

YOUR CHAMBER AT WORK

January 2007

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FROM THE DIRECTOR'S DESK

The New Year begins...with new opportunities, new challenges, and most of all new beginnings. Are you setting New Year's goals for yourself and your business? I have to admit I don't believe in New Year's resolutions because I create resolutions/goals throughout the year - exploring and setting goals is a constant evolution rather than a once-a-year exercise. And, yes, I am a goal setter - and usually accomplish the goals set. One key to reaching your goals, whether you prefer creating resolutions on

January 1 or choose to create them throughout the year, is to write them down. It works. If goals are not written down, it is easier to 'forget' about them.

My initial goals for this New Year include hearing from, and seeing, as many members as possible. Optimally, I will have an opportunity to visit each member individually. Since time can be a culprit in that goal, I invite you to come to me as well. At the Chamber, I have an open door policy - but I am often out of the office 'walking the streets', so to speak. So,



Executive Director
Anya Petersen-Frey

with that in mind, I would like to make Tuesday mornings "Open Tuesday" from 8:30-10:30 am. I will be in the

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Chamber Stats

- 21 Vacation Packets
- 31 Relocation Packets
- 500 Welcome Bags
- 44,601 Web Site Visitors
- Each member averaged 102.22 referrals from our web site this period.

NETWORKING AND ITS IMPORTANCE

The dictionary defines a network as "a fabric or structure of cords or wire that cross at regular intervals; an interconnected or interrelated chain, group or system." In a business context, net-

working means being 'wired into' a human network of contacts and information that is relevant to the organization. A good network can place the entrepreneur or business leader in a better

position to utilize the marketplace.

The Chamber of Commerce can serve as one of your networking tools. Networking is often advertising in its most natural form - word of

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FROM THE DIRECTOR'S DESK CONTINUED...

office and available during that time, without fail, each week – so if you make the trip, you are assured I will be there. If you want to stop by at some other time, you are always welcome, but perhaps make a quick call first to make sure I am not out in the community.

I have had the opportunity over the years to speak to a variety of groups, from business classes and trainings, to Job Corps graduates and always enjoy sharing some of the quotes that inspire me.

So I wanted to take just a moment to share with you a couple of the quotes that get me re-focused and excited about each day – and make

me smile. I hope you glean a bit of inspiration as well and are optimistic about the direction of your life and business in 2007.

One of my favorite quotes comes from an anonymous author "It's **never too late to be what you might have been.**" How true this is. Each day, each week, each year, we have the opportunity to re-invent ourselves, to explore new directions...and to be our best at any given point in time.

Finally, a sense of humor is imperative for a successful year so I'll close with a sentiment from Robert Frost – one I'm sure we can all relate to:

"The brain is a wonderful organ; it starts

working the moment you get up in the morning and does not stop until you get into the office."

Happy New Year.



NEED SKILLED LABOR?

If you are like many employers in Fremont County finding skilled labor is one of your greatest challenges. With record low unemployment and higher wages in the oil and gas industry, hiring and retaining good employees is critical to business success.

Central Wyoming College offers several workforce solutions to meet this labor challenge.

The Customized Training Department will customize training programs to train current employees in needed skills to meet your specific

company's goals. CWC has customized programs in customer service, sales, work expectations, diversity, safety, and many more.

The Wyoming Department of Workforce Services has made access to training

easier than ever! They have provided funding to employers to train new and existing employees in your

business. DWS will provide up to \$2,000 per employee/ per year for training that will improve their skills, and up to \$4,000 per employee/per year for new employees hired within the first six months. Employers are required to pay only 40% of the total

training costs with DWS. For more information contact Burl Gies at the local Workforce Services office at 856-9231 or Lynne McAuliffe at Central Wyoming College at 855-2206.

The Department of Workforce Services and Central Wyoming College have also partnered on several grant projects designed to prepare unemployed or underemployed participants for specific jobs. Programs starting this year will be in Railcar Repair, Dental Assistant, Customer Service, and Information Technology Specialist. Anyone interested in more information about these programs should contact Lynne McAuliffe or Jennifer Jahnke at 855-2043.

hiring and retaining good employees is critical to business success.

FEATURED BUSINESS CARD OF THE MONTH



"Dusty"

The Packrats Nest

Unique Gifts for the Body & Soul

Toni & Larry Loomis, Jr.
Owners and Operators

Bus. Hrs.: By App., Noon - 5:00 pm. Mon - Fri

Closed on Major Holidays

re-est. May 4, 2005

"The Packrats Nest"

Toni & Larry Loomis, Jr.

P.O. Box 6097

Riverton, Wyoming 82501-2629

Leave Message at: (307)856-SHOP

email: dustythepackrat@wyoming.com

NETWORKING CONTINUED FROM PAGE 1

mouth. The key to success is to network effectively. The goal of attending a networking meeting is to introduce yourself to as many people as possible – and explain your business needs and services. It is easy to fall into the habit of talking to the same people at regular meetings. It is more comfortable. But that's not enough. So take the initiative and introduce yourself to someone new. Let networking become an integral part of marketing efforts. The monthly Chamber socials and member Open Houses serve as excellent networking platforms.

Once a contact is made, follow up. Don't let your efforts go to waste. If interest is displayed, set a time for a more in-depth presentation. Be prepared. Find out as much about the potential customer as you can. Sell the benefits, not the features, of your product or service. The customer wants to know how the product/service will bene-

fit him, save him money, or increase productivity.

People have relied on whom they know for information or referrals since the beginning of time. The more people are aware of your business the more likely they will refer someone to your organization. Results are not always immediate but the time invested will be worthwhile in the long run.

It can't be stressed enough how important it is to develop and hone follow up skills. There is no process of networking, no sharing of information, no referral that succeeds without follow-up.

Savvy networkers acknowledge 'gifts', such as leads, ideas, advice and time given. They treat people with respect, courtesy, and truthfulness. People will do busi-

ness with people they know, like and trust. Be as easy to work with as possible. Stay in touch with contacts, even when you need nothing from them. Become a person that others want to meet, talk to, collaborate with, and share professional time with.

Networking is a soft sell. It's about building relationships that will help not only business but also personal endeavors. Rather than view networking as a waste of time, look at it as an investment that will have a long-term pay-off.

Mark your calendars and test your networking skills at the next Chamber social – make it your 'business after hours'.

THE WYOMING SMALL BUSINESS DEVELOPMENT CENTER

Margie Rowell is the Region 6 Director of The Wyoming Small Business Development Center, serving both Fremont and Teton County. The SBDC office is co-located with the the Wyoming Business Council and Manufacturing Works in the River-ton Chamber of Commerce. The Small Business Development Center's mission is to strengthen Wyoming businesses and create economic growth by providing excellent management assistance, educational programs and helpful resources for Wyoming small businesses and entrepreneurs. The SBDC is a cooperative effort of The University of Wyoming, Wyoming Business Council, economic devel-

opment organizations, and the US Small Business Administration.

Small Business Development Center Services:

Consulting: Personalized consulting service to help entrepreneurs develop their business plans, weed out problems, find capital, brainstorm strategies and propel their businesses to profitable future. SBDC consulting services are confidential and offered free of charge.

Training Programs: Workshops, courses and conferences designed to provide information on specialized topics of interest to business

owners. SBDC workshops, conferences and courses are designed to be affordable and conveniently located.

Referral Programs: The SBDC network is linked to hundreds of resources throughout the state and the nation to put businesses in touch with the most appropriate sources of help.

Appointments are preferred in order to spend as much time as you need. Margie can be reached at 307-857-1174, toll free at 800-969-8639, or by e-mail at mrowell@uwyo.edu. Also, you can visit our website at www.uwyo.edu/sbdc. If you succeed, we all succeed!

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2007 CHAMBER BOARD OF DIRECTORS CANDIDATE PROFILE & VISION

Riverton Chamber Members will soon have a chance to choose who will serve on the Chamber Board of Directors in the coming year. Ballots will be mailed on January 17th and need to be returned by the 24th for votes to count. Four of these candidates will be elected.

SHERYL CARPENTER

Sheryl (53) is the owner of Bear Paw Custom Embroidery. She is married to Eddie Carpenter and they have two children; Audrey Henson, 31 and Mac Carpenter, 33.

She is a member of NNEP.

Vision for Chamber: To help guide the advancement of the community through business and individuals.

JOHN DETIMORE

Owner of Dinwoody Construction for 14 years, John (52) is married to Susan. They have two children Andrea, 25 and Robert, 22.

John is involved with the Elk's, he is on the board of appeals with the City of Riverton. He is also involved with the Railroaders Hockey Association and NFIB.

Vision for Chamber: Make City of Riverton appealing for new businesses. Also promote recreation center.

RICK HAWORTH

Rick (41) is married to Marie, with 8 children: Cassandra, 20; Nicole, 19; Andrew, 17; David, 14; Michaela, 5; Sarah, 3; Aaron, 1; and Hannah, 2 weeks old.

Rick is currently the KTRZ operations Manager, Program Director, and Morning Show Host. He also owns Haworth Productions and Wyoming Smokehouse. He is also a Chairman of the Board of One Life Fellowship Church.

Vision for Chamber: Develop a strong partnership with Riverton Community and Businesses.

KARLA KARIKER

Karla has worked for the Holiday Inn as an Outside Sales Coordinator/Public Liaisons since December of 2005. She also maintains some commercial accounts for KTRZ/KWYW.

Karla (37) is a divorced/single mom of "an incredible" 6 year old little boy named Anthony.

She is a member of Soroptimist International and on the "Steering Committee" for the Riverton Business Leadership Network. She is also a part of Leadership Fremont County and responsible for the "Hospitality Committee" at the Holiday Inn.

Vision for Chamber: To promote stronger working relationships between the Riverton Chamber and the business community.

VICTORIA MENOR

Victoria (33) is the owner of Victoria's School of Dance. She is married to Steven and they have two children, Rykel, 11, and Ahkaysha, 5.

She serves on the PDTA - Professional Dance Teachers Association (board director); 2005 Riverton Christmas Committee (chairperson); and Kiwanis (advisor for Stars of Tomorrow)

CANDIDATE PROFILE & VISION CONTINUED...

Vision for Chamber: To break down the walls that divide our businesses. I would like to see all of the Riverton businesses grow as a community not as individuals. Also in the process have Riverton's population grow due to new housing and employment. There are those that dream and there are those that accomplish, accomplishment happens thru commitment, commitment brings change and change is the future of Riverton.

OLIVIA PRINCE

Olivia (30) is co-owner of Wind River Realty - Associate Broker. She has been in the real estate business for approximately six years.

Olivia is married to Larry Prince who is a sergeant on the Riverton Police Department. Together they have many "children" including 5 dogs and 2 cats.

She is a Realtor member to which she is a previous treasurer and board member. She is a Kiwanis board member and is active in stars of tomorrow and chocolate indulgence. She is also a Fremont County Leadership Attendee.

Vision for Chamber: Includes helping members to realize and understand the many benefits of being a member, and also potentially working hand in hand with the new chamber director in adding benefits that will help to encourage new membership, and revitalize the current memberships "excitement" factor.

KYLE RICE

Kyle (38) is married to Shelly, and they have two children, William, 9, and Wesley, 7. In his spare time he enjoys hunting, fishing, and spending time with his family.

Kyle became the Riverton Branch Manager of Bank of the West in May 2005. He has been in banking for seven years and was a consumer/commercial lender in Kimball, Nebraska, and an ag lender in Scottsbluff, Nebraska.

He is involved with Leadership Fremont County, Riverton Rotary and Friends of Fair. Prior to moving to Riverton, Kyle was active in his community through Scotts Bluff Chamber of Commerce, Leadership Scotts Bluff, Dix Village Board of Trustees, as well as other community and business organizations.

Vision for Chamber: To share skills, talents, and ideas to help facilitate a strong business community in Riverton.

THANK YOU!



Santa, Thank You for making an appearance at the Hot, Mild and Wild Chili Cook Off!



Thank you to representatives Frank Philp, Del McOmie, and W. Patrick Goggles and Senators Cale Case and Bob Peck for attending the Riverton Chamber Meet Your Legislator Day.

*Santa photo courtesy of Randy Lehman, Lehman Studios

* Legislator Day photo courtesy of The Riverton Ranger

FREE TELESEMINAR: GOAL-SETTING FOR SUCCESS

Start the New Year off right! Achieve amazing results in your business and personal life in the coming year. Dr. Schleicher will teach you how to set and achieve powerful goals by overcoming common obstacles that keep women from achieving their full potential.

For: Women Business Owners

When: Thursday, January 11 at 10:00 am MT (1 hour)

Where: By Phone

Cost: FREE

Visit Dr. Schleicher's website at www.tapthepotential.com for registration information.

Dr. Sabrina Schleicher is a business and life coach. Her clients are business owners and professionals who benefit from her expertise in psychology to work smarter, experience more success and live a balanced life. Complimentary consultations are available. She may be reached at 856-4662.

FROM THE U.S. CHAMBER OF COMMERCE

The U.S. Chamber Institute for Legal Reform is developing a communications campaign profiling small and mid-size businesses affected by America's lawsuit-friendly climate. Consider the following story:

If you have ever been the victim of a frivolous lawsuit, if the threat of a lawsuit affects your business decisions...

A lawn and garden store is sued after refusing to fully refund a riding mower. The customer said he "revoked acceptance" of the product after he mowed his lawn with it for a year.

If you have ever been the victim of a frivolous lawsuit, if the threat of a lawsuit affects your business decisions, or if your liability insurance increases have limited your ability to grow your business, please e-mail Evie Lalangas at elalangas@uschamber.com or call her at 202-463-5499.

MANUFACTURING-WORKS

One of the organizations that shares space with the Chamber of Commerce is Manufacturing-Works (MW). This is the University of Wyoming's Manufacturing Extension Center which similar to the UW Ag Extension service. MW serves all of Wyoming through a network of field engineers and professional staff with engineering expertise in product design, Lean Manufacturing, energy conservation, pollution prevention, value added Ag production, OSHA training, RFID, AutoCAD, business development, management training and much more. The MW staff have years of real, on the ground, role up your sleeves

experience that they use to help Manufacturers grow, diversify, increase productivity and increase profitability. In Riverton Manufacturing-Works contracts with IDEA Inc. to provide the economic development director services for the City of Riverton. This partnership has been responsible for building the new Brunton building, the new BTI rail car repair facility and the soon to be built Great Valley Child Care facility.



"Our goal", says Phil Christopher, Director of the Riverton Manufacturing Works office, "is to help local manufacturers increase productivity and profitability. We help them grow and expand their current operations which will diversify and broaden Wyoming's economy."

To learn more about how Manufacturing Works might benefit your company contact Phil at 856-0952 or by email at philc@wyoming.com.

HABITAT FOR HUMANITY UPDATE

I truly feel I have seen a miracle happen right here in RiverCity. We started our EnCana/Habitat for Humanity Centennial House Project (located at 904 Cliff Ave., Riverton) on October 9th and we will be racing to try to finish in the first few weeks of January. If any of you out there know about building a house, you know that building at that speed is unlikely to be hoped for OR successful even with PAID help. We have done 95% of this construction with volunteers....and for those of you who may be unfamiliar with the term....folks that work for free.

I will readily admit it has largely been like herding cats but we in the Habitat for Humanity organization are well versed in that. On the job-site, we used licensed contractors for our electrical, plumbing, etc. (as required by City codes) but the remainder are volunteer groups from the community, local Construction Trades programs (CWC, Riverton High School, and St. Stephen's NAVTEP), and our Habitat "partner family"- Lucy and company.

Initially I was doubtful that we could get the Riverton community to come together for such an ambitious effort

but was overwhelmed at the response. We are blessed with many generous people here and I wanted the community to know and recognize that.

I want to thank all the local agencies, organization and individuals that went out of their way to help us with this incredible project.

Funders include:

- EnCana Oil and Gas (USA)
- Wells Fargo Housing Foundation
- PacifiCorp Foundation for Learning (Pacific Power)
- U. S. Bank
- Devon

Thank you to:

- CWC Trades Programs
- St. Stephen's NAVTEP program
- Riverton HS Trades program
- Wells Fargo Bank-Riverton employees, especially Dave Potter
- Pam Canham and Kent Moss/CSBG grant
- Soroptimists of Riverton
- Community Entry Services
- Detox Center
- Just to name a few



Pictured above is the ground breaking that was held on July 19, 2006. Below is the house being built as of December 27, 2006



Thanks so much.
Erin Bates Shirley, Executive Director
Habitat for Humanity, The Wind River Country, Inc.

RIVERTON MAQUETTES



For those interested to buy a maquette, pictured above, contact Carter Napier, City Administrator; 307.856.2227. Remember only 70 will be sold!

Dear Chamber Members:

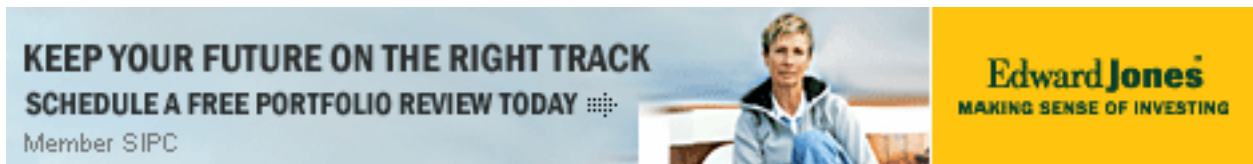
2006 has wound down and the new year of 2007 is born. This last year has been a wonderful and challenging ride. The opportunity to meet new people and to wrestle with issues that make for a stronger and better community is always on our plate. It occurs to me that it is never a problem at hand, but the quality of folks that are dealing with the issue that determine its outcome. I can tell you from personal experience that your Chamber has the finest group of people serving on your board that I have ever had the pleasure of working with. Given that foundation the future looks especially bright when you couple it with our new director, Anya Petersen-Frey. She has more exciting and innovative ideas than I could catalog in this newsletter. The board's greatest challenge is going to be staying ahead of Anya. It is truly going to be an exciting year.

I have been very proud to have served as your president this last year and to have done my small part to make Riverton the kind of place to live that we all want. Working together we can accomplish much.

I wish all of you a wonderful New Year.
Ron Warpness, Board President

WE ARE ON THE WEB!
WWW.RIVERTONCHAMBER.ORG
 And so are these members...

The President's Circle



For more information on the President's Circle contact Anya at
director@rivertonchamber.org or 856-4801

2007 CHAMBER BOARD & STAFF

Chamber Staff

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President
 Ron Warpness

Vice President
 Jay Frank, Acoustic Visions, Inc.

Treasurer
 Travis Koehn, Reddon & Assoc.

Directors

Burl Gies, Workforce Center

Mike Greff, EnCana Oil & Gas (USA) Inc.

Jamey Kirkland, Davis Funeral Home

Kim Larson, Wyoming Title Services

Sandy Luers, City Council

Cathy Luoma, Central Bank & Trust

Kayla Lynch, Student Representative

Doug Maulik, Hoffman Electric

Kyle Rice, Bank of the West

Scott Schoening, Wind River Gallery and Framing

Kim Wilbert, Sweetwater Garden Co.

*The Riverton Chamber of Commerce Member
 Directory will be printed quarterly. Contact us
 anytime to have a current list sent to you.*

Contact Us Anytime

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