



NAWBO[®]
Northern New Mexico

NAWBO NEWS
National Association of Women Business Owners

The Northern New Mexico Chapter of NAWBO is a learning environment in which members: Heighten standards of professionalism, Strive for excellence, Exceed expectations of our clients and ourselves, and Support each other.

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The President's Corner – Sandy Cody



This newsletter is an enthusiastic “thank you” for the work of three NAWBO-NNM committees; each has dedicated many hours of volunteer time to create added membership value for our members. Please take a few minutes to express a hearty thank you to...

👉👉 The NNM-NAWBO Foundation, 501c (3), Committee coordinated the application process and responded to all the IRS questions in order to bring us a charitable foundation. The desire to have a foundation was a dream of Past President **Karen Urbielewicz**. Karen and her committee have spent over 3 years working on this project. You may be asking yourself what the 501 c (3) means to our chapter. The 501 C (3) puts us in the position to raise more money to build our capacity to assist women owned businesses in achieving their goals. Thank you, Karen and Committee, for a job well done.

👉👉 **Elke Wunderlich, Faye Heller and Mary Bresnahan** for successfully coordinating the steering committee needed to create a National Association of Women Business Owners in the Las Cruces/El Paso corridor. We have six women willing to sign the application and to move the chapter in formation forward. The LC and EP women are anxious to get started and to start trading business opportunities with NNM. Good work ladies.

👉👉 **Deb Walter** and the Training and Business Resource Committee for an outstanding marketing seminar; the speakers, DJ Heckes, Exhib-It, Matt Anderson of [The Referral Authority](#) and Mary Ellen Merrigan of [Connecting Point Communications](#) brought us practical marketing tools we can use immediately. Deb, thank you and the committee for great job.

The committees mentioned are not the only committees doing enormous work for the chapter; all the committee Directors are constantly looking for opportunities to better serve the NNM-NAWBO membership. Please stay tuned

for on-going membership enhancements and if you have an idea you would like us to consider, please contact any of the Board members.

Although, I will see most of you at the November monthly meeting I would like to take this time to wish you and your families a joyous Thanksgiving.

Sandy Cody
President, NAWBO-NNM 2006-2007

Program - Wednesday, November 15

The Changing World of Work

**Embassy Suites – west of I-25 on Lomas
Ventana Room**

*Enter through the hotel's main lobby doors at the south end of the complex.
The Ventana Room is located off the hallway behind the lobby bar.*

5:30 p.m. Mix 'n Mingle & SILENT AUCTION — 6:15 p.m. Dinner & Program

Program -

Whether you own a small business or are a decision maker for a multinational corporation, the changing world of work will affect you.

Jeff Parker, Regional Director for Manpower New Mexico, discusses trends in global, national and local employment, and links them all together.

How will China's growth impact your business here in New Mexico? It will. Learn what you need to do today to be successful in business tomorrow. Jeff looks at demographics today and connects them to the future of hiring, employment, competitive benefits and productivity in the work place. Parker's position as Regional Director of Manpower, Inc. affords him a big picture of what is happening in the employment field in New Mexico. A leading advocate of economic development here in New Mexico, Jeff also served on the Central Area Workforce Investment Board and is past President of the Human Resource Managers Association.

Special Event!

The Community Outreach Committee will hold its first quarterly Silent Auction at the November 15 meeting to benefit NAWBO-NNM's philanthropic fund.

Spotlight Tables

- **Alliance for Albuquerque Animals** – Sponsored by Kay Ballinger, Catalyst Financial Management
- **Bair Medical Spa** – Kristie Bair
- **DWParker Fiber Arts** – Deborah Weaver Parker
- **NM Governor's Commission on Disability** – Lisa McNiven
- **UBS Financial Services** – Julie Epling

Advance Reservations Required by 5:00 pm on Friday, November 10

- For immediate reservations, click here: <http://www.nawbonm.org/nawbo/events/register/319/>> After submitting your reservation, you will have the option to continue and pay in advance online.
- You can also e-mail Luci Dawson to make your reservation: nawbonnm-f@earthlink.net?subject=Nov 15 RSVP>
- **To cancel a standing reservation for this month only, click here:** nawbonnm-f@earthlink.net?subject=Cancel NAWBO Nov 15 Standing RSVP>
- Meeting Cost: \$27 members; \$32 non-members

- RSVPs received after 5:00 pm on November 10 and “Walk-Ins”: \$37 members – \$42 non-members
 - Cancellations after 5:00 pm on November 10 and “No Shows” will be invoiced.
 - You will be billed if you make an RSVP for a guest and your guest does not attend or pay, even if you indicate you do not intend to pay for your guest.
-

Welcome New Members

Nancy Holt

Managing Member

Edgewood Aggregates, LLC

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President

Chatham Partners

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Emerging Business Owner

Legal and lobbying specializing in Oil and Gas regulatory and legislation work.

NAWBO Northern New Mexico Chapter – Now has a 501c(3) Designation

After a lengthy process the NAWBO Northern New Mexico Chapter has a charitable foundation! This process was started when I was President Elect for NAWBO **some five years ago**. I want to thank all who helped with this filing, for their dedication to NAWBO and the new foundation. Thanks to Karen Panciera, Sheryl Brown, Sandy Cody, Edna Lopez and MANY others for their time working on the incorporation, bylaws, and application process.

The NAWBO Northern New Mexico Chapter Foundations purpose is as follows:

“Supporting and providing opportunities for people of all ages through scholarships, training, and loans to help them become self-sufficient and active participants in community businesses.”

Our first committee meeting is to be scheduled within the next month. We now are at the point of setting goals and projects to bring the Foundation's purpose to life. VERY EXCITING STUFF!

Several individuals have already volunteered to assist with this process, and I am opening-up the invitation for any other NAWBO members interested in assisting to join the Foundation's first committee. If interested, please call or email me at kurbiel@ktu-cpa.com or call 897-7382.

Karen Urbielewicz
President, NAWBO Northern New Mexico Chapter Foundation
Past President, NAWBO Northern New Mexico Chapter

Platinum Profile: Denise Baker - DRB Electric by Mamie Chan



New Mexico Business Weekly recently ranked Denise Baker's company, DRB Electric, the 22nd largest woman-owned business in New Mexico - with 53 employees and revenues above \$4 million last year and over \$7 million in 2006. Denise owns 60% of the business, and her husband and company founder, Randy, owns the remainder.

Celebrating its 20th anniversary in business this year, DRB provides electrical contracting, maintenance, and integrated technology services to commercial, industrial and residential customers statewide. Clients include hospitals, churches, industrial manufacturing plants, schools, government installations, cable TV and satellite distribution sites, office buildings, and shopping centers.

The company specializes in new construction, improvements and remodels, design/build, value and cost-saving engineering, aviation, sports and parking area lighting, manufacturing and industrial plants, waste water and well facilities and lightning protection; and is fully certified as installers of voice and data communications systems. A separate service department, DRB On Call, provides 24-hour service.

DRB is registered with and actively working at U.S. government laboratories and bases, and currently in the process of becoming GSA- certified. The Company is certified woman-owned with National Women Business Owners Corporation and Women Business Enterprise National Council. DRB Electric and its owners have been recognized by numerous organizations for their positive contributions to both the construction industry and their community, including Samaritan Counseling Center's 2006 Ethics in Business Award, NAWBO's "Member of the Year 2003," and "2005 Business Owner of the Year" by the South Valley Exchange Club.

Denise and Randy and their staff are deeply committed to the Albuquerque area, and especially its youth, hiring work-study students from the local high school and strongly supporting an apprentice program. In addition, they provide extensive staffing, in-kind donations and/or financial contributions to schools, teams, political figures, and non-profit organizations in the community. An annual clothing/food/toy drive is held during the month of December benefiting local programs in the South Valley.

Denise is currently active with NAWBO (past Board, Platinum member), Albuquerque Economic Development (Board, Co-Chair Ambassador Committee), Women Impacting Public Policy (National Partner), Associated Builders & Contractors (member, National Diversity Committee), New Mexico Women In Film, The Association for Women in Communications, National Association of Women in Construction and various community fund raising events.

In addition to the Ethics in Business Award, other honors the company has won include:

- DiversityBusiness.com: Listed among the Top 500 companies nationally, and among the Top 25 firms in New Mexico, for diversity initiatives since 2002
- Associated Builders and Contractors: Received the prestigious National Platinum Level Safety Training and Evaluation Process Award annually since 2001
- New Mexico WOMAN Magazine: Named one of the Top 25 woman-owned businesses in New Mexico (based on total revenue) annually since 2001

- Enterprising Women Magazine: Designated a Finalist in 2004 and an Award Winner in 2005
- Awards for excellence from OSHA annually since 1992

Denise is an Albuquerque native and has been married to Randy Baker since 1992, residing with their three daughters (Jennifer, 12; Lindsey, 11 and Kristen, 8) in the South Valley. She loves to spend time with her family at home or traveling within the U.S. and abroad, visiting her brother and sister's families who live in Europe. In her spare time - between the girl's music, sports and acting schedules - Denise enjoys working in film and commercials, or just relaxing on their six-acre ranch tending to over 40 rose bushes, or spending time at their cabin in Southern Colorado.

Denise Baker
 President/CFO, DRB Electric
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NAWBO Satellite Breakfast Meetings

NAWBO WESTSIDE Satellite
Breakfast Meeting
 the **FIRST** Wednesday of every month

When: December 6, 2006
 7:30 a.m. to 8:45 a.m.

Where: Weck's Restaurant
 6311 Riverside Plaza Lane
 Coors and Montano Plaza Drive
 352-6209

Guest Speaker: A 10 minute presentation

Please RSVP to Lehsa Orcutt at
 bodynskinclinic@msn.com
 or 872-2900

NAWBO UPTOWN Satellite
Breakfast Meeting
 the **SECOND** Wednesday of every month

When: December 13, 2006
 7:30 a.m. to 8:45 a.m.

Where: Le Peep Restaurant
 2125 Louisiana NE (South of Pier One)
 SW corner of Indian School & Louisiana
 881-7272

Guest Speaker: A 10 minute presentation

Please RSVP to Julie Epling at
 julie.epling@ubs.com or 881-1700

Cost: Members - cost of breakfast (bring your appetite)
 Non-members - cost of breakfast and a \$5 admission fee

*(Please note that non-members can attend up to 3 times.
 After three visits, they will be encouraged to join NAWBO.)*

Second NM NAWBO Chapter - Update

NAWBO of Northern New Mexico is assisting in the formation of a chapter in the Las Cruces/EI Paso corridor. Many of our NNM members have given us contact names in the area. This has helped meet with several potential members and complete the first steps for a Chapter in Formation according to national guidelines. We have also participated in the 1st Annual Las Cruces Women's Conference held Nov. 3rd.

If you have any additional contact names, please contact Mary Bresnahan BresGroup@4u.net or Elke Wunderlich elke@topviewleadership.com

Mary Bresnahan
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NAWBO Represented in the NMBW's 40 Under 40 Awards

Once again, our chapter of NAWBO is represented in local awards!



Dr. Mamie Chan owner of Eye Care for You, PC and Jeff Parker, corporate partner with Manpower, Inc. were both listed in this year's 40 Under 40 Awards given out by the New Mexico Business Weekly. The Oct. 20 issue announced and profiled each of the winners. The "40 Under 40" category honors individuals under 40 years of age who achieve professional accomplishments and perform outreach. Honorees are chosen by a selection committee.

Dr. Chan has tripled the revenue of her optometry business since 2000 and now has 3 beautiful locations in Albuquerque. As regional director for the Albuquerque offices of Manpower, Inc. (a professional staffing service), Jeff Parker has expanded the number of staff by 300 percent and increased the region's net sales from \$2 million to \$20 million. Both are heavily involved in local non-profit organizations and believe in giving back on the local level. Please congratulate these two for the services they bring to our community.

Renewing NAWBO-NNM Members

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CORPORATE PARTNERS

Our Corporate Partners are presented on our newly designed web site: www.nawbonm.org. Please check out the listing and support all those business that support us so well.

PLATINUM MEMBERS

Our Platinum Members are presented on our web site as well: www.nawbonm.org. Please check them out and give them your support.

NAWBO NEWS

If you would like to submit an article for the next newsletter, please get in touch with us!

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