: _____

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

How does this person actively promote Grand Junction? _____

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

Please return or fax nomination form to:
Grand Junction Area Chamber of Commerce
360 Grand Avenue, Grand Junction, CO 81501
(970) 242-3214 Office
(970) 242-3694 Fax



Business of the Year Nomination



The Grand Junction Area Chamber of Commerce is soliciting nominations for businesses that have served the community in a special way. Please complete this form and submit by January 1, 2012 or you can nominate a business on the web at www.gjchamber.org.

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

Name of Nominated Business: _____

Contact Person: _____

Phone: _____ Email: _____ Fax: _____

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

Please return or fax nomination form to:
Grand Junction Area Chamber of Commerce
360 Grand Avenue, Grand Junction, CO 81501
(970) 242-3214 Phone
(970) 242-3694 Fax



What Do I Get For My Chamber Investment?

It's true. Another year of less than stellar economic activity abroad and at home paired with a recent Chamber member survey indicating the many of you think the recovery is still out there a year or more can be disconcerting to business. For many GJ Chamber members as they stare at a list of bills at year end including an invoice for membership in 2012 a legitimate question is "So... what do I get for my Chamber investment?"

The Schapiro Group was commissioned by the American Chamber of Commerce Executives last year to determine the real value of chamber membership to businesses as it applies to what customers perceive about that business. Findings included:

- People are 19% more likely to think favorably of a business that displays a chamber membership sticker over a business that does not advertise this affiliation.
- If a business person is seen as highly involved through participation on committees, sponsorships, board service, etc., 12% are more likely to think your products/services are better than a non involved competitor.

In other words, potential customers view your business more favorably than your competitors which results in more sales by being a local Chamber member.

Others have attempted to quantify tangible benefits. Shown below are some of the items and their values as set by other chambers and professional associations:

- Lobby display space = \$18
- Job Postings = \$50
- Online Coupons = \$50
- Referrals = \$75
- Internet Listings/Links = \$100
- Networking = \$300
- Directory = \$100
- Briefings and Seminars = \$200

With even this limited list the value of a basic \$313 membership is shown to be \$893. Add in the favorable perception of customers, the lobbying on behalf of business issues, programs such as the Blue Band Shop Local and 500 Plan and a Chamber investment is shown to have a tremendous return.

For the second time in three years the Chamber

Board chose not to raise investment levels for 2012. Our organization is committed to providing a healthy return on your investment in our organization.

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, 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.

Last Call For Registrations
Chamber Trade Mission To China

Deadline
December 15, 2011

Departs April 1, 2012
For details: www.gjchamber.org

A New Way of Doing Business

Are you a small business owner?
Have you thought about expanding your business,
but don't know where to begin?

The Grand Junction Chamber of Commerce, Grand Junction Economic Partnership (GJEP), City Planning, Business Incubator, Workforce Center, Colorado Mesa University (CMU), area contractors and local banks have teamed up to give you the help you need.

Join us to learn how we can help!

When: Wednesday, December 7, 2011 from 7:30 to 9:30 a.m.

Where: Two Rivers Convention Center

What: A two-hour continental breakfast seminar on
"A New Way of Doing Business"

This is an opportunity to see what assistance is available to
businesses wishing to expand and grow in Grand Junction.

.....
Agenda:

7:30 to 8:30 a.m. Continental breakfast and short program

Panel from the Economic Development Partnership featuring:

- Kelly Flenniken from GJEP
- Jon Maraschin from the Business Incubator Center
- Diane Schwenke from the Grand Junction Chamber of Commerce
- Sue Tuffin from the Mesa County Workforce Center
- Tim Moore from City Planning to discuss what has changed

Panel from the local banking industry

Panel from the local contracting industry

8:30 to 9:30 a.m. Time for one-on-one help and discussions

**Don't miss this opportunity to get your business
expansion questions answered!**

Need more information? Call Grand Junction Area Chamber of Commerce 970-242-3214
or info@gjchamber.org



Mark Your Calendar ~ Details & Registration online at gjchamber.org

DEC 7 | 7:30 AM
Two Rivers
Convention Center
There's a New Way
of Doing Business
Open House
 A series of brief presentations about how resources in the community can be leveraged to you grow your business.
No cost to attend.

DEC 12 | 12:00
Noon
Grand Vista Hotel
Quarterly
Membership
Luncheon
 These meetings feature networking, business expansion award presentations and a short program on a topic of interest to the membership.
Cost is 19.50 for GJACC members.

DEC 14 | 7:30 AM
GJACC Conf. Room
Energy Briefing:
Coal Mining Update
No cost to attend.

DEC 14 | 11:45 AM
Clarion Inn
Networking@Noon
 An opportunity to multi-task by having lunch and getting to know fellow business professionals.
Cost is \$15 for GJACC members.

DEC 16 | 7:30 AM
GJACC Conf. Room
Leads Holiday Party
 An opportunity for members of the three Leads Groups to network and celebrate the holiday season.
No cost to attend.
 Reservations requested.

JAN 18 | 11:45 AM
Rockslide Brew Pub
Networking@Noon
 An opportunity to multi-task by having lunch and getting to know fellow business professionals.
Cost is \$15 for GJACC members.

JAN 27 | 6:00 PM
Two Rivers
Convention Center
Chamber Annual
Banquet
 Mark your calendar now to be sure you don't miss this fun-filled evening.
Cost (Before 1/15/12):
Individuals: \$69.50
Corporate Table of 10: \$800

JAN 31 | 5:30 PM
TBA
Business After
Hours
 Premier monthly networking event that gives individuals the opportunity to share ideas.
Advance registration is \$9 for GJACC Members.

FEB 18 | 11:45 AM
Village Inn Horizon
Drive
Networking@Noon
 An opportunity to multi-task by having lunch and getting to know fellow business professionals.
Cost is \$15 for GJACC members.

SAVE THE DATE!
March 1 & 2
Chamber Legislative
Days at the Capitol

GJACC Events Registration Form: December, January & February

- | | | |
|---|---|--|
| <input type="checkbox"/> New Way Doing Business-12/07 | <input type="checkbox"/> Leads Holiday Party - 12/16 | <input type="checkbox"/> Networking@Noon - 02/18 |
| <input type="checkbox"/> Quarterly Luncheon - 12/12 | <input type="checkbox"/> Networking@Noon - 01/18 | |
| <input type="checkbox"/> Energy Briefing - 12/14 | <input type="checkbox"/> Annual Banquet - 01/27 | |
| <input type="checkbox"/> Networking@Noon - 12/14 | <input type="checkbox"/> Business After Hours - 01/31 | |

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 _____

Authorized Signature: _____

All events require pre-registration and pre-payment. Registration fees are non-refundable two 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 most Chamber events and used for marketing purposes.

2012 Officers Approved



Phyllis Norris



Michael Burke



Lois Dunn



Nina Anderson



Michael Anton



Nathan Wallace

The Chamber Board of Directors accepted the officer nominating committee report and ratified the following slate of officers for 2012:

- Chairman of the Board: Phyllis Norris
- Chair Elect: Michael P. Burke, Kain & Burke, PC
- Immediate Past Chairman: Lois Dunn, Invest in Colorado West, Inc.
- Vice Chair: Nina Anderson, Express Employment Professionals
- Vice Chair: Michael P. Anton, EmTech Inc.
- Vice Chair: Nathan Wallace, CommWest

Recent Ribbon Cuttings/Groundbreakings



Alpine Hospice, 2764 Compass Dr Ste 110, Grand Jct., CO 81506 | (970) 245-0188 (Hospice) New Location



American Furniture Warehouse, 2570 American Way, Grand Junction, CO 81505 | (970) 208-1920 (Furniture) New Business



The Cinnamon Grill, 624 Rae Lynn Ste C, Grand Junction, CO 81505 | (970) 243-4100 (Restaurant) New Business



Pollo Azado, 304 North Ave, Unit 1, Grand Junction, CO 81501 | 256-9400 (Restaurant) New Business



Royalty, 2500 North Ave Ste 4, Grand Junction, CO 81501 | (970) 241-3084 (Retail) New Business



Sweet Kisses Clothing Boutique, 2500 North Ave Ste 5, Grand Junction, CO 81501 | (970) 234-5903 (Retail) New Business



Welcome

New Members
Chamber

Please add to your Membership Directory and Buyer's Guide



5 Star CDL Academy, Inc.

LeRoy & Patty Arguello
(970) 241-1025
www.5starcdltraining.com
Education: Truck Driving School

Adams Lightning Quick Print, LLC

2584 Patterson Rd, Ste C
Grand Junction, CO 81505
Steve Nicholas
(970) 245-5065
www.adamslqp.com
*Printers, Publishers, & Graphic Design
Promotional Products*

Cissy's Auction & Special Events, LLC

PO Box 266
Loma, CO 81524
Cissy Tabor
(970) 216-9988
www.cissysauction.com
Auctioneers

The Cowboy and the Rose Catering, LLC/Eglantine Catering

PO Box 2505
Grand Junction, CO 81502-2505
Zane & Mary Lou Lawson
(970) 260-1464
www.Eglantinecatering.com
Caterers

East West Roof, LLC

2454 Patterson Rd, Ste 210
Grand Junction, CO 81505
Scott Barch
(970) 379-8204
www.ewroofing.com
Roofing Contractors

Eastern Reservoir Services

560 25 Rd, Ste B
Grand Junction, CO 81505
Alan Snow
(970) 257-1600
www.easternreservoirservices.com
Energy

Knowles Enterprises

PO Box 41017
Grand Junction, CO 81504
Mike Knowles
(970) 434-1912
Trucking Service

Merritt & Associates G.C. Inc.

2102 Hwy 6 & 50
Grand Junction, CO 81505
Meritt Sixbey
(970) 241-5164
*Construction Management/
Development*

No Coast Sushi

1119 N 1st St, Ste A
Grand Junction, CO 81501
Elizabeth Boyd
(970) 255-1097
www.nocoastsushi.com
*Restaurants/Night Clubs
Caterers*

Old School Roofing, LLC

PO Box 1140
Clifton, CO 81520
Todd Butler
(970) 243-0000
www.oldschoolroofingllc.com
Roofing Contractors

Rocky Mountain Telecom & Data

462 Glen Rd, Bldg B
Grand Junction, CO 81501
Hank Halbert
(970) 241-6340
www.rmtd.net
*Telephone: Communication
Equipment/Services*

Source Office Products

Teresa Kareus
(970) 245-5951
www.sourceofficeproducts.com
*Office: Equipment, Furniture &
Supplies*

Suite Retreats

Charley Licklitter
(970) 234-3038
www.suiteretreats.dreamtripslife.com
Travel Agencies/Travel Services

Your HOA Team

PO Box 159
Mack, CO 81525
Barbara M. Lucks
(970) 274-1286
www.yourhoateam.com
Home Owner Association Services

strengthen the economy
marketing
PROMOTE

Represent Business
NETWORKING
politically active



Business Barometer

October 2011

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

info@gjchamber.org

970.242.3214

Sales & Use Tax Revenue Collections			
October	2011	2010	% Change
City of Grand Junction	\$3,559,738	\$3,438,322	3.5%
Total YTD (Jan-May)	\$33,039,167	\$31,885,149	3.6%

Building Permits				
October	2011	Total Value	2010	Total Value
New Single Family Residence	14	\$2,793,470	20	\$4,518,528
New Commercial	3	\$1,227,667	1	\$125,376
Other	162	\$7,914,330	128	\$2,118,298
Totals	179	\$11,935,467	149	\$6,762,202
YTD Totals	1,516	\$114,691,233	1,392	\$121,196,592

MLS Statistics - Quarterly		
3rd Quarter	2011	2010
Total Sold	843	602
Dollar Volume	\$153,800,000	\$143,400,000
Total Sold YTD	2323	1913
Dollar Volume YTD	\$447,800,000	\$449,400,000

Source: Bob Reece, Advanced Title Company www.advancedtitleco.com

Hotel/Motel Occupancy		
October	2011	2010
Occupancy Rate	56.2%	58%
Average Daily Room Rate	\$79.96	\$78.80

G J Regional Airport		
October	2011	2010
Enplaned	19,265	20,756
Deplaned Airfreight*	781,276	762,061
Enplaned YTD	186,155	184,665
Deplaned YTD	8,116,621	7,893,144

*Airfreight is in lbs

Mesa County Foreclosures		
Year	Number Filed	Number Gone to Sale
2008	469	111
2009	1,290	359
2010	1,580	1,072

Labor Market Statistics		
October	2011	2010
Civilian Labor Force	77,486	78,382
Total Employment	70,891	70,923
Total Unemployment	6,595	7,459
Unemployment Rate	8.5%	9.5%

Sources: Advanced Title Company, Colorado Workforce, Grand Junction City Sales Tax Department, Grand Junction Regional Airport, Grand Junction Visitor and Convention Bureau, Mesa County Building Department, Rocky Mountain Lodging Report

2011 Chairman's Circle Members

Alpine Bank
American National Bank
Blue Finn Creative Group
CenturyLink
FCI Constructors, Inc.
Grand Junction City
Government
Rocky Mountain Health
Plans
St. Mary's Hospital &
Regional Medical Center,
Inc.
US Bank
Wells Fargo Bank

gjchamber.org

YOUR LINK TO BUSINESS

VOLUME #28 • ISSUE #12

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Chamber of Commerce
360 Grand Avenue
Grand Junction, CO 81501

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

Grand Junction Area



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Postage
PAID AT
Grand Junction
CO 81501

CHAMBER OF COMMERCE MISSION:

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

OUR CORE FUNCTIONS:

- Creating a Strong Local Economy
- Promoting the Community
- Providing Networking Opportunities
- Representing Business to Government

Networking@ Noon

Grand Junction Area
Chamber of Commerce

December 14, 2011
Clarion Inn, 755 Horizon Dr

11:45 a.m. to 1:00 p.m.

\$15 Per Person/\$20 Future Members

Ever wonder how other local businesses solve problems concerning *marketing, promotion, human resources*, and other common business issues?

Networking@Noon is an excellent way for business people to make new connections over lunch and discuss with 5-6 other business people what works (or doesn't) in their businesses.

Four convenient ways to register:

Mail: GJ Area Chamber, 360 Grand Ave., GJ, CO 81501
Phone: (970) 242-3214 Fax: (970) 242-3694
On-line: www.gjchamber.org