

ABDC | Aurora Business Development Center

September seminars at Aurora Business Development Center

Call on the Aurora Business Development Center for your small business training needs! The following seminars will be offered in September and take place at the Aurora BDC unless otherwise noted:

Obtaining Business Financing

Tues., Aug. 28,10:00 AM - noon - FREE

This two-hour overview will cover the different sources of capital including SBA and micro-loans, lending criteria, and fundamentals of the loan application, package and process. A must-attend if you are seeking financing for your business!

QuickBooks For Beginners

Wed.,Sept.19 & 26,1:00 - 4:00 PM

\$45/person -- a two-session seminar (3 hrs. each)

Location: MLK Library, Computer Lab

QuickBooks is an easy-to-use tool that can simplify your business bookkeeping system. Learn how to set up a computerized business accounting system, create invoices, reconcile accounts, generate financial reports and more. Includes a step-by-step manual. Familiarity with Windows operating system required.

Sales Tax Made Simple

Thur.,Sept.13,9:00 AM- 3:00 PM - FREE

Representatives from the Dept. of Revenue and city of Aurora will cover sales and use tax, types of licenses, sales tax collection, overview of tax forms, filing a sales tax return, Home Rule issues, and much more!

Basics of Starting a Business

Wed., Sept. 5, 1:00 - 3:00 PM - FREE

Want to know how to turn that business idea into a reality? This two-hour overview will cover legal structure, trade name registration, business and sales tax licenses, basic business planning--and includes an entrepreneurial assessment! Recommended companion seminar: Obtaining Business Financing

Obtaining Business Financing

Wed., Sept. 12, 1:00 - 3:00 PM - FREE

This two-hour overview will cover the different sources of capital including SBA and micro-loans, lending criteria, and fundamentals of the loan application, package and process. A must-attend if you are seeking financing for your business!

Writing a Winning Business Plan

Tues., Sept. 11, 1:00 - 4:00 PM - \$25/person

A business plan will help you start, grow and manage your business. Learn how to develop the components of a good business plan including goal setting, market research, management, promotion and financial projections. Includes business plan and financial projection templates. Recommended companion seminar : Smart Marketing

HOW TO REGISTER:

Pre-registration is required due to limited seating. Call (303) 326-8690 or register by e-mail: info@aurorabdc.com. Payable at the door by cash or check to the Aurora BDC; credit cards are not accepted. A complete schedule is available on-line at www.aurorabdc.com or by calling the Aurora BDC at (303) 326-8690. Ask about the Chamber discount.

* Select two \$25 seminars and pay only \$45 (payable at the first registered class; a voucher will be given upon receipt of payment).

The Aurora BDC is located in the Florence Square building: 9801 E. Colfax Ave., Ste. 200 Aurora, CO 80010-2154

Martin Luther King, Jr. Library: 9898 E. Colfax Ave., Aurora, CO 80010 (between Elmira and Emporia Streets in Original Aurora; across the street from the Aurora BDC).

Outback Steakhouse
RAM Industrial, Inc.
Residence Inn Denver South/Park Meadows Mall
Regional Transportation District (RTD)
Sam's Club #4816
Jude Sandvall
Sign*A*Rama
Smoky Hill Rotary Club
Law Offices of John Song
Southlands
Sweet Tomatoes, The Salad Buffet Restaurant
Total Business Communications, Inc.
Viacom Outdoor
Wal-Mart Stores #3566
Wealth Management Partners

Westerra Credit Union
2G Associates, LLC.
Academy Roofing, Inc.
Adams County Workforce and Business Center
Advance Transport LLC
American Advantage Financing Solutions, LLC
American Red Cross
Apex Communications Services, Inc.
Arapahoe County Sheriff's Office
Arapahoe Library District, Smoky Hill Branch
ARS of Colorado
Aurora Denver Cardiology Associates, PC
Bathgate Capital Partners
Bright Now Dental
Building Services Group, Inc.
Carrabba's Italian Grill
Cherry Creek Retirement Village
Chick-fil-A @ Pioneer Hills
Children's Hospital, The
Colorado Fusion Soccer Club
Consolidated Construction Management, LLC
Courtyard Denver South
Emerald Construction Management
Fire Safety Services
First Data
Fitzsimons Redevelopment Authority
Garden Terrace Alzheimer's Center
Grand Design, Inc
Hampton Inn - DIA
Handyman Matters
Housing Justice! Inc.
Hyatt Place Denver Park Meadows
The Jones Company LLC
Kaiser Permanente
La Quinta Inn and Suites Denver Airport DIA
La Quinta Inn and Suites Denver Tech Center
Lowry Redevelopment Authority
Maid In Colorado
The Maytag Store/Appliance Solution, Inc.
Mesa Systems, Inc.
Midwest Sales
OfficeScapes

Renewals

Advantage Rent-A-Car
Air Reserve Personnel Center
ALMC Mortgage
The Arc of Aurora
Aspenwood
Aurora Concrete Sawing
Aurora Symphony Orchestra
Barbarigo's, Inc.
Beacon of Hope Outreach Center
Bent Fork American Grill
Beverage Distributors
BJ's Restaurant & Brewhouse
Brock Publishing
Coldwell Banker Residential Brokerage
Colorado Insurance Professionals
Comfort Inn Aurora
Comfort Suites - DIA
Country Inn & Suites By Carlson
Credit Union Association of Colorado
Delphic Information Systems
Developmental Pathways
Fairfield Inn DIA
Foxridge Farm
Frederick Ross Company
GBSM
Interstate Turbo Supply & Accessory Co.
Robert G. Krech, CPA
Lend Lease Communities
LOGO ON
Metro Renovations, Inc.
Brian Molitoris, Photographer
National American University
New York Life
Rumbi Island Grill
Sam's Club #6631
Tilden Car Care
Trilogy Benefits, Inc.
University of Colorado at Denver Health Scien
VK Systems Furniture, Inc.

NEW MEMBERS

Acme Tent & Canvas Company
Aurora Office of Emergency Management
Britton Business Solution
EMI Automotive Group
Florence Square Apartments
Living Tower Church
Magnum Accounting Solutions
Medical Service Organization, Inc.
Mountain View Publishing
Mt. Fuji Sushi and Hibachi
Bill Murray
Myrco Travel Service
Nexion Health at Cherry Creek, Inc.
Paradise Bakery & Cafe
People 2 People Marketing
Sassy Bears & Fabrics
Short Elliott - Hendrickson
The Movie Tavern

METRO COMMUNITIES



Upcoming Events

Labor Day Sept. 3

Chamber closed

Leadership Aurora Reception

Sept. 6 | 5:30 p.m.

Doubletree Hotel SE

Business before Hours

Sept. 14 | 7:30 a.m.

123 Fit (Tower & Hampden)

Taste of Aurora

Sept. 20 | 5:30 p.m.

Stampede (Havana & Iliff)

Fun at Fitz

Sept. 22 | 10 a.m.

General's Park (Colfax & Peoria)

Fox Gala

Sept. 22 | 6 p.m.

Fox Theater & Arts Center

(Colfax & Florence)

City Council/School Board Debates

Sept. 26 | 6 p.m.

KACT-TV (Aurora Main Library on Alameda)

Business after Hours

Sept. 27 | 4:30 p.m.

Amazing Jakes (Abilene & Florida)

Front Range Business Showcase

Oct. 10 | 9 a.m.

Radisson Hotel SE (Parker & 1-225)

Newsletter Online

Don't forget that the monthly *IMPACT* is on our Web site before you get it in the mail! The newsletter is sent via bulk mail at the end of every month, and can take up to 14 days to get into your hands.

The monthly package you receive in the mail is chock full of offers and information from your fellow Chamber members, as well as registration forms and meeting notices from The Chamber. Be sure to open it and look through the flyers as well as the newsletter!

aurora | centennial | commerce city | denver



And the winner is...!



Leadership Aurora Program Director Kimberly Curtis reaches deep to choose the winner of **Frontier Airlines** tickets at the conclusion of the annual Leadership Aurora Golf Tournament sponsored by **Rural/Metro Ambulance**. The winner of the tickets was Jim Dunston. Winners of the tournament can be found on page _____. Also pictured are (l-r) Dave Maxwell representing **1stBank of Aurora**, Chamber VP George Peck, Curtis and a celebratory Chamber Board Chair Bob Barké. [See story on page 3]

Horizon City Center to set sustainable standard

Horizon City Center, a 500-acre development located at the southwest corner of Interstate 70 and E-470 in Aurora, is one the first developments in Colorado selected to take part in a nationwide effort to set sustainable building and planning standards for residential developments.

Horizon City Center is among a select group of sustainable developments nationwide chosen and announced by the U.S. Green Building Council to participate in the Leadership in Energy and Environmental Design

for Neighborhood Development (LEED-ND) Pilot Program.

Chamber member **Lend Lease Communities** is developing Horizon City Center, a \$2 billion project that will combine commercial, retail and residential uses in a sustainable format. **Lend Lease Communities** plans to break ground on the project in early 2008.

"Sustainability is in our DNA," Lend Lease Communities Project Director Simon Walker said. "Gaining the LEED-ND designation affirms that

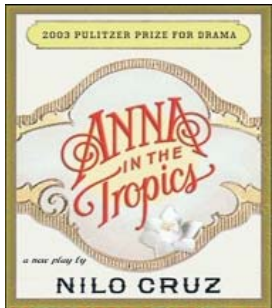
our plan for Horizon City Center is a step above and beyond other projects. It also means Lend Lease Communities will have a hand in shaping the nation's leading sustainable neighborhood standard."

Horizon City Center is situated at a key location in the region. Aurora city leaders are following the project closely. "We're thrilled the Horizon City Center is setting the bar for building green," Aurora Mayor Ed Tauer said. "Hats off to Lend Lease for doing it right."

Fox Gala features Pulitzer winning play

The Pulitzer prize winning play ***Anna in the Tropics*** will be featured at this year's Fox Gala. The very popular evening event, will also feature food, wine, and fun in a tropical-styled Plaza next to the Fox Arts Center. Scheduled for Sept. 22, the evening will kick off at 6:30 p.m. with dinner featuring fine cuisine by **Carrabba's Italian Grill** as well a selection of great wines. The Fox Board also promises to have their usual eclectic silent auction items to tickle your fancy. Curtain rises at 7:30 p.m. A special dessert and gourmet coffee will be served on the Plaza following the play. Sponsorship packages are available

ranging from Producer level featuring the best seats in the house, through Director and Star packages. Additional information on the play, sponsorships and the evening in general are available on the Chamber web site, www.aurorachamber.org or by calling George Peck at 303-344-1500. "This is a great evening—one you can turn into something very special for your company with the appropriate sponsorship," said Peck. "You really don't want to miss this season kick-off event."





Kevin Hougen
President & CEO

This summer is hot, hot, hot, and I'm not just referring to our outdoor temperature this month. The hottest news in the eastern metro area this summer occurred on June 14 when the final phase of the move for the **University of Colorado at Denver and Health Sciences Center** to the **Anschutz Medical Campus** in Aurora occurred. With **University Hospital** locating to the **Anschutz Medical Campus** the employment figures went to over 6,200 people on the campus—more, by the way, than were on Fitz when it was an Army Medical Center. And, by next year with the opening of **The Children's Hospital** an estimated 16,000 employees and over 6,000 visitors will be traveling to the Fitzsimons campus. In addition, you can see progress almost every day in the area surrounding the medical campus as new businesses finalize their operating plans.

Aurora looking at NASCAR

The competition for a new racetrack is heating up. Rocky Mountain Speedway Corp. is a subsidiary of International Speedway Corp., owner of Florida's Daytona International Speedway and other racetracks. ISC executive Wesley Harris said this past week that his group is looking at a site in Aurora for a new NASCAR-style racetrack. Even though we lost an opportunity back in 1999 and in 2000, the business

The Chamber's Mission

The mission of the Aurora Chamber of Commerce is to serve as a voice for the business community, acting as an advocate for its members on issues that affect their growth and long-term economic vitality.

President's Letter

community is backing the attempts to bring racing back to the front-range. NASCAR racing is one of the largest sporting events in the country, with millions of fans and some of the highest dollar sponsorships in the sports entertainment arena. This is another hot issue that could prove to be an economic bonanza for our area.

President Clinton to Deliver Keynote
The Aurora Economic Development Council will present former President Bill Clinton as the keynote speaker at their A-List 2007 Luncheon scheduled for Monday, September 17. Like our weather, this is a hot event that will bring together more than 2,500 business, community and political leaders from the seven-county metro area to celebrate the economic success of the city of Aurora and the surrounding region. Chamber board member and President of the Aurora Economic Development Council Wendy Mitchell commented, "We are thrilled to host President Clinton at the 2007 A-List luncheon presented by Opus Northwest, L.L.C. No one is more qualified to speak about the complex issues surrounding global leadership." For more information please call Emerald Thomas at 303-340-2101 or go to A-List@auroraedc.com.

Cool Water Still a Hot Issue

Our friends in the Aurora Water Department have pointed out that the last significant rainfall we received in Aurora was in early June. Since then it has been terribly hot and dry, a condition that has been responsible for making lawns a bit crispy and employees glad to be working in air-conditioned businesses. The good news is that Aurora's reservoirs nearly filled with spring runoff this year. With care

that storage should hold us over through this dry spell. I'm confident Aurora Water customers will continue to conserve water this summer, despite the heat so the picture will not be as grim as it could be. This weather pattern calls to mind the rationale behind Aurora's Prairie Waters Project. Construction has begun on this project that will provide Aurora with a drought-hardened water supply by late 2010. The project will increase Aurora's water supply by 20 percent or about 3.3 billion gallons annually. As for dealing with those dry lawns, Melissa Elliott with Aurora Water reminds us that the Kentucky Blue Grass that most of us have is a cool season turf. "When you see brown spots and the green turns that hazy blue color, the turf is doing exactly what it is supposed to do in hot weather," she told us. "Continue to irrigate efficiently and when we get wet weather and cooler temperatures the turf will return to the green that we identify with." For more information on water conservation and the Prairie Waters Project visit www.aurorawater.org.

Study: Consumers like Chamber members
A new national study reveals that membership in a local chamber of commerce can significantly boost a business's image among consumers, as well as among other businesses. In fact consumers are 63 percent more likely to buy from Chamber members. In the scientific survey of 2000 U.S. adults, The Schapiro Group, an Atlanta-based strategic consulting firm, found positive perceptions of chamber members in a number of areas, including overall favorability, consumer awareness and reputation, and likelihood of future patronage.

DON'T FORGET: "Every employee of a Chamber member is a member of The Chamber"

Please route this issue to your sales reps, account managers, marketing directors, HR and PR departments. You can also access each month's newsletter online at our website, www.aurorachamber.org, so you can forward it to every employee in your company!

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- Harrison Cochran | Aurora Sentinel & Daily Sun
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Prairie Waters Pipeline



Signing off for the future — Aurora City Manager Ron Miller signs a section of the huge pipe that will bring millions of gallons of water to Aurora in the future. The pipe was near the area a groundbreaking ceremony was held for a new water purification plant. The plant will serve as cornerstone of \$754 million sustainable water project in Aurora. All guests at the ceremony, held July 25, were invited to sign the pipe. (Photo courtesy City of Aurora Water Department)

Aurora Water breaks ground on state-of-the-art purification facility

City of Aurora officials and more than community leaders turned out to help break ground construction of a state-of-the-art purification facility at Aurora Reservoir. The purification facility is a major component of the Prairie Waters Project, Aurora's plan for delivering as much as 3.3 billion gallons of water to the city annually by 2010. The Prairie Waters Project is a sustainable water supply project designed to ensure Aurora customers receive a high-quality, reliable water supply, said Melissa Elliott, a spokesperson for Aurora Water. "Once complete, it will be one of the most advanced water purification facilities in the country and will to treat up

to 50 million gallons of water per day," she said. The Prairie Waters Project is funded through a combination of tap fees, and water rates. The project had its genesis in 2002 when Colorado experienced a drought so severe the city's reservoirs were drained to just 26 percent of capacity. Aurora's Director of the Water Department, Peter Binney noted that the drought emphasized the need to develop a comprehensive, long-term plan to provide a future supply of high quality, reliable water to the city and began putting together a long-term plan. The purification facility is a major component of the Prairie Waters Project, Aurora's plan for delivering as much as 3.3 billion gallons of water to the city annually by 2010.

Aurora Housing Authority Sweeps NAHRO Awards

The Aurora Housing Authority took home four top awards from the Colorado NAHRO (National Association of Housing and Redevelopment Officials) annual conference in Colorado Springs, recently. Preston Prince, AHA Executive Director, was named Outstanding Director, and Tania Morris, AHA Manager of Assisted Housing, was named Outstanding Staff Member. The Affordable Housing Design Award went to Jennifer Siegel for the Plaza Townhomes at Macon/Moline, and the Community Revitalization Award was presented to Elizabeth Gundlach-Neufeld, for the 2006 Aurora

Community Reinvestment Program. AHA staff members Penny VanderWall, Director of Assisted Housing, and Jennifer Maldonado, Lead Housing Specialist, were featured speakers at the conference. Prince also moderated two sessions: the National NAHRO Candidates forum and the National Outlook on Housing forum. Local housing authority executive directors, commissioners and staff attended the Colorado NAHRO conference, which dealt with public housing, Section 8, project-based Section 8, community revitalization and development and other timely issues.



Award winning design – The innovate Plaza Townhomes at Moline and Macon are checked out by attendees to the opening. Jennifer Siegal working with the Aurora Housing Authority won the annual National Association of Housing and Redevelopment Officials Affordable Design Award for the work she did in creating the imaginative design. (Photo courtesy City of Aurora).



Is this a quiz? — Dr. Linda Bowman (at podium), President of the Community College of Aurora introduces a distinguished panel as they prepare to discuss where the education community is poised to go in the critical years ahead. On the panel (l-r) were Colorado Commissioner of Education Dwight Jones and School Superintendents Dr. Monte Moses of Cherry Creek and John Barry of Aurora. Nearly 300 community and business leaders attended the breakfast at the Radisson SE organized by the Chamber Government Affairs and Education Committee and sponsored in part by 1st Bank of Aurora and the Foundation for Educational Excellence. They spoke about the challenges they face both state-wide and locally. (Photo by Barbara Peck, In Your Element Photography)



Get on the art train - Members of Aurora Art in Public Places commission headed by Business for the Arts Committee member Deana Miller bask in the glow of Ira Sherman's kinetic light sculpture called "Strange Machine" at the light rail station at Louisiana and Pearl. The commissioners, including Chamber Board member Kim Harrell were taking part in an RTD "Light Rail Pub Crawl Tour" to view station art throughout the system. They will be helping select art for Aurora Light Rail stations. Pictured are (l-r) are Rob and Terry Gehler, Anne Feeney, Harrell, Ira Sherman the artist, and Barbara Peck. In the back row are Tom Issacson, Jane McGrath and noted Denver Historian Tom Noel. (Photo courtesy Jeffrey Durst, Historic Denver)

Member News

The Children’s Hospital supports APS

Although they aren’t schedule to arrive on the Fitzsimons Campus in Aurora until October, more than 75 volunteers from The Children’s Hospital spent June 21 in their new community helping out at two Aurora Public Schools. The group traveled to Montview and Fulton Elementary Schools to do landscaping, painting and playground work.

“This is the first step in what we hope is a long partnership with The Children’s Hospital.” We are grateful to the staff for supporting our students and schools,” APS Chief Operating Officer Anthony Sturges said.

“All of us at The Children’s Hospital look forward to our move this fall to our new location and are eager to call Aurora home,” said Jim Shmerling, President and CEO of The Children’s Hospital. “To help us get acquainted and meet some of our new neighbors, we wanted to pitch in and lend a hand for the benefit of Aurora’s public school kids.”

Staff from the City of Aurora Parks and Open Space Department and Singing Hills Landscaping were on hand to assist and provide direction as needed.

Bedwell is tops in his profession

The Association of Public Safety Communications Officials (APCO) recently named Mike Bedwell as Manager of the Year. Bedwell, the City of Aurora’s Manager of Public Safety Communications since 2005, was cited for the work he has done in easing some of those pressures felt by those who work in the 911 Call Center. Facing high turnover rates in the stress-filled 911 arena, Bedwell set out to give his team the tools they needed to be successful in their jobs. He focused on bolstering the training provided to his staff. Each newly hired dispatcher completes six months of rigorous training, including a great deal of cross-training across different job functions. A cross-trained staff has allowed Bedwell to decrease the amount of overtime required of the dispatchers and increase their skill-sets. Turnover rates went from 48 percent in 2005 to 18 percent today.

Southlands 5K Race to benefit Aurora Family YMCA

Southlands continues its tradition of community involvement on Sept. 15 when it sponsors the First Annual 5K Race and One-Mile Family Fun

Run/Walk!

Runners and walker will be able to earn additional points for their participating Earning 4 Learning School of your choice. One Mile participants can bring pets, kids and friends to raise money for Aurora Family YMCA.

The course will begin at the Town Square outside Gymboree. Participants will then travel up Main Street, East on Smoky Hill, North on Aurora Parkway, West on Orchard Road, East on Prospect Avenue, North on Central Avenue ending in the Town Square. As a bonus all participants receive a free goodie bag filled with coupons, gifts and more. If you are interested additional information and registration is available online at www.shopsouthlands.com.

Aurora water bonds receive credit rating upgrade from Moody’s

The City of Aurora water revenue bond credit ratings have been upgraded to an Aa3 (from A1) rating by Moody’s Investors Service and affirmed at an AA-rating by Fitch Ratings according to John Gross, Director of Finance. The high financial ratings will significantly reduce financing and insurance costs for the city’s Prairie Waters Project, resulting in an estimated \$2.23 million savings over the life of the \$425 million water bonds.

Mid-Year Directory in Final Stages

Chamber membership continues to grow as is evident in the latest Aurora Chamber Mid-Year Directory. The latest update covers new chamber members from January through July – from **Magnum Accounting Solution** (Accounting & Tax Preparation) to **Myrco Travel Services** (Travel). The mid year edition is expected to reach members later this month.

Save the date—“Taste” is coming!

The popular **Taste of Aurora**, an annual opportunity for Chamber members to sample food from a wide variety of Eastern Metro restaurants, is back on the calendar according to Naomi Colwell who coordinates the event for The Chamber. Set for Sept. 20, the palate pleasing evening, co-sponsored by the **Aurora Sentinel**, will once again be held at the **Stampede** at 2430 S. Havana Street with doors opening at 5:30 p.m. More than 50 food and beverage vendors are expected to participate.

Aurora Chamber Foundation sets up reward fund

The **Aurora Chamber Foundation**, in conjunction with the **Aurora Rotary**

Club and the **Aurora Police Department** has initiated a special fund to help reward crime witnesses who provide substantial information to help solve crimes committed in Aurora. Money raised by the Rotary Club and The Chamber will give police investigators one more tool to solve tough crimes by giving them the ability to offer a cash reward for critical information. APD Chief Dan Oates, himself a Rotarian, suggested the approach based on the success he had had while serving in other police departments.

Navy Operational Support Center makes changes

A change of command ceremony in the best Navy tradition Commander Pat O’Flaherty took command of Buckley’s **Navy Operational Support Center** July 14. O’Flaherty, who is originally from Aurora, took over the unit from Commander Christian Hansen who is has been selected by the Navy to help set up a new command in Africa.

In a related move, Lieutenant Commander Dennie Bourbeau, the **NOSC** Executive Officer and a member of the Defense Council Executive Committee closed out a 20-year Navy career that included duty as a P-3 Orion pilot in a retirement ceremony that included a renewal of his marriage vows to his wife Judy, an Aurora native. The Bourbeau’s plan to stay in the Aurora area.

Havana BID elects Suss President

The Havana Business Improvement District elected Paul Suss (Suss Buick, Pontiac, GMC) as their first president. Also elected were Michael Sheldon as Secretary and Jack Tierney who will serve as Treasurer of the newly formed organization.

The newly formed board’s first action was to name Gayle Jetchick as the Executive Director and retain Grimshaw and Harring as legal counsel for the BID. Dumitri’s Restaurant at 1911 S. Havana was also named as the preferred location for meetings.

The Havana BID was formed to improve the look and atmosphere of businesses along the Havana corridor from East 6th Avenue to the north and East Dartmouth Avenue to the south. Money raised would be used for such things as beautification of storefronts and streetscapes, as well as support of redevelopment of the old Buckingham Square Mall area to create a destination point for the western border of Aurora.

ArapCo Sheriff offers Citizen Academy

The Arapahoe County Sheriff’s Office will conduct their annual Citizen’s Public Safety Academy October 2 - 25. Classes will be held each Tuesday and Thursday evening from 6:00 p.m. - 9:00 p.m., with an all-day range day scheduled for Saturday, October 13.

This academy is designed to give Arapahoe County citizens a behind the scenes look at their Sheriff’s Office. Presentations include an Overview, Arrest Control Techniques, Patrol Procedures, Special Units Demonstration and a facilities tour.

Citizen’s interested in participating are encouraged to contact Deputy Larry LaFlam, at 720-874-3903 or lflam@co.arapahoe.co.us.

Letourneau holds workshop

A full-day workshop on marketing and selling featuring Aurora Chamber member Tom Letourneau of Customer Development Group is on the bill for the Parker Chapter of Sales Professionals International on Sept 28. According to Letourneau, the workshop is targeted toward the entrepreneur and small business person. “We will show you how to increase sales, improve profits and get more customers,” Letourneau said. The 8 a.m. – 5 p.m. workshop will be Friday, Sept. 28 and will cost \$99. For more information, call **Frank Loner (Gaspar-Jones Insurance)** at 303-740-9404 ext 109.

Banka named to Board

Sunny Banka with Sunny Homes and Associates has been named to the Board of the Colorado Association of Realtors. Banka, who has served on the Aurora Board of Realtors is a respected realtor and community activist in the Eastern Metro area.

Kissinger & Fellman names Abramson as shareholder

Kissinger & Fellman P.C. announced today that attorney Jonathan Abramson has become a shareholder in the law firm.

Abramson joined Kissinger & Fellman in 2005. He specializes in the fields of civil litigation, criminal defense and highway accident defense. He earned his Juris Doctorate at the University of Denver and his Bachelor of Arts at the University of Michigan.

When Work Works!

Three receive national recognition for workplace flexibility

Three local businesses including Chamber members **Arapahoe/Douglas Works!** and **The Medical Center of Aurora** were named a winners of the Alfred P. Sloan Award for Business Excellence in Workplace Flexibility at a special ceremony Aug. 10. Presented by Greg Roth, senior manager of programs for the U.S. Chamber of Commerce’s Institute for a Competitive Workforce, the award singled out the three companies some of the top practitioners of workplace flexibility in the nation.

Winners of this prestigious award not only offer excellent workplace flexibility policies and practices, but they also use flexibility as a strategic business tool to benefit business and employees.

“Two of the biggest issues for employers in today’s economy are recruitment of top talent and retention of valued employees,” said Roth, “The business community sees workplace flexibility as a vital piece in a broader plan to develop the strongest possible workforce. As a strategy to stay competitive, workplace flexibility can be a sound business decision for

employers no matter the size or industry sector.”

Applicants for the Alfred P. Sloan Awards were evaluated in a rigorous two-step process, first comparing the employer’s application to nationally representative data from Families and Work Institute’s National Study of Employers, and then validating what employers report against employee responses.

“This award is one of the most rigorous in the country,” said Ellen Galinsky, president of Families and Work Institute. “When comparing the winners to national data, they score in the top 20 percent of all employers in the U.S. – which is phenomenal,” she said. “These businesses understand that workplace effectiveness and flexibility are part of being an employer of choice today. They are truly models for other companies.”



ADW really does work! – Joe Barela (center), division manager of Arapahoe/Douglas Works! shows off the Sloan Award his organization earned from the U.S. Chamber of Commerce for excellence in workplace flexibility. Joining Barela are Chamber President Kevin Hougren (left) who nominated ADW for the honor and Chamber Board Chair Bob Barké. Others who were presented awards at the Aug. 10 ceremony were The Medical Center of Aurora and Lee Hecht Harrison. (Photo by Barbara Peck, In Your Element Photography)

The Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility are part of the When Work Works project to recognize businesses that are dedicated to making work “work” for the employer and the employees. Nominees were submitted by the Aurora Chamber of Commerce.

Leadership Aurora Golf Tourney scores another success



There were many winners and no losers at the 9th Annual Leadership Aurora Golf Tournament at the beautiful **Heritage Eagle Bend** course in June. Taking home top honors (see picture) was the **Advantage Security Team** of Vic Evans, Stan DePue, Mike Cooley and Mark Conley coming in with an incredible 49. Joining Advantage near the top was **The Children’s Hospital** team of Peter Durante, Joanne Durante and Jeff Harrington; and the group from **Olinger Hampden Mortuary** with Michael Long, Mike Greenwood, Derringer Martinez and David Feir. The low ladies score was attained by the **Ryden & Associates** team of Sue Ryden, Stephanie Foote, Lynette Woodbury and Krystal Woodbury. Bringing home the highest score, and according to them, the highest fun quotient was the **Pinnacol** team of Michelle Adams, Megan Datwyler, Amanda Crocker and Susan Olson.

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Individual accomplishments included:
Most Accurate Drive – Jeff Hahn, Closest to the Pin, Men – Harry Glidden, Women– Julie Majors; Longest Drive, Men—Mark Conley; Women – Paulette Jerpe; Longest Putt, Men – Kiely Wilson, Women – Diana Martinez.



A real advantage – Vic Evans (center) joins his fellow golfers Mark Conley (r) and Stan DePue (l) showing off the crystal trophies Team Advantage Security received for winning the Leadership Aurora Golf Tournament. Not pictured is team member Mike Cooley.

Ribbon Cuttings



Edit that film! — Jeff Benson, CEO of Aurora's newest entertainment venue, tries his hand at "cutting film" to mark the opening of the Movie Tavern in the Seven Hills Plaza on Hampden and Tower. Joining Jeff in the festivities that included dinner and a movie were (l-r in the front row) General Manger Andrew White, Director of Operation Chris Gainey and Vice President Dennis Butler, Bensen, Ambassador Cheryl Derman, Ambassador Ken Melcher, Congressman Perlmutter's Staffer Bill Holen and Aurora Councilman Larry Beer. Movie Tavern brings first run movies, food and drink to their customers every evening. They can also do special events. Additional information is available by calling 303-680-9913.

(Photo courtesy Barbara Peck, In Your Element Photography)

It's lovely indoors — Peter Stevens, general manager of the new Hyatt Place Denver Airport wields the scissors as his Director of Sales Betty Gibson, other staff and Chamber Ambassadors look on. The occasion was the grand opening of the latest Hyatt property located at 6250 E. 40th Avenue near I-70 and Peña Boulevard. The opening was the first in Colorado of will eventually be three new Hyatt properties. (Photo courtesy Brian Molitoris, Photographer)



With near surgical precision — Cutting the ribbon with a skill that belies his position as president of The Medical Center of Aurora, John Hill starts the process that formally opens a new HealthONE and TMCA-affiliated facility at 4809 Argonne Street in Green Valley Ranch. Joining Hill were (l-r front row) Denver City Councilman Michael Hancock, TMCA Business Development Vice President and Chamber Board Member Elyse Gellerman, Oakwood Homes President and developer of the property Pat Hamil, Chamber Ambassador Ken Melcher and Chamber President Kevin Hougen. (Photo courtesy Brian Molitoris, Photographer)



No cables cut — Dan Buchanan from Comcast shows he not only knows how to work with cable but with ribbons as well as he prepares to cut the ribbon to the new Comcast customer service center near Abilene and Mississippi. Joining him in marking the event were (l-r) Ambassador Christine Aguilar, Chamber V-P George Peck, Chamber President Kevin Hougen, Aurora City Councilman Brad Pierce, Buchanan, Comcast staffers Gerri Stubbart, Larry Lombardo and Scott Fairchild and Ambassador Ken Melcher. A large crowd attended the opening that featured Comcast specials as well as food and drink. (Photo Courtesy Brian Molitoris Photographer)

Ritter names Whitney to new post

Gov. Bill Ritter announced a major overhaul of Colorado's homeland security structure to strengthen and better coordinate state operations and ensure compliance with federal spending guidelines.

The changes include creating the position of Governor's Homeland Security Coordinator, to be filled by retired Colorado National Guard Maj. Gen. Mason Whitney. Whitney served on the Aurora Chamber Board of Directors and was the 2006-07 Bob Cardenas Award winner at the recent Chamber Armed Forces Recognition Luncheon.

Whitney will manage a statewide planning process, overseeing policy and strategy development, federal grants, and collaboration among state agencies, the Governor's Office, legislature and the private sector. He begins Aug. 1 and will report to the Governor.

Arapahoe County helps vets

Arapahoe County has opened a new office in Aurora called Veteran Services to assist veterans in applying for benefits from the U.S. Department of Veterans Affairs according to Don Klemme, Director of Community Resources for Arapahoe County. "This program would still be in its infant phase if it weren't for the help of residents who have volunteered to make this program a reality," said Klemme.

Veterans seeking services from the VA are encouraged to stop by one of two **A/D Works!** offices located at 14980 E. Alameda Drive in Aurora or 1610 W. Littleton Boulevard in Littleton. Hours vary, so vets are asked to contact Nate Wells at 303-636-1190 for specific hours of operation.

If you are interested in being a veteran volunteer and helping fellow veterans, Volunteer Connections, Arapahoe County's volunteer program, would love to hear from you says Val Purser, volunteer coordinator for the county. For more information or to have an application packet mailed, call Purser at 303-738-7938.



Welcome Back! — Gov. Bill Ritter joins Brig. Gen. Trulan Eyre of Buckley's 140th Wing and other Colorado National Guard members for the homecoming of more than 100 soldiers from the 169th Fires Brigade. The Buckley-based unit returned to Colorado on July 10 after a 15-month deployment in Iraq. The unit accomplished 150 missions and returned home without a single casualty. The 169th Fires Brigade deployed for Operation Iraqi Freedom in support of Multi-National Division North. The Brigade provided strategic planning tools, personnel and equipment to foster capacity-building for communities in Iraq while also supporting the 101st Airborne Division and 25th Infantry Division. (Photo courtesy Lt. Darin Overstreet, Colorado National Guard)



Blackhawk parked — Craig Ward (**Padgett Business Services**), new chair of the Chamber Defense Council gets briefed on the intricacies of the UH-60 Blackhawk helicopter by Maj. Alan Robison, with the Army Aviation Support Facility (AASF), Colorado Army National Guard at Buckley AFB. The Defense Council was hosted by the Army aviators in June at their new facility at Buckley. The Colorado Army National Guard aviation unit is primarily at Buckley in Aurora, but a detachment is located in Eagle (near Vail) alongside the High-Altitude Army Aviation Training Site (HAATS). The **2nd Battalion 135th Aviation Regiment** is an Army Aviation Battalion which deployed to Iraq in September 2006 as part of Operation Iraqi Freedom. In addition to the Blackhawk, the unit also flies the CH-47 Chinook and th UH-1H Huey. (Colorado National Guard Photo Courtesy Lt. Darin Overstreet)

Colorado Freedom Memorial offer CD



A CD full of great music from local bands is now available from the **Colorado Freedom Memorial Foundation**. "This is a great collection of patriotic music all contributed by local musicians," said Rick Crandall, President of the Foundation. He said the CD, which sells for \$15 plus \$3 shipping and handling contains 14 cuts from nine different Colorado artists. "They have been kind enough to contribute their music so 100 percent of what we raise can go toward the construction of the Memorial," proclaimed Crandall. Artists include: Jake Schroeder, Denver Brass, Michael Collins Pipe Band, Timothy P. Irving, Storm Front, Denver Municipal Band, Sound of the Rockies Chorus, the Denver A Capella Project and Darren Curtis Skanson.

The disc is available by calling 303-248-3990. "This might make a very nice holiday gift," Crandall said. "It should be in everyone's collection!"

The Colorado Freedom Memorial, which will honor all the men and women from Colorado who died in service to their country since Colorado became a state in 1876, will be located in Aurora near Buckley Air Force Base.