



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



I would like to acknowledge and congratulate the Public Policy Committee for an outstanding NAWBO Speaks Out. I believe we had the largest contingency of legislators since the inception of the Speak Out and from the number of conversations that continued long after the meeting ended, it had to be one of the most engaging Speak Out meetings. Thank you Robin Dozier-Otten and all the PP Committee members for bringing the NNM-Chapter of NAWBO to the attention of our legislators!

This May our Outreach Committee will hold its second quarterly silent auction. The proceeds of the auction will go to the newly formed NNM-NAWBO Foundation, a 501C (3) dedicated to bringing education, financial opportunities, networking and mentoring to women and minority owned businesses. It is the desire of the Outreach Committee and the Foundation that in 2008 we will be making a difference in the lives of businesses throughout Northern New Mexico. Please join us May 9th for an evening of shopping (I hear we have many amazing items to select from), networking and education as we move one step closer to realizing the vision of our Past Presidents, Karen Urbielewicz, Kay Ballinger, Deborah Weaver-Parker and Mary Lou Christophersen.

Some one asked me last week if I was excited about my term as the 2007 President was coming to an end. I did not have to think much about my reply...with one and half meetings left to chair, two more Board meetings to facilitate and the beginning of the transition between Boards...the feeling is bittersweet. I have loved the opportunity to serve, to work with and learn from a dedicated and talented board, to accomplish a few goals, to travel to regional and National NAWBO meetings and to have fun.

What more could I have wanted!! I encourage each of you to take an active role (large or small) in our Chapter; you cannot go wrong no matter how you decide to get involved.

I wish you a great week and will see you the 9th.

Sandy Cody – President
NAWBO-NNM 2006-2007

Program - Wednesday, May 9 - Experience the Joy of Giving

Embassy Suites Hotel - La Ventana Room (just west of I-25 on Lomas)

The La Ventana Room is located off the main hotel lobby at the south end of the building.

5:30 p.m. Mix 'n Mingle — 6:15 p.m. Dinner, Program, and Silent Auction

As Program Director of the <http://www.albuquerquefoundation.org/>, **Nancy Johnson** manages the Foundation's grant and scholarship programs including the competitive, donor-advised and corporate grant programs, and 12 scholarship/financial aid programs.

Johnson will transform how you think about your philanthropic potential and explore how to unleash your resources to change the world!

She will also discuss:

- How to establish and maintain a successful relationship with a nonprofit organization whose mission aligns with your passion.
- The key criteria that foundations use to evaluate applications from potential grantees.

Nancy has been with the Foundation since 1991. During this time assets have grown from \$5 million to \$50 million. She works with donors to define their philanthropic goals now and through planned giving options. The Foundation has awarded more than \$16 million since 1984. Annually, total grant awards are more than \$2 million. She reviews more than 500 applications for funding from nonprofit organizations annually, oversees the Foundation's ever growing web site, and provides technical assistance to the staff, boards, and volunteers of nonprofit organizations.

Special Event!

The Community Outreach Committee will hold its second quarterly Silent Auction at the May 9 meeting to benefit NAWBO-NNM's Foundation, a 501(c)(3) nonprofit organization. For information on how you can promote your business and support our philanthropic efforts, please go to <http://www.nawbonm.org/nawbo/events/silent-auction-at-may-dinner-meeting/>

Spotlight Tables: Premier Designs Jewelry and Senior Care Options

A very special "Thank You" to Deb Austin of Office Alternatives for sponsoring the bar at this month's meeting!

Advance Reservations Required by 5:00 pm on Friday, May 4

- Click here to make your RSVP: <http://www.nawbonm.org/nawbo/events/register/344/>
After submitting your RSVP, you will have the option to continue and pay in advance, online. You can also email [Luci Dawson](mailto:Luci.Dawson).
 - **To cancel a standing reservation**, please email [Luci Dawson](mailto:Luci.Dawson) by the above deadline.
 - Meeting Cost: \$29 members – \$35 non-members
 - RSVPs received after 5:00 pm on Friday, May 4, and "Walk-Ins": \$34 members – \$40 non-members
 - Cancellations after 5:00 pm on Friday, May 4, and "No Shows" will be invoiced.
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The Nominated Slate for the 2007-2008 Board of Directors

OFFICERS:

President	Mary Rutland
President Elect	Barbara Dawson
Immediate Past President	Sandy Cody
Secretary	Lehsa Orcutt
Treasurer	Elizabeth Lucero

DIRECTORS:

Director of Public Policy	Robin Dozier Otten
Director of Diversity and Marketing	Mary Bresnahan
Director of Economic Development	DJ Heckes
Director of Education and Leadership	Carol Guerra
Director of International Development	Edna Lopez
Foundation Liaison	Ann Allsbury

Since this is a single-nominee per position slate and no petitions were presented, no ballots will be sent for members to vote; **the slate is considered accepted by acclamation**, as directed by our chapter bylaws.

These candidates will be announced at our May meeting and installed at our June 20 meeting.

If you have any questions about our election process, review our chapter bylaws, on our website, or for further clarification, please contact Mary Lou Christophersen, Immediate Past President and Chair of the Nominating Committee.

A very big thank you to the Nominating Committee:
Kay Ballinger, Catalyst Financial Management, LLC
Dr. Karen Genter, High Desert Chiropractic and Wellness
Dr. Janice Moranz, MD, dermatologist
Mary Lou Christophersen, Chair and Immediate Past President SGO Designer Glass

NAWBO SILENT AUCTION – May Meeting

The next NAWBO SILENT AUCTION will be at the May 9 meeting. Proceeds will be used to help young women and other community-related activities. We need donations valued at \$50 or more. Donor forms will be available on the NAWBO-NM website and at regular meetings.

This is a good way to promote your business or an associate's business. Items that usually sell well include dinners, tickets to events, rounds of golf, sports memorabilia, hotel and vacation packages, airline tickets, jewelry and unusual clothing items, spa services, cosmetics, and original artwork. We now have a foundation with a 501(c)(3) status, and donations are tax deductible.

Your support will be greatly appreciated.
Ann Allsbury, Community Relations Chair

SPEAK OUT A SUCCESS

NAWBO's fifth Speak Out event was held April 11 and was a great success. Five NM state senators and 10 representatives attended as well as representatives from Senator Pete Domenici's, Senator Jeff Bingaman's and Congresswoman Heather Wilson's offices.

Public Policy Chairman, Robin Otten presented the Public Policy Committee's positions on healthcare, gross receipts tax pyramiding and responsible appropriation of non-recurring funds, the topics of discussion for the evening.

NAWBO members were seated at tables with at least one legislator and had the opportunity to express their opinions and concerns about the topics. NAWBO volunteers moderated the lively discussions. The legislators seemed to enjoy the interaction and left with a better understanding of our public policy concerns.

Co-chairmen of the event were Debbie Maestas and Joan Schlueter. Many thanks to them! Also, thanks to Nancy Denker who donated all the printed materials and to Diane Cannon who supplied the gift baskets for legislators.

Robin Dozier Otten
Vice President, Public Policy

Welcome New Members

Rebecca Bennett

Director/Owner

Wild Raspberries Ltd

9920 Greene Ave, NW
Albuquerque, NM 87114
505-363-6110

bey@wildraspberries.com

Emerging Business Owner

Gourmet cooking without the pressure. A nutritious, flexible and utterly delicious customized at you home gourmet cooking service. Specifically suited for Albuquerque's time-pressured, healthy lifestyle-aspiring couples, singles, families, busy execs and seniors.



Erica Enyart

Director

Erica Enyart LLC – UrbanEcos

1227 Entrada Bonita, SW
Albuquerque, NM 87105
505-306-8047
fax 505-877-8047

enyart@urbanecos.com

www.urbanecos.com

Emerging Business Owner

An architectural services company with offices in Albuquerque, specializing in Green building design and planning, sustainable technologies, LEED consulting and construction management.

Sandra Loewenthal

Owner

General Ledger Bookkeeping Services

804 Rio Arriba Ave, SE
Albuquerque, NM 87123
505-417-1817
fax 505-296-4422

general-ledger@comcast.net

Emerging Business Owner

Customized bookkeeping services – QuickBooks setup and training – file setup - office organization – services available on a per project basis.

Elizabeth Reil

Scraps Galore/Mary Kay Consultant

7600 Jefferson NE, #8
Albuquerque, NM 87109
505-280-8708

ereil@swcp.com

Emerging Business Owner

Scraps Galore is a retail store offering scrap booking and stamping products. We also offer classes in our large workshop space and 1:1 instruction as requested.

Monthly Web Site Spotlight - New Way to Win!



Who doesn't like free advertising for themselves and their business? For the past two years, the Member Communications Committee has been raffling off the website spotlight at the monthly dinner meetings. We'd like to open up the raffle for the spotlight to more members.

So, starting with the June Newsletter, the spotlight will be tied to a hidden symbol in the newsletter text. Our Editor, Donna Luke, will embed the NAWBO symbol (seen above) somewhere in the newsletter (the logo at the top of the PDF version doesn't count). The first member to Email Amy Zampella (amy@heartlinewellness.com) with the correct location of the NAWBO symbol will win! The member will be featured on the home page of our chapter web site for the entire month following the newsletter issue month. Good luck to all our members.

Amy C. Zampella, Communications Committee

Progress Report - SW Borderland LC-El Paso - Chapter in Formation

At this time, the Chapter in Formation agreement has been signed by the founding members and returned to NAWBO National and the articles of incorporation have been completed and sent to Santa Fe.

The founding members are working on a marketing/business plan and budget for their first year and a general plan for the chapter's first five years. They were hoping to solicit ideas from other "new" chapters.

At this point the Chapter in Formation is looking to have a member meeting combined with recruitment meetings on May 16th and 17th. One will be held in Las Cruces and the other in El Paso.

Once again, if you know someone in either of these areas who would benefit from NAWBO membership and who would like to learn more, let Elke Wunderlich know at elke@topviewleadership.com or 505-522-4619. Any members who are available and interested in making the trip to attend one or both of these meetings, contact Mary Bresnahan at BresGroup@4u.net or 505-922-1973.

Congratulations to all the founding members of the Southwest Borderland Las Cruces-El Paso Chapter in Formation for all you have accomplished to date and continued encouragement for your future development.

Mary Bresnahan - Facilitator, Chapter in Formation - Las Cruces, NM

Ronald McDonald House Volunteer Opportunity

The NAWBO Community Outreach Committee invites all NAWBO members to support Ronald McDonald House by helping to provide a pot-luck dinner for residents on May 24. Ronald McDonald House is a home away from home and a support system for families of ill and injured children. It's a nice facility where children and their parents stay while children are in treatment at the hospital. The families live more than 50 miles away and pay no more than \$15 per night for a private room and bathroom. 80 percent of families cannot pay full fee, and many pay nothing. Often, the parent is a single mother.

Volunteers provide and serve dinner for the families (25-30 people). We need to arrive between 4:30 and 5:00 to set up because the families eat starting at 6:00. Please be careful with food that must be refrigerated. We can stay and eat or just leave. Staff will clean up. The house is located at 1001 Yale just north of Yale and Lomas on the UNM campus.

Contact Ann Allsbury at annallsbury@msn.com if you are able to help.

Three NAWBO Satellite Breakfast Meetings

Why: Establish relationships, network, share business building tips in an intimate casual NAWBO group, and experience the added benefit of being part of a powerful group of New Mexico business owners.

NAWBO WESTSIDE Satellite Breakfast Meeting

the **FIRST** Wednesday of every month
When: May 2, 2007
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 talk by Julie Epling, financial advisor with UBS Financial Services. "The 10 Reasons to Plan Your Estate--what happens when you plan and when you don't"

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

NAWBO UPTOWN Satellite Breakfast Meeting

the **SECOND** Wednesday of every month
When: May 9, 2007
7:30 a.m. to 8:45 a.m.

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

Program: "Adapting to changes in the Business World - A brainstorming session" facilitated by Barbara Dawson.

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

NAWBO SANTA FE Satellite Breakfast Meeting

The **SECOND Thursday** of every month
(Note: April and May meetings will be the THIRD Thursday of the month)

When: May 17, 2007 from 8:45 a.m. to 10:00 a.m.

Where: Cafe Dominic, 320 S Guadalupe (between Aztec and Montezuma), Santa Fe 505-982-4743

Guest Speaker: A 10-minute presentation by a fellow NAWBO member.

RSVP to Debbie Steg at djsteg@dynamicmetamorphosis.com or call 505-920-7141.

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.)

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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