

SPEAKER BIOS FOR PAGOSA SPRINGS MARKETPLACE OCTOBER 7-8, 2011

Alexander, Cassie

Cassie Alexander is a Mancos Colorado native and started at the Region 9 Economic Development District of Southwest Colorado, Inc. (Region 9 EDD) in 2007. She graduated magna cum laude from Fort Lewis College in 2008 with a Bachelors degree in Business Finance. Currently, Cassie is Region 9 EDD's Business Development Specialist where she works with the various aspects and clients of the Business Loan Fund. In her spare time she can be found ranching with her husband and two dogs.

Allison, Lesli

Lesli Allison is the manager of Banded Peak Ranch in Archuleta County, a position she has held since 1996. She also serves as Vice-Chair of the Chama Peak Landowner Alliance, is a member of the Colorado Prescribed Fire Council and was formerly a member of the Archuleta County Planning Commission.

Borgen, Elaine

Elaine Borgen retired in 2011 as an instructor of Business and English at Utah State University – Blanding, Utah Campus. She founded Lickity Split Chocolate Studio, LLC, and award winning company that teaches business skills to underserved youth. Lickity Split is owned and managed by youth and has been operating for over 7 years selling custom designed Native American chocolates. Prior to teaching at the University, Elaine was a human resources executive for several billion-dollar multinational companies. Elaine holds a master's degree in business with an undergraduate degree in behavioral science and minor in biology.

Boyer, Lorrie

Lorrie Boyer is a 15-year Veteran Farm Broadcaster. After graduating with a degree in Technical Journalism from Colorado State University, she began her career as an Assistant Editor for the Ag Journal, based in La Junta.

As is the case with most entrepreneurs, Lorrie is involved with other business ventures. Three years ago, she started Basket Designs, LCC- a custom gift basket company. She has gift basket clients all over the United States via her website and caters to corporate and business clients.

Lorrie originally hails from Longmont, Colorado and currently resides with her husband, Brian and two sons in Brush, Colorado

Bodle, Troy

Mr. Bodle has over 25 years of experience in mechanical maintenance professions. He is American Welding Society (AWS) certified in all position for pipe and structural welding. In addition he is a Federal Aviation Administration certified Airframe and Power plant Mechanic and Environmental Protection Agency certified Universal Refrigerant Technician. Retired as a US Army Chief Warrant Officer CW3, Mr. Bodle was responsible for the operational readiness of 64 combat aircraft, 128 aircraft maintenance personnel, 78 support personnel, and 31 civilian contract maintenance personnel.

Burleigh, Tim

Tim Burleigh serves as the Director of the Markets Division of the Colorado Department of Agriculture. His responsibilities include leading the Department's assistance to Colorado farmers, ranchers and food processors in successfully reaching and expanding opportunities in domestic and international markets. Among the programs he oversees are the Colorado Proud promotion program and the activities of the Colorado Wine Industry Development Board. His regulatory responsibilities include oversight of the Colorado Fruit and Vegetable Inspection Service and nine state commodity Market Order groups.

Cecil, Tod

Tod Cecil has been with Colorado Lending Source serving as the Business Development Manager covering Western Colorado since January 2005. Colorado Lending Source (CLS) is a private, non-profit, community-based, economic development organization that was founded in 1990. CLS is certified by the US Small Business Administration to process, administer, and service SBA 504 loans in Colorado. The mission of Colorado Lending Source is to foster the economic growth of diverse small businesses within the state of Colorado. CLS is the most active SBA 504 lender in Colorado and ranked in the top 15 nationally. Prior to assuming his duties at CLS, Tod was employed by the City of Lakewood as a Senior Economic Development Specialist for eight years and worked in the oil and gas exploration and extraction industry for 15 years.

Chae, Linda

Linda Chaé is a prominent researcher, educator and consumer advocate who has met with many Congressional Leaders and Health Committee Members in Washington D.C., as a champion for 'Right to Know' legislation on behalf of consumers. She has appeared on over 200 television talk shows, and her story was featured in the recent book, *The Soul of Success: Integrity, Linda Chaé, The Beautiful Truth*. This story of her promise to one woman dying of cancer also appears in *Chicken Soup for the Soul: Life lessons for Loving the Way You Live*.

Correll, Katherine

Katherine joined Downtown Colorado, Inc. in 2006 and has served as the Executive Director since 2007. Under Katherine's direction the organization has restructured the Colorado Main Street state coordinating program for economic development through historic preservation and created the Development & Improvement District (DIDs) program to support urban renewal, downtown development authorities, and business improvement districts. Born and raised in Denver, Colorado, Katherine has worked on organizational development and program management including building viable and sustainable private, public, and non-for-profit institutions and programs. Prior to her current position, Katherine managed the American Councils' portfolio for the Republic of Moldova, focusing on building civil society initiatives, education, and public administration reforms, and managing a American Language Center, language and professional training school. Katherine received her Master's Degree in Public Administration from Rutgers University and her Bachelor's Degree in Politics with a Minor in Urban Studies from New York University

Cresawn, Clint

Growing up in rural North Carolina, Clint developed interests in rural health, community, economics, and leadership. After working in higher education and big city healthcare for a number of years, Clint entered the world of rural health at the Colorado Rural Health Center, Colorado's State Office of Rural Health as Workforce Programs Manager. Cresawn finds Colorado STRIDES – with its focus on enhancing rural Colorado's ability to recruit and retain healthcare providers through locally-driven asset development – a uniquely challenging and satisfying program, and believes that economic development, workforce development, community development, and local leadership development are keys to economic prosperity for rural Colorado. Though Clint has been a resident of Colorado since 1998, his North Carolina upbringing is evident in his deep-seated love for sweet tea, pecan pie, and, most especially, Carolina-style BBQ.

Culp, Christy

Christy Culp has worked for the Department of Local Affairs since May 2006. She works as the liaison between the Department and various organizations in the state, including Downtown Colorado Inc, Colorado Rural Development Council, and the Colorado Brownfields Foundation. Christy is the state-wide coordinator for the Colorado Main Street Program and helps facilitate economic development sessions and rural outreach programs and works to develop collaborative partnerships with elected officials, residents, businesses, institutions, and organizations.

Christy received her Master's from the University of Colorado at Denver in Political Science with an Emphasis in Politics and Public Policy. Her final project focused on planning for small communities and was a finalist in the Colorado City and County Manager's Association's Best Master's Project competition. Prior to taking a job at DOLA, Christy was an intern in Town of Poncha Springs through the University of Colorado at Denver's Best and Brightest Program.

Dayish, Andrew

Andrew was one of the first CEOs of Lickity Split Chocolate. He held this position from the time he was 14 until he retired with merit two years ago at age 18. In his senior year of high school he was named a sterling scholar in business and marketing; a very high honor in Utah. This won him a scholarship and he is currently pursuing a bachelor's degree in Business from Utah State University. He is also a board member of Blue Mountain Dine, a Navajo chapter government position. He is also president of Rotaract, a division of Rotary International. He is known throughout his town for being a young leader who shows a deep concern for his community.

Dermody, Justin

A former Marine, Justin Dermody is a Pagosa Springs native who has spent nearly half his life in Archuleta County in various entrepreneurial pursuits. For the last decade, Justin has managed a number of RadioShack Franchise Stores and Verizon Wireless Authorized Agents in the Southwest, in addition to starting two automotive LLCs and spending a year in Belize with Sueno del Mar, Inc. "Selling is simply a transfer of enthusiasm" is Justin's mantra and he believes in combining enthusiasm, expertise, and professionalism to best serve the customer and drive profitable business relationships within the community.

Edwards, Anthony

Anthony D. Edwards is the owner of San Juan Law Office, LLC in Silverton Colorado and is currently acting as the Owner's Representative/Co-Project Manager for the Silverton Comprehensive Rehabilitation Project for the Silverton Public School. In addition, Mr. Edwards is a board member of both Region 9 Economic Development District of Southwest Colorado and San Juan Development Association. He formerly served as the Director of San Juan Development Association when Silverton was recognized by the Economic Developers Council of Colorado as the Small Community of the Year.

Feinman, Jennifer

Jen is 14 years old and has been the CEO of Lickity Split Chocolate for a year. She is extremely industrious and enjoys mentoring younger Lickity Split interns. She is currently a high school freshman skipping 2 grade levels in school. She enjoys swimming and learning new things. She wants to open a veterinarian business after college. She is able to handle all aspects of the chocolate business including the order processing, cost accounting, marketing and customer service.

Flores, Francisco

Francisco Flores is the Colorado Governor's Energy Office Renewable Energy Program Manager. In this position, he is responsible for promoting economic development in Colorado, ensuring effective use of funding, and developing and implementing efficient programs that advance the use of renewable energy technologies in the state. In a previous life, Francisco helped one of the fastest-growing telecommunications vendors worldwide to expand its market in Latin America. Working to advance the use of sustainable sources of energy he found a perfect blend of his engineering abilities and his desire to effect a positive impact in the world.

Goettsch, Greg

Greg has over 38 years of experience in developing, managing, and supervising small businesses. Prior to establishing Business Technology Support, Inc. (dba TeamBTS) in 1997, he worked in a sales management capacity for a commercial grounds equipment company serving a nine state region. Since 1980 he has founded and managed six companies in Colorado, including one non-profit association. He is experienced in all aspects of multiple project administration, including commercial product development and marketing, computerized sales tracking, customer support/maintenance programs, and computer modeling of company economic performance. Greg is also uniquely experienced and qualified in working with start-ups to medium sized businesses as a marketing and business consultant. He also provides technology plans & implementation and web site enhancements to a marketing & sales plan. This combination of expertise provides TeamBTS with the leadership to ensure the effective identification and implementation of specific Internet and E-Commerce objectives for small business clients.

Graham, Bill

Bill co-founded Ska Brewing Company in 1995. He currently serves as Secretary of the Corporation and works mainly with the brewers in raw material acquisition, quality control, recipe formulation and implementation, and new machinery acquisition and placement.

In 2004 he co-founded Peach Street Distillers in Palisade Colorado. He currently serves as President of that Corporation and works with their Head Distiller in business organization, new machinery acquisition and placement, and excise tax payment and organization. With Peach Street, he serves a function more like office administrator and chief financial officer.

Hoefler, Deborah

Deborah Sherman Hoefler was born and raised in Eastern Colorado. She grew up a “farm kid” and to this day, considers herself fortunate to have learned the value of a good work ethic. Ms. Hoefler has worked in higher education since 1993. She began her career at Lamar Community College in Lamar, Colorado where she was a fund raiser, teacher, advisor, coach and student. Currently, Ms. Hoefler is the Assistant Director of Advising and Financial Aid at the Community College of Aurora. Ms. Hoefler earned degrees in Business and Education. Ms. Hoefler is still a land owner in Eastern Colorado and has a passion for conservation and wild life preservation. She enjoys running, working on the farm and making memories with her family. She is the mother of two adult children and a 3 month old grandson. Her theory is, if you want to be successful, surround yourself with individuals smarter than you and then take each moment to learn from them.

Huttrer, Gerry

Gerry Huttrer graduated from Dartmouth College and the University of Washington with degrees in Geology. He has been a geothermal geologist for more than 40 years and has worked in 45 nations while exploring for geothermal resources adequate for fueling the generation of electric power. Additionally, Mr. Huttrer has many years of experience working with lower temperature waters and has consulted on ways to optimize their utilization all over the world. Mr. Huttrer is President of Geothermal Management Company, Inc., the consultancy through which he has offered his geoscientific services since 1985

Illsley, Linda

Linda Illsley, Chef/owner of Linda's Local Food Café, was born and raised in Uruapan, Michoacán, Mexico. She attended the Culinary Institute of America, graduating in 1985 with an Associate Degree in Occupational Studies. A second degree, International Relations with Development Studies, was pursued at Sussex University, England, where she graduated with a BA in 1998.

Linda has been cooking since she was six years old, with restaurant work being her first job away from home. Her experience ranges from serving at McDonald's to a *commis de cuisine* program in a two-Michelin-star restaurant, The Hoefslag, in Biltoven, Holland.

Organic, fresh and local food has been a central interest for much of her culinary career, from opening Cocina Linda at the Farmers Market in Durango 10 years ago to making the transition to Linda's Local Food Cafe in July 2011.

Keck, Joe

Keck is currently the Director of the Small Business Development Center at Fort Lewis College in Durango, CO. Keck provides one-on-one business counseling to existing and start-up businesses in the five (5) county area of Region 9 in southwestern Colorado. Keck has been a small business owner since 1993 and prior to that time worked in planning and economic development capacities with the Ute Mountain Ute and Southern Ute Indian Tribes from 1977-1993. Keck and his wife own Susie's Hallmark in Cortez. He is a 1975 graduate of Fort Lewis College. Keck has served in a number of public capacities including 8 years of service on the Cortez City Council/Mayor(1996-2004), Cortez Downtown Association, the Colorado Aeronautical Board (2001-2003), Club 20 Board of Directors, Region 9 Economic Development District Board of Directors, and BLM Advisory Committee on the lands designated in the Canyon of the Ancients National Monument.

Keyes, Kathy

Kathy Keyes, founder, owner and executive chef of Pagosa Baking Company, has been in the baking business for 20 years. She started the bakery eight years ago, converting her garage into a commercial kitchen and selling her artisanal breads and wide assortment of cookies and pastries in town at "the shop" – Pagosa Baking Company at 238 Pagosa Street. In 2004, following a major addition to the shop, Kathy combined all baking and retail operations under one roof.

King-Stovall, Denise

Professional in public administration with over 30 years of experience in developing, maintaining, managing and organizing parks, open space, social and cultural programs, operating public programs and facilities. Proven ability in staff supervision and integration, financial management, general fiscal analysis, planning, policy development and project management. Skilled in marketing and fostering public and financial support for parks, open space, historical and cultural projects. Established two operating small business and own and run a lamb / hay farm.

Kotrlik, Alice

Alice Kotrlik joined the staff of the Colorado Office of Economic Development and International Trade (OEDIT) in August 1993. She serves as the Deputy Director and has direct oversight of OEDIT's budget, the Business Finance Division,

The Business Finance Division's responsibilities include management and oversight for the state's Business Loan Funds, the Infrastructure Program, the Feasibility Study and Planning Program, the Certified Capital Companies Program, the Venture Capital Authority Program, the Colorado Innovation Investment Tax Credit Program, five Economic Development Commission Programs, and three Bioscience Research Evaluation Programs. In addition, the Business Finance Division manages the business underwriting functions for the Colorado First and Existing Industries' Job Training Programs and the commercial aspect of the Private Activity Bond Program administered by the Colorado Department of Local Affairs.

Prior to Alice joining OEDIT, she worked for five years with the Texas Department of Economic Development as a Program Supervisor and Business Finance Specialist. Her background also includes extensive commercial lending and portfolio management experience with major banking institutions in Texas

Lindblad, Rich

Rich Lindblad taught entrepreneur workshops on the East Coast at the undergraduate and graduate level for 15 years. His interest in small businesses led him to launch, run and sell several small businesses himself, including a Christmas tree farm in New Jersey, where picking out hand-trimmed trees was a festive experience, not just an errand.

Rich currently teaches the Next Level Leading Edge program in Pagosa Springs and, as a business advisor, spends a fair amount of time with “business owners and people who think they want to go into business but are not sure,” he says. “It’s a coaching exercise, and if you can do it right, you can help lots of people.” Most recently, Rich has accepted the position of executive director for the Pagosa Springs Community Development Corporation.

He describes his advising areas as having “no limit.” “You never know what you’re getting into when you provide advice to people – restaurants, cafes, retail stores, private businesses. To be able to turn them around and have them see what they don’t see – that is my job,” Lindblad states. He also offers what he terms as “an environmental scan” of a business. “If you trust me long enough to let me come and hang out with you, I’ll notice things about your retail establishment that customers see that you don’t see because you are too close to it. That is the fun part.” Rich also enjoys working on financials and sharing the concept of utilization.

A self-proclaimed “wannabe chef” who has taken close to 40 cooking classes, Lindblad gives cooking classes in the winter for seniors at the Pagosa Community Center. His favorite cuisine to cook? “Southwestern – not too hot but with a lot of unusual flavors.”

Lobdell, Katherine

Kathryn Lobdell specializes in Government Procurement Counseling providing comprehensive contract counseling to businesses on how to sell their products and/or services to the appropriate local, state, and federal government agencies. Procurement assistance services include assisting in completing State & Federal contract registration, Identifying small business preference eligibility, search government databases to identify contact bid opportunities, researching contract award histories, reviewing bids and proposals, and assisting with GSA Schedule proposal development.

Lund, John

John W. LUND is currently working for the National Renewable Energy Laboratory in Golden, Colorado in their Low Temperature Geothermal Program. He is the former Director of the Geo-Heat Center at the Oregon Institute of Technology (OIT) and has worked in the direct utilization of geothermal energy for over 35 years. He has a B.S. and Ph.D. from the University of Colorado, and a M.E. from the University of California, Berkeley, all in Civil Engineering. He is an emeritus Professor of Civil Engineering at OIT where he taught for 32 years. He has also taught at the University of Alaska, Fairbanks and at Oregon State University. He was in the U.S. Army, Corps of Engineers, in Alaska as a 2nd and 1st Lieutenant.

Masner, Gary

Gary Masner had a career in consulting, venture capital, and starting and running various technology companies. After 8 years sailing the oceans, he moved to Durango where he volunteers with the SBDC's Business Advisor Network. He is currently the CEO of a space propulsion testing company. He has an engineering degree from RPI and an MBA from Stanford.

McCool, Carrie

Carrie McCool is the founder and Principal of McCool Development Solutions, LLC, a land use consulting firm specializing in providing municipal planning services to Colorado's small to mid size communities. Carrie has more than sixteen years of national and international experience in all aspects of planning wherein much of her work focuses on developing comprehensive land use plans, development code revisions, downtown revitalization, diagnosis and drafting of land use policies, design standards and guidelines; preparing implementation strategies and actions plans, as well as community engagement strategies and consensus building. Prior to forming McCool Development Solutions, LLC in 2001, Carrie held staff planner positions for high-growth communities including Arapahoe County, Douglas County, and the City of Greeley. Her focus in all three jurisdictions was current and long-range planning, streamlining the development review process, and development code revisions. Carrie received her Master's Degree in Urban and Regional Planning from the University of Colorado at Denver and her Bachelor's Degree in International Affairs with a minor in Environmental Issues from the University of Hawaii.

Mitchell, Bart

Bart Mitchell is the General Manager for Growing Spaces, LLC, a geodesic dome greenhouse manufacturer, and 2010 winner of the Colorado Companies to Watch award. His area of responsibility includes running day to day operations of the company as well as overseeing strategic growth plans, financial analysis, sales/marketing reporting, and productivity enhancements. Previously, he held the position of Executive Director of Archuleta Economic Development Association, where he mentored over 200 businesses during his 5-year tenure. He also taught the NxLevel Leading Edge Entrepreneurial Training Program for a number of years. Prior to working in economic development, Bart held a number of management positions at GE Medical Center that involved running a service division, doing acquisitions and integrations, rolling out the Six Sigma quality initiative, and overseeing more than 55 employees. Throughout his diverse background, Bart especially enjoys working with business owners to help them accomplish their goals. He also owns a website design and internet marketing company with his wife, Marcy, called MTECH Internet Marketing. They have been in business for over 16 years

Mitchell, Marcy

As owner of MTECH Internet Marketing, Marcy Mitchell has been helping clients create revenue growth through Internet channel development since 1995. She has worked with hundreds of small business owners to develop marketing strategies and Internet presence for the past 16 years. Her extensive experience in web design, copy writing, search engine optimization, PPC management, social media and Internet marketing has assisted many small and medium-sized businesses to keep up with marketing trends.

Morlan, Ed

Ed is the Executive Director for Region 9 Economic Development District of SW Colorado, Inc., since 1989. He is experienced in finance for business expansion and start up, grant writing, administration, strategic planning, and community and economic development activities. Current position involves administration of the corporation, Business Loan Fund, SW Colorado Enterprise Zone, Planning and Technical Assistance Program through the Economic Development Administration, and the Southwest Colorado Transportation Commission. The Region 9 Economic Development District has been a leader in rural telecommunications development and recently facilitated the Growth Company Initiative (GCI) targeting high impact emerging growth companies. The GCI program was chosen to receive a National Association of Development Organizations (NADO) 2007 Innovation Award.

Ed serves on several Boards and Commission such as the Bayfield Town Board, Secretary of the Southwest Colorado Rural Workforce Consortium, the Board of Directors for the Procurement Technical Assistance Center and more.

He has received numerous awards and honors including the Purple Heart and Silver Star from the United States Army, Barbara Conrad Leadership Award, and the Economic Development Council of Colorado's Achievement Award.

Neilson, Ben

Ben Neilson is the Director of Methamphetamine and Suicide Prevention Initiative for Utah Navaho Health System, Inc. His responsibilities include coordinating the prevention programs for you in the Utah Strip of the Navajo Nation to include the Venture Utah Summer Camp, Native Youth Designs Sublimation Business, Equine Therapy, and school assemblies.

Neilson, Craig

Craig Nielson is a LEED Certified designer and emerging inventor and social entrepreneur. He is the Founder of ShelterCart, a private start-up social venture company that designs portable human-powered living shelters for homeless people, disaster relief and refugees; as well as local market vendors carts to support localized micro-enterprise. Craig has worked as an artist, green building designer and consultant, carpenter and affordable housing provider. He holds a Masters Degree in Regional Planning from the University of Tennessee, Knoxville.

Norton, Marcus

Mr. Marcus A. Norton is an Account Executive in the Denver office of M3 Insurance Solutions, Inc. (M3). Specializing in property and casualty insurance, he supports the agency's efforts to gain new business and to build and maintain client relationships. With an emphasis in the area of Construction and Real Estate, Marcus advises clients on insurance placements as well as risk management strategies while educating clients on changes and/or trends affecting the industry.

Omar, Masouda

Masouda Omar has been with CHFA since 1998 and works with the Business Finance team to market, underwrite, approve, and close small business loans statewide. She has over 13 years of experience providing financing to small and medium sized businesses utilizing a variety of state and federal programs including tax exempt bonds, USDA Rural Development, SBA, and New Markets Tax Credit. Ms. Omar has a Bachelors of Science in International Business from the University of Colorado at Denver.

Parish, Beth

Beth Parish has been part of Regis University affiliate faculty since 1998, teaching undergraduate marketing, business and advertising courses for both adult learners in The College for Professional Studies and traditional students in Regis College. For the last five years, Beth has served as Program Manager of the John J. Sullivan Endowed Chair for Free Enterprise. The mission of the Sullivan Chair is to help form multi-sector partnerships that use Free Enterprise solutions to address social needs. In both 2001 and 2002, Beth was awarded the SPS Excellence in Teaching Award. Beth sits on the boards of Colorado Performance Excellence and Rocky Mountain MicroFinance Institute and is an advisor to ICOSA Magazine.

Beth holds an undergraduate degree in Engineering from Dartmouth College and an MBA from Duke University. Beth's background is in consumer packaged goods having worked in Brand Management for Procter and Gamble in the United States and Japan's KAO Corporation

Parsons, Puja

Puja Dhyan Parsons graduated Cum Laude from San Jose State University in 1974. With degrees in Fine Arts, Religious Studies, Philosophy and Psychology she became the Founder of Life Arts Center, Abhinava Meditation Center, and Aspen Body Therapy. She co-designed the Inner Journeys and the Aspen Grove programs for leadership development after doing post graduate work in music and art therapy as well as Jungian Psychology. She taught Conflict Resolution and Communication Skills for Aiki Works to large business corporations for ten years from the principles of Aikido. Puja Dhyan and her husband Udgar founded Growing Spaces LLC in 1989 and she has been CEO there for five years

Parsons, Udgar

Michael was born July 15, 1942 in Yorkshire England, became a Dentist in 1965 and Orthodontist in 1968. Graduated from University of Durham. Moved to Scotland to create a small family farm in 1969, and brought family to USA in 1980. As a certified hypnotherapist he handled pain management naturally, which led to study of holistic health and meditation. Engineered the Growing Dome in 1980's he started Growing Spaces LLC in 1989. He is a teacher of higher consciousness, sustainability and natural systems as well as permaculture after gardening for forty years.

Peterson, Terryl

Business Advisor Terryl Peterson garnered most of her expertise working as the chief financial officer for 15 years for Durango-based Lore International (now called Korn/Ferry), a leadership- and executive-development company. “Although I was not the entrepreneur there, it’s a very entrepreneurial company,” says Terryl. “I worked closely with the founder; we grew from seven employees to 50-plus when I was there.”

After leaving Lore, Terryl dove into the entrepreneurial world by starting her own consulting practice a year ago. “Through all of our work at Lore, we had contact with a number of other entrepreneurs and business associates, so I had some third-party exposure to that world and what it takes to launch a business of any kind.” Although her focus is mostly financial, i.e., how to create cash flow projections, Terryl can offer perspective on the operational side as well. “I do a lot of startup consulting and help people walk through the business plan setup. At Lore I did all the legal and contracts, so I have some exposure to setting up your business entity, what approach to take.”

Between running her own business and pursuing her outdoor passions – which include hiking, skiing, backpacking, camping – Terryl makes time to work as a Business Advisor because she likes the variety. “It’s inspiring to see all the different concepts coming up, and then to be able to help people who would otherwise just be trying to figure it out on their own. Hopefully, we can help them make their idea into something.”

Reddin, Chris

Chris Reddin is a strategist with a strong background in finance and marketing. She currently serves as a team leader on the National Center for Economic Gardening Strategic Research Team. Chris is well-known in the Grand Junction community for her term as the Executive Director of the Business Incubator Center. The Center works with approximately 750 entrepreneurs annually and housing 50 companies on site; it is a vital part of economic development on the Western Slope of Colorado. Prior to joining the Incubator Center, Chris was a partner and CFO with Mountain Sprouts, a children’s outdoor apparel company. Chris’ professional background also includes business starts in the restaurant and retail sectors as well as having served as Operations Manager at bicycle component manufacturer, DT Swiss. Chris has a BA in Economics from Georgetown University and an MBA from Cornell University.

Ritchie, David

David Ritchie is a Franchise Sales Specialist for Rocky Mountain Chocolate Factory and Aspen Leaf Yogurt. He has over 3 decades of Sales and Marketing experience ranging from Real Estate, Financial Services, and Precious Metals to Franchise Business Opportunities. He has been actively involved in the opening of numerous Rocky Mountain Chocolate Factories and Aspen Leaf Yogurt stores over the past 7 years. Dave is totally excited to be working with new start-up entrepreneurs and loves the idea of helping them exceed beyond their greatest expectations!

Rorhbacher, George

Cattle rancher, Centerville, WA. A graduate of the Univ. of Denver, he is recently retired from a career spanning four decades in agriculture. George has run both a dry land hay, wheat and cattle ranch, and a diversified irrigated farm growing concord grapes, mint oil, sweet corn, hay, grain and feeder pigs. George is the inventor of THE FARMING GAME, an international award-winning board game and the author of two books. George has served in the Washington State Senate and as a Commissioner of the Columbia River Gorge National Scenic Area.

Shaw, Carla

Carla Shaw is an Assistant Manager for The Springs Resort and Spa in Pagosa Springs, Colorado. She has been living in Pagosa Springs since the early 90's - not quite a "local", but she still remembers when Pagosa Springs had only one stop sign in the middle of town. Since moving to Colorado from Oklahoma, Carla has worked as a Real Estate Broker, Retail Store Owner and Most recently, as Assistant Manager for The Springs Resort and Spa. Carla understands the difficulty in requesting donations as well as staying in budget and getting the most mileage for your donation dollars.

Silverstein, Jesse

Jesse Silverstein is a founder and Executive Director of the Colorado Brownfields Foundation. Jesse's experience includes preparing economic development strategies, real estate financial analysis, and economic/fiscal impact analysis for a variety of public and private projects and has been working with brownfields sites since 1995. His experience includes positions as partner with Development Research Partners economic consulting, Director at Equitable Real Estate Investment Management, Chief Appraiser for the Resolution Trust Corporation (FDIC) in Washington, D.C. and he is past President of the Denver Association of Business Economists. He holds a Bachelor's Degree in Economics from the University of Delaware, a Master's Degree in Economics from the University of Colorado at Boulder, and has an MAI professional designation in commercial real estate analysis from the Appraisal Institute. Appointed by Governor Ritter, Jesse serves as a member of the Colorado Petroleum Storage Tank Committee.

Simmons, Tony

Tony Simmons is the President and Head Brewer of Pagosa Brewing™. Tony is an accomplished brewer and has worked with breweries in Colorado, New Mexico, and California. He won scholarships to professional brewing schools in both the USA and Germany. In addition, Tony is professional beer judge and was invited to judge at the prestigious Great American Beer Festival.

Tony has won a variety of awards including crafting the National Award Winning Poor Richard's Ale. The recipe included corn and molasses, which were very typical colonial ingredients. Tony's recipe has been re-brewed by 100 breweries in 35 states (including Anheuser-Busch!). Tony was flown to Philadelphia to brew the commemorative beer with Philadelphia's local Iron Hill Breweries. Poor Richard's Ale was served at a gala event for Benjamin Franklin's 300th birthday celebration, and enjoyed by senators, congressmen and the elite of Philadelphia society. The recipe was also selected for 2006 National Homebrew Day, which allowed it to be brewed by some 3,000 home brewing participants.

Skeehan, Carmen

Carman Skeehan is the former Director of Operations for TSR Agristruction, a Golden Colorado based business that's building infrastructure for the new generation of farming. TSR Agristruction is the home of Agriburbia®, a comprehensive land use planning and design concept that integrates agriculture and food production components with land development best-practices and policy-making to develop sustainable communities that meet the 3 fundamental human needs: Shelter, Transport, and Food. This session will present the Agriburbia® principles, their application and significance for place-making and community building, policy modification, financial viability, and economic returns.

Currently Carman Skeehan owns and operates TGA Inc, building and maintaining spatial geo-databases for US Department of Justice-Environmental and Natural Resource Division as well as private law-firm cases. She has a Bachelor of Science in Architecture from the University of Wisconsin and a Master's of Engineering in GIS from the University of Colorado. While with TSR Agristruction, Ms. Skeehan authored the "Agriculture and Food Baseline Study", April 2011, for Douglas County, Colorado. The study included calculating the general "Community Food Fraction", or CFF™, comparing food calories produced and food calories required within County boundaries.

Snidow, Pattie

Pattie was born in rural Parkville, Missouri, and spent her teen years in Denver. She began her career at the age of 17 as a mortgage loan processor for United Bank of Denver downtown. She moved to Craig to start a family, which turned out to be two of her favorite people, her daughters Krystle and Jolene who are now both married and starting families of their own.

She co-owned and operated two small businesses, was a professional artist with 2 limited edition prints, an active participant in the business community and the non-profit services community including advocacy for domestic violence victims, and an emergency medical technician w/IV therapy and wilderness specialties on the Moffat County Volunteer Ambulance. She is a graduate of the Economic Development Institute, a P.A.D.I. Scuba Dive master, and a certified personal trainer. She served on and chaired numerous boards while living in Craig.

She was a part of the management team for the Beanpole Telecommunications Project in Northwest Colorado; organized and led the NW region businesses to successfully address regulatory licensing/permitting issues in the hunting economy, was a founding member of the Western Colorado Economic Alliance, and has been active in Club 20 for many years.

Pattie was appointed by Governor Owens to serve the Western 22 counties as the Western Business Development Representative for the CO Office of Economic Development in 2002, which moved her to Grand Junction. She left OED as the Sr. Business Development Rep., and joined the U.S. Department of Agriculture - Rural Development as West Area Director in 2005 to oversee four offices located in Craig, Delta, Cortez and Alamosa. USDA-RD is a federal finance agency, specializing in infrastructure which can build a rural community from the ground up, including financing the businesses in that community.

Staley, Michelle

In 2005, pregnancy complications required her to have an emergency C-section twelve months ahead of her due date. When her first and only son, Ty, was finally able to come home from the hospital, he weighed just over 1.5 pounds and was required to be on oxygen around the clock. For any new mom it's hard enough to deal with the challenges of having a baby in tow with a diaper bag and purse, but Michelle also had to add an oxygen tank to the mix.

She knew there had to be a better system to carry all of those items. When she couldn't find one, she decided to create her own and the Busy Breathers bag was born.

The Busy Breathers backpack, made of flame-retardant material, is designed for use by adults or children and can hold three cylinders of oxygen. It has an opening for the tubing through the side, a rubberized handle, an "across-the-chest" strap with extra padding, two-sided zippers and a mesh opening to determine the amount of oxygen left in the tank. The backpack offers its users the freedom to work, play, run errands and exercise without the burden of awkward oxygen tanks and tubing.

Her unique concept took some time to bring to the market but it continues to increase in popularity every day. With the help of a Huggies® MomInspired™ grant, she's shared her bags with other moms and the elderly and sells them to oxygen and direct medical equipment companies. And, recently, Walgreens began carrying them in select stores and online. Perhaps the most poignant retailer, though, is the gift shop at the hospital where Ty was born – Presbyterian St. Luke's in Denver, Colorado.

Stapenhorst, Ellen

Ellen Stapenhorst is a writer, musician, teacher, and performing and recording artist who has been active in community, social justice and environmental causes throughout her life. She's lived in rural areas for most of the last four decades, much of that time in western Colorado. As a two-term board member of the Paonia Chamber of Commerce, she helped create the "Buy Local" campaign and organized Paonia's Cherry Days Festival for four years. Ellen travels extensively with her music and with aikido-based programs on conflict resolution and creativity, and she's glad to call the Western Slope her home.

Steffens, Stephanie

Stephanie Steffens is the Program Director for Colorado Companies to Watch and the Director of the Colorado Workforce Development Council in a dynamic partnership between the Colorado Department of Labor & Employment (CDLE) and the Colorado Office of Economic Development & International Trade (OEDIT). Prior to this she worked for OEDIT as head of the State's Business Retention & Expansion Program (BRE) her work has been critical as Coloradans manage and meet the challenges of a changing economy. As part of the state's BRE program Stephanie brought communities and business together to create and implement *Colorado Companies to Watch*. Companies to Watch is a national program of the Edward Lowe Foundation which recognizes and supports second-stage (growing) companies. In June of 2011 the third annual class of Colorado Companies to Watch were named, adding 50 additional good news stories to share throughout the Colorado and the nation.

Stephanie earned her business degree from Adams State College. She learned about the practical, day-to-day realities of managing a business first by running a rapidly expanding safety company and then by

owning and managing two businesses in Center, Colorado. For Stephanie, business and community service are a way of life. She grew up on a family farm in the San Luis Valley and learned the value of hard work and the strength of community as a young girl.

“To be good at anything you must completely believe in it. Bringing awareness, through Colorado Companies to Watch, of the value of existing industry and locally grown businesses to Colorado’s economic prosperity is vital. The work of the Colorado Workforce Development Council is critical to the vitality of Colorado’s communities. I appreciate the opportunity to work with so many great volunteers and business leaders throughout Colorado in implementing solutions for our future.”

Thompson, Charles

Charles was born and raised in a small town South of Wichita, Kansas. He attended Brigham Young University where he received a BS in Range Science and a Minor in Geology, and then attended Kansas State University where he received an MS in Range Management. He has worked many different jobs including as a Forest Service Range Specialist, carpenter, airplane manufacturing machinist, life guard, farmer, truck driver, security guard, title research agent, and construction worker. In 1984, he began my federal career in USDA with Farmers Home Administration in Utah and have served USDA in Utah, Idaho, Washington DC , Alaska, and Colorado. He am presently the Southwest Colorado Area Director for Rural Development.

Walden, Judy

Judy Walden is the president of Walden Mills Group (WMG), a firm that specializes in rural tourism development. She works with local groups to develop regional strategies that balance the economic benefits of tourism with the protection of local natural and cultural resources. She has worked with the National Trust for Historic Preservation (NTHP) to develop heritage tourism in communities from upstate New York to Alaska. For eight years Walden owned and operated an international inbound tour company that brought groups of specialty travelers from Asia into the Rocky Mountain West. She is currently working on an internal marketing program with the Wetlands and Wildlife National Scenic Byway in Kansas, with movie shorts for Public Service Announcements with the Canyons and Plains of Southeast Colorado, and on the development of culinary tourism with the State of Washington.

Welch, Jasper

Jasper Welch-With over 35 years of business, marketing, management and micro-investing experience, Mr. Welch provides management consulting and marketing services to a variety of clients through his firm Four Corners Management Systems. He is the co-founder and co-manager of DurangoSpace, a co-working and entrepreneur support facility located in downtown Durango, CO. He is the Entrepreneur-in-Residence at the San Juan College Enterprise Center in Farmington, NM, following 12 years of managing the regional business incubator. Over his small business career he has owned and operated several companies and he served on corporate boards in the printing, advertising, manufacturing, telecom, web based services and office products sectors

White, Wendy

Wendy Lee White has been a Domestic Marketing Specialist for the Colorado Department of Agriculture for more than eleven years. Her primary responsibility is managing the Colorado Proud program, which encourages consumers, restaurants, schools and retailers to purchase Colorado food and agricultural products. She organizes public relations and promotion efforts for the Markets Division in addition to developing division brochures and publications.

Wendy is also actively involved with promoting agritourism events and activities in the state. Through the annual Colorado Farm Fresh Directory and the Department's Web site, she helps farms and ranches market their agritourism operations to both residents and tourists.

Wilhelm, Suzanne

Suzanne Wilhelm joined Fort Lewis College in 2001; she is currently Associate Professor of Law in the School of Business Administration.

Dr. Wilhelm passed the State Bar Exam of Colorado and the State Bar Exam of Michigan, and currently holds licensure in both states.

Dr. Suzanne Wilhelm's research in international law and business law is published in international forums, as well as national journals. She has presented her work abroad and in the US, and has authored a number of published case studies.

Williams, Katherine

Katherine Williams is an attorney who recently joined the CDOT Center for Equal Opportunity as a Civil Rights Specialist. Her work focuses on developing and administering the ESB Program and CDOT's transit DBE program, as well as assisting with other Center programs and initiatives.

Wood, Elaine

Elaine Wood currently works at Advance Energy in Fort Collins, Colorado where she manages the strategic accounts for utility scale solar generation projects. She previously founded Great Divide Investments to help guide successful completion of clean energy projects where she specialized in helping municipalities and investors manage projects from inception through implementation.

Zalneraitis, Roger

Roger has worked in both the private sector as a consultant and a risk manager for trading companies, as well as in the public sector as an economic development specialist. He has an undergraduate degree in Economics from the University of Notre Dame, and a graduate degree in Urban Planning from Virginia Tech. Most recently, he has served as the Economic Development Coordinator for the City of Lawrence, Kansas, where he helped in efforts to grow local businesses and promote the bioscience industry.