Referred by a Friend. How Does That Happen?

Personal recommendations are a way of life in any small town. You stand at the sidelines talking to friends and part of the conversation typically revolves around what’s going on in town. The couple next to you may be excited about a great meal they just had at a local restaurant that you have never tried. Next time you go out you say to your husband let’s try XYZ restaurant. The owner comes to your table and asks, “How did you hear about us?” You answer, “We were referred by a friend.” Rarely does the owner ask the next question, “What is your friend’s name?” because truly it doesn’t matter. What matters is that their restaurant was part of the conversation that resulted in future business.

Being part of the conversation is how business happens. Where that conversation starts is sometimes tough to track. At the Evergreen Chamber our staff, members and board of directors all work together to recommend local businesses. They spread the word about what they hear at a Chamber meeting or event with their own circle of influence in the hopes that their conversation will pay it forward and help to grow our local economy every day.

Last month, I met with John Dunlop from the Evergreen Newcomers and Neighbors. We talked about how successful their organization has been over the years connecting folks socially within our community. We had to laugh about their wine groups, hiking groups, dinner groups that new residents joined when they moved here and are still in 20 years later!

John and I also talked about how the Newcomers is not just for new people but also for longtime locals embarking on a new life such as retirement! Changing your working life does not mean you have to move, it means that you now have the opportunity to eat, shop, play in one of the most fabulous small towns around. Being social is what they are all about. John and I became friends at the meeting. We discussed many local businesses that he now will share with his friends, thus referred by a friend when asked! It started with the Chamber but will take on a life of its own.

Recently I met some new neighbors when I was out walking my dog. They were in the process of getting a puppy and asked me what vet I recommend. I gave the names of local vets listed on our website and told them a little bit about each one. They got their puppy and took me up on one of my suggestions. Again, when asked at the vet, “How did you hear about us?” They would reply from a friend or neighbor. I knew who to recommend because I learned about the businesses through the Evergreen Chamber.

Making sure your local business is part of the conversation is what the Evergreen Chamber thrives on. Our mission is to grow the local economy and what better way than to brag about what our community has to offer. Referred by a friend, how does that happen? It happens by being the friend that spreads the word every chance you get and thanking local businesses for what they have to offer.

**Betsy Hays**
President, Evergreen Chamber
(303) 674-3412 | EvergreenChamber.org
Congratulations to all our nominees and our 3 inductees for our 2018 Hall Of Fame

### 2018 Nominees

- Gail Sharp - Tallgrass Aveda Spa & Salon
- Kate Higgins - Northpointe Bank
- Lori Frease - Conifer Chamber of Commerce
- Rachel Nicks - Seasonally Yours
- Rita Felde - Felde CPA Group, LLC
- Susanne Robert - S C Robert CPA, PC
- Vicki Bock - Bears Inn Bed & Breakfast

### 2018 Inductees

- **GAIL RILEY**
  - Highland Haven
  - Creekside Inn

- **KRISTIN WITT**
  - Evergreen Newspapers

- **PEGGY EGGERS**
  - Center For The Arts Leadership Evergreen

To see all of our nominees and what advice they would give someone starting out in business, visit the Women’s lunch tab under events on our website EvergreenChamber.org.
Thank You For Coming

Thank You To All Who Attended our Women In Business Luncheon!
UPCOMING CHAMBER EVENTS

Evergreen Chamber Business Mixer
- Networking - Door Prizes - Food & Drinks -
Thursday, September 20th 5-7:30pm
Hosted By:
Epic Estate Treasures
26290 Hwy. 74 Kittredge 80457
$5 Members/$10 Not-Yet Members

Evergreen Chamber Member Breakfast
- Breakfast - Networking - Education -
Wednesday, October 3rd
7:30-9:00am
The Wild Game
Guest Speaker: Superintendent Of Schools
Dr. Jason Glass
Sponsored By:

Quarterly Nonprofit Meeting
- Working Together - FREE - Co Hosted By Conifer & Evergreen Chamber -
Tuesday, October 16th 3:00-4:30pm
Center Stage
27608 Fireweed Dr
Evergreen 80439
Evergreen Web Design
Evergreen Web Design is a full-service Internet marketing firm offering custom solutions to virtually any marketing project. For more information call us or visit our website.

Robert Means - Owner/Operator
Evergreen 80439
(303) 932-7483
evergreenwebdesign.com

Colorado Life Church
Colorado Life Church strives to create environments that are engaging, authentic, and helpful. We are a church where you can belong even if you don’t believe everything that we believe.

Jake Dugwyler - Director
1250 Bergen Parkway
Evergreen 80439
(720) 515-5167
ColoradoLifeChurch.com

Tricia Bass, Beautiful Spaces
Certified home staging and redesign, home relocation set-up, organizing, senior downsizing assistance and holiday decor.

Tricia Bass - Sole Proprietor
4011 South Skyline Drive
Evergreen 80439
(303) 808-1770
TriciaBassBeautifulSpaces.com

Action Axiom, LLC/Sales QB
Some businesses have a problem that is not their fault – sales diseconomies of scale….and there’s no good way to fix it. Until now!
Corporate level sales management at a fraction of the cost.

Will Traylor - President
Kittredge 80457
(303) 621-6032
SalesQB.com/will-traylor

Alicia Sexton/REMAX Alliance Evergreen
When buying or selling property in today’s real estate market, it’s important to have confidence in your real estate professional. My commitment is to provide you with wonderful service.

Alicia Sexton - Broker Associate
30480 Stagecoach Blvd.
Evergreen 80439
(303) 748-4029
AliciaSexton.com
Recycle Day - Saturday, September 22nd
9:00 a.m. - 2:00 p.m.

We’re renaming our annual Recycle Day after the Rotary member who created this recycling event 10 years ago and was heavily involved in recycling efforts in Evergreen. Her name is Mereth Meade.

Last year’s Recycle Day saw 277 cars pass through and we collected:
- 24,500 pounds of TVs and Electronics
- 12,400 pounds of paper to be shredded
- 2 ½ tons of metals
- 122 pounds of textiles
- 24 cubic yards of Styrofoam to eco-cycle
- 86 tires
- 53 bicycles
- 1,000 gallons of used paint

Don’t miss this year’s 10th Annual Mereth Meade Recycle Day! Saturday, September 22nd from 9am to 2pm at Evergreen Country Day School (1036 El Rancho Rd).

Bring us your old:
- TVs, Monitors - $1.00 per inch, Electronics, Mattresses/box springs - $15 per piece, paper/document shredding ($5 per bag/box), Tires, Bicycles, Crutches/canes/wheelchairs, Skis/boots, Reusable Clothes/shoes, Metals, Small household items, Paint

Check out a full list of items and fees, if applicable, at EvergreenRotary.org, or contact Tim Eagan - Meredith Meade Recycle Day Chairperson: tjeagan333@gmail.com, 303.656.3953

What is the Rotary sponsorship program? If you would like to know more, please call or email Tim Grace: Cell – 303-926-5894. Email - Tim.Grace@N2Pub.com

2019 EVERGREEN GUIDE

EXPLORE EVERGREEN DELIVERS!

As a magazine supporter here’s what you receive:
- One full year of exposure
- Affordable, effective marketing maximizing your reach and exposure
- Distribution at all Colorado Visitor and Welcome Centers, Evergreen homeowners and every chamber member
- Print, digital and mobile - you receive all for the same price with FREE live links
- Pricing for all budgets

Contact Smart Marketing to reserve your space today and show Evergreen what you have to offer!
970.686.5805
EVERGREENSALES@EASYCHAIRMEDIA.COM

EVERGREEN AREA Chamber of Commerce
EvergreenChamber.org
FREE Dental Day Hosted By Evergreen Dental Group

For 6 years EDG has held a Free Dental Day to provide dental care to those in need in our community. This year, it will be held on **Saturday, September 22th 8am-1pm**
First Come, First Served!! We expect a large crowd, so please plan to arrive early!

Choose from one of the following: Dental Cleaning | Single Surface Filling | Extraction

The Doctors will evaluate the patients and determine the greatest need for treatment. Patients are welcome to get back in line and wait for an additional procedure.

**Evergreen Dental Group**
2902 Evergreen Parkway
(303) 674-5566
evergreendentalgroup.com

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**Evergreen’s Main Street Got A Facelift**

Evergreen’s Main Street was repaved by the Colorado Department of Transportation this last August. Officials are thrilled that the work is finally being done, especially after Evergreen Parkway from King Soopers to the north of Evergreen Lake was just paved two years ago. Check it out, and support our local businesses.

**Thank you for shopping and playing local.**

Visit Our Website: downtownergreen.com

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**Way To Go Moore Lumber in Pine Junction**

There are more than 5,000 Ace Hardware stores in all 50 states and about 70 countries. Out of all those stores, our local Pine Junction store is 11th in rounding up for the Children's Miracle Network for 2018. They have raised over $10,830 funds year to date!

This is due to the tremendous generosity of our community.
Pat yourself on the back! All round up donations at Moore Lumber & Hardware go to Children's Hospital Colorado. THANK YOU!!!

Visit Our Website: moorelbr.com

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**Congratulations**

Mount Evans Home Health Care & Hospice

Mount Evans Home Health Care & Hospice was recently recognized as a finalist at ColoradoBiz Magazine’s “Top Company” awards in the health care category. Hundreds of nominees are judged on community involvement, outstanding achievement, financial performance, and other intangibles by a panel of 11 business leaders and community stakeholders.

“This Top Company title demonstrates the extraordinary passion and compassion that our nurses, therapists, social workers, support staff, and volunteers put forth. Our patients and their families know of the devotion that our staff and volunteers give, but earning this title demonstrates the unmatched heart, comfort, and love we provide to patients and their families.”

Visit Our Website: mtevans.org/top-company/
**Kids Closet & Life’s Options Pregnancy Center**

Kid’s Closet is serving the community by offering discounted prices on gently used clothing and equipment for babies, children up to size 16 and soon-to-be and new mothers. They also offer an abundance of discounted toys, books and furniture.

All of these items are offered to clients of the Life’s Options Pregnancy Center, near Kids Closet, for FREE.

Jill Sneed - Executive Director
27888 Meadow Drive Unit D.
Evergreen 80437
(303) 674-5881
lifesoptionspc.org

**World Student Support**

World Student Support assists families with a variety of educational options from elementary school through university within our community and world wide.

Sandy Furth - Owner
27 Conifer Rd
Golden 80401
(303) 526-9148
worldstudentsuppport.com

**GYMGUYZ Evergreen**

#1 in Home Personal Training! Our coaches supply the tools and techniques to get you in shape in the comfort of your home, office, or setting of your choice.

Barbara Garey - Owner
Evergreen 80439
(303) 848-8491
gymguyz.com/evergreen-co

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Photos from Ribbon Cutting Event appear on our Facebook, Website, in our Monthly Newsletter, and in the Mountain Connection Newspaper. Take advantage of this FREE marketing opportunity to let the community know what’s new with you. marketing@evergreenchamber.org
Auric Solar | Francis Walker
Auric Solar is a full-service provider of residential and commercial solar power, with offices in California, Colorado, Idaho, Oregon and Utah. We are committed to providing home and business owners with an easy way to be powered by affordable, clean and reliable solar power.

Francis Walker - Certified Energy Consultant
99 Inverness Drive East Suite 170
Englewood 80112
(610) 506-0340
auricsolar.com

Brown Contracting & Remodel
BCR specializes in both residential and commercial "green" remodeling improvements, complete deck builds and restores, flooring, tile, general home carpentry/handyman repair and light demolition.

JD Brown - Owner
5555 S Twin Spruce Dr
Evergreen 80439
(720) 219-5913
bcr.earth

Wander Unlimited
WU is a creative agency specializing in solving problems for Colorado brands with creative, innovative and human solutions. We have a passion for delivering strategic and breakthrough creative work.

Trevor Noel - President
Evergreen 80439
(303) 868 8563
wanderunlimited.com

Photos from Ribbon Cutting Event appear on our Facebook, Website, in our Monthly Newsletter, and in the Mountain Connection Newspaper. Take advantage of this FREE marketing opportunity to let the community know what’s new with you. marketing@evergreenchamber.org
**FEATURED MEMBER SPOTLIGHTS**

**CACTUS JACK’S SALOON & GRILL**

Interview with Megan Mitchell - Owner
(303) 674-1564 | evergreenlivemusic.com

**Q. What services does Cactus Jacks provide for clients?**
Cactus Jack’s provides a fun atmosphere serving great burgers and more. Come enjoy a cold beverage while sitting along Bear Creek. We offer live music year round. Open 365 days a year except for floods and acts of God.

**Q. Who is your ideal customer?**
Our ideal customer is YOU!

**Q. What is new with Cactus Jacks?**
Cactus Jack’s is in development of a compost program that will be available for Evergreen restaurants and commercial businesses. Once the pilot program is successful, we wish to expand the program to selected residents.

**Q. What other categories of Evergreen Chamber member businesses would be great partners for you?**
We have partnered with other commercial food retailers such as Vivian’s Gourmet & Lil Dipper Donuts. We continue to support many nonprofit organizations such as Evergreen Animal Protective League, Evergreen Christian Outreach, Big Chili Cook-Off, Evergreen Chamber Orchestra and many more.

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**JBIT**

EST. 2011
Interview with John Baldwin– Owner
(720) 382-9729 | johnbaldwinit.com

**Q. What services does John Baldwin IT provide for clients?**
JBIT provides an outsourced IT department so companies can concentrate on running their business and not have to worry about their IT. CIO/CTO/CSO services, bringing the experience of over 2 decades in some of the biggest companies in the world. We can help with questions regarding the cloud, we can provide cloud services and provide advice on whether it’s an appropriate move or not. If a company has technical problems they can't seem to get on top of, JBIT can come in and take care of them.

**Q. Who is your ideal customer?**
Companies with up to 1000 employees. But we'll try and help anyone.

**Q. What is new with John Baldwin IT?**
Trying to grow the team. Keep an eye on the website, there will be changes fairly soon.

**Q. What other categories of Evergreen Chamber member businesses would be great partners for you?**
Security/alarm companies, and website designers.
An Interview with Julia Powell
Community Relations Specialist
Kaiser Permanente Evergreen Medical Offices
(303) 338-3800

Q. How long have you been in business?

Kaiser Permanente evolved from industrial health care programs for construction, shipyard, and steel mill workers for the Kaiser industrial companies during the late 1930s and 1940s. It was opened to public enrollment in July 1945. Kaiser Permanente Colorado, the state’s largest nonprofit health plan, has been working to improve the lives and health of all Coloradans for 49 years.

Q. What is new with Kaiser Permanente Medical Offices?

Kaiser Permanente goes beyond health care to help keep your employees and your bottom line healthy. We’re one of America’s leading nonprofit health plans and an original model for truly integrated health care. And, we are the only carrier who offers tax credit qualifying health plans on the Colorado Health Exchange.

Q. Why are these new aspects important to the business?

Some small businesses may qualify for a federal tax credit that can cover up to 50 percent of an employer’s costs (up to 35% for qualifying non-profits). To do that, you must purchase a qualifying health plan. At Kaiser Permanente, we’re proud to be the only carrier to offer a variety of qualifying plans priced with a small business in mind, including a new $10 primary care copay plan. If you’re a small business employer with less than 50 full time employees, you could be eligible for a tax credit.

Q. Is there anything else you would like your fellow Chamber members to know?

Kaiser Permanente provides comprehensive care for our 670,000 Kaiser Permanente Colorado members through 31 medical offices across the state — from Pueblo to Greeley and in Summit and Eagle counties. We are also committed to our social mission and in 2017, proudly directed more than $122 million to community benefit programs to improve the health of all Coloradans.
MEMBER RENEWALS

These members have renewed their memberships this month.

1+ YEARS

Tiffany Lockwood/ Coldwell Banker Real Estate Broker
The Wild Game
Clear Creek School District RE-1
Clutterbug of Colorado
Splintered Forest, LLC.
Friendly Divorce Services

5+ YEARS

Morning Star Jewelers, Inc
Team Evergreen Cycling
Western Roofing, Inc.
Evergreen Spine and Sports Medicine
Red Rocks Community College
Family Veterinary Hospital
Crossroads Chiropractic & Acupuncture
Juice Plus+

10+ YEARS

Walgreens

20+ YEARS

Mountain Hearth & Patio

YOUR CHAMBER STAFF

Betsy Hays
Gwendoline Abbondanza
Sheralyn Austin-Gagne
Candace O’Brien
Marilynn Bell
Betsy Semmens
Tracy Murray
Valli Crockett

President/CEO
Marketing Manager
Operations Team
Operations Team
Accounts Manager
Membership Coordinator
Membership Coordinator
Membership Coordinator

Get connected with other business owners who are looking to build their business relationships!

Join the Evergreen Chamber’s Power Partners Program.

Interested? Contact President Betsy Hays
president@evergreenchamber.org
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<td>Early Morning Edition Leads Group, 7:30am</td>
<td>EACC Board Meeting Evergreen Fire Rescue, 4:30pm</td>
<td>Lunch Bunch Leads Group, Tuscany Tavern, 11:30am</td>
<td>Ribbon Cutting—Edward Jones/Jenny Donohoe</td>
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<td>Member Breakfast The Wild Game, 7:30am</td>
<td>After Hours Mixer Epic Estate Treasures, 5:00pm</td>
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