

# GHGLCC NEWS

## the impact network

JANUARY, 1998

VOL 3, ISSUE 1

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Individual \$100.00

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For membership information call

**713.523.7576**

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Houston, Texas 77006



## L.A. MAYS TO BE GUEST SPEAKER FOR JANUARY MEETING

Leslie A. Mays has worked as a change management and human resources professional in leading corporations throughout the last 20 years. She joined Shell Oil Company in October 1996 to establish the Corporate Office of Diversity. As Executive Director of the Shell Oil Diversity Center, Ms. Mays works closely with Shell's leadership Council to provide strategic direction and creative thought leadership in the development of human resources and business diversity plans and processes.

Prior to joining Shell, Ms. Mays served as Corporate Diversity Director at General Mills, Inc., in Minneapolis, Minnesota from June 1994 to October 1996. There she was responsible for developing and leading the organization's plans on inclusion, work/life balance, and mentoring processes. She also directed the corporation's minority and women business enterprise development plans and programs.

From January 1990 to June 1996, Ms. Mays worked for Reebok International in Boston, Massachusetts, establishing the firm's Corporate Diversity Office. Ms. Mays began her career at Reebok in a human resources generalist capacity and worked as a strategic business partner with the firm's marketing, research and development, and corporate offices.

Early in her career Ms. Mays worked as part of the 5-person start-up team of People Express Airlines in Newark, New Jersey. She later moved to Boston with the airline to assume the role of City Manager for Operations at Boston's Logan Airport.

Ms. Mays is a native of Houston and is a graduate of Texas Southern University where she received a BA in Communications. She currently sits on the Boards of Shell Technology Ventures, The Rutherford Yates Printing Museum, The Houston Ensemble Theater Company, and The Texas Business Hall of Fame. She is a Charter Member of the Boston Chapter of the Coalition of 100 Black Women and is also a member of the Executive Leadership Council.

RSVP is required by January 2 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way infers sexual orientation, preference, or gender identity.



# Committee Reports

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

## Internet

Our domain hosting is now registered at NeoSoft, one of the largest internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the Chamber's Business Directory? We only ask that you provide a reciprocal link to the Chamber's Web Page! Fair enough? Please email our webmaster, Dan DiDonato at Preferred Graphics at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URLs, name, contact numbers, etc. or for further information landlink is 713-528-7654.



# President's Message

by Anita Renteria

Welcome to 1998 with the GHGLCC! I am proud of the honor the Board of Directors has bestowed upon me by naming me president this year. I want to thank Coy Tow for his leadership and for bringing the organization to our third year. My vision of the GHGLCC is one of leadership, community and responsibility. We are an organization of business leaders which can and should provide leadership to the gay and lesbian community and the greater Houston community.

My goals are to promote and grow EMPOWER '98, to grow our membership, and to provide community leadership. EMPOWER '97's resounding success will be exceeded this year.

I am proud and pleased that Debbie Phinney will continue to chair that committee.

EMPOWER will help increase membership, but the board and the membership committee have more ideas for expansion. We want to focus on diversifying by working to attract more Hispanic, Asian, and African-American professionals and business owners; women professionals and business owners; and corporate, trade, and gay-friendly business members.

Finally, we want to provide leadership to the community by lending our collective skills, talents, and experiences as resources to projects or programs.

In this issue of our newsletter you will find the committee structure we will operate with for 1998. This Chamber is poised to do great things, and the mechanism for achievement is these committees. Plan to get involved with a committee that appeals to your interests, strengths, or experiences. Working with a committee can consume as much or as little of your time as you can or want to give, but in order to truly effect change, to realize full benefits from this great organization, you must invest of yourself. You will be amazed at the pay off.

Take the time to review the committees for 1998. Really think about where you want to add value or learn something new. Call me or Richard Wiederholt directly if you have ideas about committees you don't see listed.

*Come to the January 5th meeting resolved to get involved!*

**Best wishes  
for a Safe,  
Happy &  
Prosperous  
New Year  
from all of us  
to all of you.**

Get your friends and neighbors to  
join GHGLCC.

Our goal is to be the largest  
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# Tommy Hilfiger's universe expands off the runway

by Anjetta McQueen

**NEW YORK** - His models are no gaunt, pale mannequins. Rap singers, rock stars and basketball players swagger down his runways. He makes leather jackets for Puff Daddy and ties for President Clinton. He sells men's cologne with a guy's name on it. (Marketing told him that would never fly.)

Tommy Hilfiger - who creates for rappers, royals and Rotarians alike - is trying to expand his \$600 million fashion empire where no Seventh Avenue designer has gone before.

"I never wanted to do what everyone else was doing," says the boyish designer with the wide smile, who at \$13 million tops Women's Wear Daily's list of highest-paid designers.

"The key is to keep coming back but coming back in different ways," he said recently at his New York studio.

It's not enough that Hilfiger's name screams across hooded sweatshirts, snakes down the sides of running pants and perches on the breast pockets of wool blazers. It's not enough that he's hit the West Coast with a high-priced Rodeo Drive store.

He wants his own TV show. He wants a record label. He wants to be a household name - for the entire household.

For the kids, it's Tommy gear hats and jeans in bright red, blue or yellow. For Mom and Dad, the classics: Shetland wool, sporty footwear, light fragrances. There will be Tommy sheets and Tommy tables when the Home Collection comes out next year.

There will be more Tommy videos, slick portable fashion shows.

Hilfiger has a new book and has hired the power-publicist William Morris Agency for more projects - including a Super Bowl commercial introducing a new line of athletic wear and cologne. At 45, he is sometimes ribbed as the Madonna of the fashion world.

"He's had his ups and downs" says fashion analyst Tom Julian. "He was beat up for being more of a merchandiser than a designer."

Even Hilfiger will tell you: "I'm not a part of that. I'm not a Seventh Avenue designer. I'm not a couture designer in the true sense of the word."

Nonetheless, he finally won Menswear Designer of the Year in 1995 from the Council of Fashion Designers of America, which snubbed him the previous year by leaving the category unawarded.

Said executive director Fern Mallis: "Call it marketing. Call it whatever you want. The fact is Tommy Hilfiger talked to customers a lot of other designers ignored. ...

The bottom line is that people are not buying marketing, they are buying products," she said.

On queue at a recent lower Manhattan book-signing for Hilfiger's "All American: A Style Book," 15-year-old Errol Sadler was decked out in Tommy products, right down to his boxers. "He doesn't just design clothes," said Sadler, an aspiring model who was eager for advice from his idol. "He makes what people want."

Hilfiger's street popularity was confirmed in 1994 when the rapper Snoop Doggy Dogg wore a Hilfiger rugby shirt on Saturday Night Live. Hip-hop wannabes from the 'burbs' followed suit in Tommy's baggy jeans and oversized jackets.

Hilfiger says he's proud of embracing these kids when others said it would finish him. This summer, he went online to combat Internet rumors about racist remarks that threatened to alienate his hip-hop following. "We had to get out there and tell the truth" he says. "We know that was B.S. Just take a look at us and what we are doing."

Hilfiger's studio, like his clothes, is casual, diverse and funky. Outfitted in gray slacks, gray sweater and blue oxford shirt, Hilfiger claims he usually wears brighter colors. "All the fashion mavens wear black," he says.

In one cubicle, a quiet blonde examines fabric swatches; her neighbors, a young Asian artist with a skull cap and a tall black man with blonde dreadlocks, sketch while listening to R&B on a boom box.

Although his corporation's advertising costs tripled last year, to \$19.6 million, Hilfiger says his success lies not in promoting himself but in connecting with customers.

"I reach out on the street and find out what is happening," says the designer,

**HILFIGER** see page 4



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# Consumer Advice

## What to do when you can't pay your bills!

by Bill Green

**HOUSTON** - Holiday shopping is over and now what? The bills keep coming in. Financial problems can happen to people of all ages, occupations and income levels. Whether you earn \$10,000 a year or \$100,000, not having enough money to pay bills is stressful. Here are some of the things you can do when bills pile up:

**Pay the most important bills first** - This includes rent or mortgage, utilities, transportation and health insurance premiums. These expenses affect your security the most. Utility companies might allow you to pay a flat monthly rated based on last year's bills. This makes budgeting easier and more predictable.

**Analyze spending habits and cut living costs to a minimum** - Reduce spending for food, clothing, entertainment and utilities. If possible, postpone major purchases.

**Transfer outstanding credit card balances to a low-interest rate card** - For a list of low-interest credit cards, contact CardTrack at (800) 334-7714

**Ask to make smaller payments** - As soon as you realize you won't be able to make your regular payments, call or write your creditors and offer to make smaller payments for a specific period of time. Ask them not to report your account as "late" to credit bureaus, as long as you meet the new payment schedule.

**Get help** - The Consumer Credit Counseling Service offers free or low-cost budgeting help. In some cases, they can contact creditors to arrange interest rate reductions and/or reduced payments. For names of credit counseling services in your area, call (800) 873-2227.

*(Bill Green, a Certified Financial Planner, is a partner in GreenWhite Advisors, financial planning firm. He is also the treasurer of the GHGLCC.)*

**HILFINGER** from page 3

whose office picture of Mick Jagger with his arms around Hilfiger's shoulders reveals a bit of the teen-age groupie in him. He used a regiment of celebrities such as Sidney Poitier, Penny Marshall and Jenny McCarthy for the Nov. 15 opening of his Rodeo Drive store - a showcase for clothes Hilfiger designed for the Rolling Stones and Sheryl Crow.

"In years past, people looked to fashion magazines for trends," he says. "The people of today are far more likely to find trends through an athlete, music star or some real cool celebrity that they like."

Hilfiger, who lives in a 22-room house on a Connecticut farm with his wife and four children, had more modest beginnings in the upstate town of Elmira, N.Y., five hours northwest of Manhattan. "It's the heartland even though it's in the east," he says. He was the second of nine children born to a jeweler and a nurse. His first enterprise, at 11, was selling saltwater taffy to raise money for a week at summer camp.

In high school, Hilfiger and a classmate went down to New York City with \$150 and bought about 20 pairs of bell-bottom jeans, which they brought home and sold out of the basement. By age 20, in 1972, Hilfiger was co-owner of People's Place, a chain of seven boutiques selling jeans, psychedelic clothing, and candles.

Its success was short-lived, and Hilfiger then moved to Manhattan to work for Jordache and other sportswear outlets. In 1986, after successfully designing Murjani's Coca-Cola sportswear, Hilfiger started his own company.

Even back then, he did it with a splash. His billboard on Times Square put Hilfiger's name alongside the biggest names in men's fashion: Ralph Lauren, Perry Ellis, Calvin Klein. "Tommy Hilfiger has always been a little more brash, a little more out of the box," said Julian. "Almost nobody spells it HilFINGER anymore."

The name's not his anymore anyway, quips Hilfiger, who has 55 outlet and specialty stores and 1,046 department-store fixtures. "It's just the name of the company I work for."

Back at his studio on Fifth Avenue, Hilfiger examines pink and black fabric swatches for his spring collection, inspired by the movie *Breakfast at Tiffany's*. The tailored suits and sheath dresses are more high-end than his usual lines.

Hilfiger has been warned that a men's designer can't sell clothes to women. "I've broken a lot of the rules and I'm absolutely proud of it," he says, flashing a Cheshire Cat grin. "I would never want to be in a business with rules and regulations you have to follow."

What I want most from my GHGLCC in 1998 is...

To achieve this, I suggest...

I'm willing to work on the appropriate committee to achieve this goal:

\_\_\_\_\_ Yes \_\_\_\_\_ No

Name \_\_\_\_\_ Email \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_



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# Empower '97 UPDATE

At EMPOWER '97, a little less than half of the attendees (701) took the time to fill out registration forms at the front desk. Those cards have been entered into a database, and will be provided to exhibitors as a benefit of participating in the expo. We thought the demographic information was interesting enough to include this month as a follow up to EMPOWER '97 and to consider for the potential market we'll reach with EMPOWER '98.

Of the 699 useful responses, here are a few of the interesting statistics. (Not all registrants completed all fields.)

**Male** 68%  
**Female** 30%

**Ages:**

18-25	10%
26-35	40%
36-50	40%
50+	7%

**Education:**

High School	6%
Some Coll.	30%
Degree	60%

**Income:**

<20K	10%
20-30K	21%
31-40K	19%
41-50K	11%
51K+	27%

## Will purchase the following

### Goods or Services in next 12 months:

Real Estate	17%
Travel	41%
Computer	35%
Financial Services	18%
Dental Services	32%
Mortgage Loans	10%
Advertising Svc.	8%
Cellular ph/pager	20%
Legal Services	7%

## Will attend:

Sporting Event	(37%)
Performing Arts Event	(46%)

Plus, 46% were interested in joining our Chamber! Clearly, EMPOWER '97 reached the right people, and will strengthen and grow our Chamber as well as the businesses that exhibited. If you were an exhibitor or sponsor, you can look forward to receiving your names/addresses from the above in the next two weeks. If you didn't participate, look carefully at the above data and ask yourself if these are your customers. If so, you owe it to your business to participate in EMPOWER '98. Watch here for information, or call 713 462 1354 if you have any questions. Committees are forming now!

## Greater Houston Gay and Lesbian Chamber of Commerce 1998 Committee Structure

The following will be the committees of 1998. WE NEED EVERY CHAMBER MEMBER TO PARTICIPATE IN AT LEAST ONE COMMITTEE. Hopefully you will be able to participate in more than one. Please review these committees and we will ask that you indicate your choices of committees at the dinner meeting on January 5, 1998, at the Wyndham Warwick Hotel.

### MEMBERSHIP

To recruit new chamber members and encourage returning Chamber members to join in 1998. Areas of Membership include Individual, Small Business, Corporation, Non-Profit Organizations, Diversity, Benefits of Membership, Ambassadors, Calling Committee.

### COMMUNITY AFFAIRS

Includes Community Partnership, Community Center, Gay Pride Participation, State and National networking, Mentorship Program.

### EMPOWER '98

Booth sales, sponsorship, advertising, publicity kick off, facility, logistics, program, entertainment, volunteers.

### PROGRAMS

Includes planning and executing the programs for monthly dinner meetings, breakfast meeting, and special interest programs.

### MEDIA RELATIONS

Includes Newsletter, Membership Directories, Image/PR Piece, Advertising, Press Releases, Fun Maps, Hosting Houston Conferences/Conventions and Website/Internet.

### FINANCE

Includes monitoring financial status of the Chamber, determining budget, auditing financial records and raising funds to underwrite the goals and objectives of the Chamber.

### SOCIAL

Plans social activities for 1998.

### LEGAL/ETHICS

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# J A N U A R Y

sunday	monday	tuesday	wednesday	thursday	friday	saturday
				1	2 January Monthly Meeting	3
4	5	6	7	8	9 Happy Hour at JR's	10
11	12	13	14	15	16	17 Grand Casino Coughatta Trip
18 Board Meeting	19	20	21	22	23	24 1998 Planning Retreat
25	26	27	28	29	30	31

## The TWO-GETHER

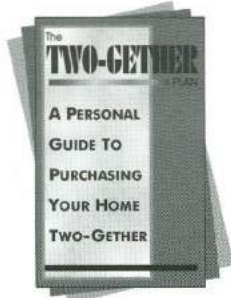
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## Newsletter Notes!

The Newsletter Committee is now accepting articles from members. If you'd like to write an article describing your business and how it can be valuable to other members and businesses, please do so and send it to Marion E. Coleman at House of Coleman (713) 523-2521.

We also want your input! If you have a location where you would like to see this newsletter distributed, or if you own a business and you would like for us to leave you some for your customers, please call us with your suggestions.



# Get Social

by Cary Russell

HOUSTON - The Gay and Lesbian Chamber of Commerce Happy Hour held December 5 was a success and we plan to have a Happy Hour at JR's Bar and Grill the first Friday of every month with the exception of January. January's Happy Hour will be held January 9, 1998 from 6 to 8 p.m.

The following are Dates to Remember. Mark your calendars now.

January 5 GHGLCC Monthly Meeting  
January 9 Happy Hour at JR's  
January 17 Grand Casino Coughatta Trip

February 2 GHGLCC Monthly Meeting  
February 6 Gay Night at the Opera  
February 13 Happy Hour at JR's

March 2 Happy Hour at JR's  
March 6 GHGLCC Monthly Meeting  
March 25 Gay Night at the Alley Theatre

April 3 Happy Hour at JR's  
April 6 GHGLCC Monthly Meeting  
April 24 Camping Trip World Creek Park

May 1 Happy Hour at JR's  
May 4 GHGLCC Monthly Meeting  
May 23 Pool Party at Cary Russell's

June 1 GHGLCC Monthly Meeting  
June 5 Happy Hour at JR's

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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## BUYERS CLUB

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## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The Board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521.

## Welcome New Members!

<b>Robert Brooks</b> .....	Prime Timers Houston
<b>Scot Hedrick</b>	Executive Professional Association of Houston
<b>George Froming</b> .....	Image Cleaners
<b>Randy Mitchmore, D.D.S.</b> .....	LifeSmiles
<b>Jack Naderhoff</b> .....	Jack Naderhoff
<b>Kevin Pittman</b> .....	Acker-Blum & Associates, Realtor
<b>Lee Ingalls</b> .....	Team Houston
<b>Tonya Grant</b> .....	Momentum Mortgage
<b>Keith Russell</b> .....	Momentum Mortgage
<b>Grace Yung</b> .....	Paine Webber
<b>Gary Gibson</b> .....	Retro Gallery
<b>David Greenhall</b>	RSVP Creative Catering/The Healthy Chef
<b>Montrose Clinic</b> .....	Montrose Clinic

# GHGLCC

1109 Hyde Park, Suite 178  
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# GHGLCC NEWS

## the impact network

FEBRUARY, 1998

VOLUME 3, ISSUE 2

## George H. Rodriguez to be guest speaker for February Meeting at Warwick

Born in Laredo and raised in San Antonio, this month's speaker, George Rodriguez, has been involved in community affairs since he was 16.

Reared in the "Colonia Guadalupe" public housing project, the last of five children to Eduardo and Armandina Rodriguez, Rodriguez's involvement in organizations, both professionally and on a volunteer basis, is remarkable by any standards.

Rodriguez's involvement in organizations such as LULAC, MALDEF, and Hispanic student organizations spans the local, state and national levels. He has served on advisory committees and appointed commissions for many and various organizations including the National Community Development Associations, US-Mexico Border Commission and the board of the National Hispanic Media Association.

A graduate of Brigham Young University (1976), where he majored in housing and economic, he also did graduate work at Arizona State and at the University of Texas, San Antonio, again emphasizing on community and economic development issues in Mexican American communities.

His volunteer community and professional work has included areas related to fair employment practices, community and public relations, and economic and small business development programs. He has worked with such varied agencies and organizations as HUD, EEOC, Justice Dept. and the Corporation for Public Broadcasting.

Rodriguez served as a special assistant to HUD Secretary Jack Kemp, and as a special advisor for the office of Public Liaison in the Reagan and Bush White House. He also served as a liaison for the White House and HUD to such national Hispanic civil rights groups as La Raza, NALGO, MALDEF, LULAC, and American G.I. Forum. And, he served on the HUD Task Force on the Community Reinvestment Act and in the Small Business Office overseeing the agency's grant and contract activities as they relate to minority and women-owned

businesses.

Rodriguez's accomplishments have earned him many accolades. In September, 1989, he was recognized by the U.S. Hispanic Chamber of Commerce for his service in business development. In May of 1990, he received the Distinguished Award of Excellence from the SBA for his efforts on behalf of SDBs.

As a result of his efforts, HUD had an all time high level of minority and women owned business participation - 28% in 1990, and 30% in 1991. Most recently, in 1995 and again in 1996 he received Hammer Awards for developing innovative public service partnerships. He has also been recognized for his assistance in organizing the nation's first US General Store for small Business.

In September of 1993, George was by the side of Secretary Henry Cisneros to assist in the Vidor (TX) Housing Authority takeover, and the desegregation efforts in East Texas. Since that time, he has been named (acting) Area Coordinator for the Houston HUD Office. He was previously employed in the Office of Affordable Housing Programs at HUD working with the HOME program.

In June, 1996, at the National Home ownership Summit in Washington, D.C., the Houston HUD office and the "Homes for Houston" program were showcased as a perfect example of public-private partnerships. Rodriguez was recognized by the Cisneros and then-mayor Bob Lanier for his leadership in forming the partnership with the City.

Currently, George has organized an Affordable Housing task force including public and private sector representatives to discuss affordable housing issues for Houston and Harris County. He also organized and Economic Development Roundtable including small business technical assistance providers and lenders, to discuss better communications in

See Cover p.5

RSVP is required by January 2 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.



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#### Annual Membership Dues

Individual \$100.00

Business \$175.00

Corporation \$500.00

For membership information call

**713.523.7576**

1109 Hyde Park, Suite 178  
Houston, Texas 77006



# Committee Reports

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

## Internet

Our domain hosting is now registered at NeoSoft, one of the largest Internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the Chamber's Business Directory? We only ask that you provide a reciprocal link to the Chamber's Web Page! Far enough? Please email our webmaster, Dan DiDonato at Preferred Graphics at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URL's, name, contact numbers, etc. or for further information landlink is 713-528-7654.



## President's Message

by Anita Renteria

**W**e're on our way with the 1998 calendar. If you missed last month's dinner meeting, you missed a terrific presentation by Leslie Mays of Shell Oil. The excitement level was quite high, and the guests I spoke to were very impressed. This month's speaker promises to keep the high quality level going, and I hope each of you can join us on Monday, February 2nd.

As I write this, It's January 19, and we've already had our dinner meeting, a monthly happy hour, and a social committee party bus to Louisiana for a day of gambling and socializing. By our next meeting, we will also have had our monthly board meeting and our annual planning retreat.

I hope you get the idea - this is a very dynamic organization! We are growing rapidly and we have some challenging goals for this year to grow bigger and broader, especially in terms of our membership. Are you in a committee yet? Have you called to join the other dynamic members who are having fun and taking charge? We need you to get involved. This Chamber can be the best in the country, but what really matters is what we provide our members, and getting the most out of your involvement means giving that extra bit of time. As I said last month, it doesn't have to be all consuming - some committees just need help from time to time. Even if you just have ideas (or an idea) you care to offer, pick up the phone. The committee chairs are listed on the front of this newsletter. Call the Chamber number and tell us what you're thinking. The time is now for Gay and Lesbian rights and visibility. This Chamber is a great way to improve our position in the community at large, and can also be personally fulfilling and profitable to your business. Investing time in your Chamber is investing time in yourself and your business.

*I look forward to seeing you in February!*

February brings Valentines Day and joining us will  
be one sweetheart of a deal.

Get your friends and neighbors  
to join GHGLCC. Our goal is to be the  
largest chamber in the United States and we  
can reach our goal with your help!

## Do You Have a Web Page?

**Then you need to have it listed on the GHGLCC website!**

**Call Dan DiDonato at Preferred Graphics at (713)-528-7654 for details on getting your website listed.**

**Best of all, it's free to  
members of the GHGLCC!**



# Get Social

by Cary Russell

HOUSTON - The Gay and Lesbian Chamber of Commerce Happy Hour held December 5 was a success and we plan to have a Happy Hour at JR's Bar and Grill the first Friday of every month with the exception of January. January's Happy Hour will be held January 9, 1998 from 6 to 8 p.m.

The following are Dates to Remember. Mark your calendars now.

February 2 GHGLCC Monthly Meeting  
 February 6 Gay Night at the Opera  
 February 13 Happy Hour at JR's  
 March 2 Happy Hour at JR's  
 March 6 GHGLCC Monthly Meeting  
 March 25 Gay Night at the Alley Theatre

April 3 Happy Hour at JR's  
 April 6 GHGLCC Monthly Meeting  
 April 24 Camping Trip World Creek Park

May 1 Happy Hour at JR's  
 May 4 GHGLCC Monthly Meeting  
 May 23 Pool Party at Cary Russell's

June 1 GHGLCC Monthly Meeting  
 June 5 Happy Hour at JR's

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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# BASIC BROTHERS

In 1982 Basic Brothers opened in a 450 square foot facility at 1625 Richmond. The store, owned by Richard Wiederholt and Jerry Prox, was a resale shop that sold nearly-new tuxedos, Army surplus, Levis 501's and shoes. The clothes were high-end used garments that the community loved. In addition to clothing, decorative items and bric-a-brac for the home was also sold.

The business quickly expanded and formalwear and costumes were added to the inventory. After only eight months at the Richmond location, Basic Brothers moved to a 1500 square foot space at 1228 Westheimer, a strip center in the heart of Montrose. In 1984 Prox began to sew a new line of swimwear, thongs, gym wear and costumes for Basic Brothers. Also in the store, the Drag Department expanded greatly. An entire department of wigs, shoes, make-up, gloves, and rhinestone jewelry were available to the blossoming Liza-impersonator in all of us.


In 1987, the store moved again into its present location, a 2400 square foot space at 1232 Westheimer. Also, this was the last year that used clothing was sold. Dancewear, casual wear, costumes and drag were expanded to meet the needs of its ever changing customers. Also during 1987 Prox and Wiederholt incorporated Hot Line, Inc., and began marketing their men's and women's swimwear line nationally. Within a year, Hot Line garments were being sold in Europe, Japan and Mexico. The Manufacturing and wholesale business employed ten sales reps, six seamstresses and over 500 retailers selling the merchandise. Also, Basic Brothers' Mail Order Company was started in 1987. Within two years, this company grew to a customer list of more than 5000 customers.

Sadly, in 1989, Prox passed away, leaving Wiederholt to helm all three businesses-the Basic Brothers store, Basic Brothers Mail Order, and Hot Line, Inc. In 1992 Wiederholt sold both the mail order business and the manufacturing and wholesale companies in order to focus solely on the retail store.

Basic Brothers quickly became Houston's OUT AND PROUD CLOTHING STORE. The inventory now included pride merchandise such as T-shirts, rainbow flags, keychains and stickers. Also areas such as gym wear and club clothing were introduced and expanded, to the delight of the customers.

In 1994, the latest Bar-coding and Point of Sales and Inventory systems were implemented in order to make receiving and selling merchandise more expeditious. In 1996, Basic Brothers phased out the drag, formalwear and costume departments. Gym wear, club wear and underwear were expanded to better dress the Houston area. In 1997, the store went through a complete remodel to celebrate fifteen years of success. A new store front, a new sign, check-out counter and new lighting were added. The entire store was painted, the dressing rooms remodeled and new carpet installed.

Basic Brothers is now beginning its 16th year in the Montrose community. A high priority for Wiederholt is that Basic Brothers continues to serve the Houston gay and lesbian community. "We are involved in the community and we try to give as much as we can to the gay and lesbian community. During the past 15 years, we have found that the more we give to out community, the more our community gives back to us. We wouldn't exist if it weren't for the gays and lesbians in Houston who support us; so we try to show our support for Gay and Lesbian causes in Houston."



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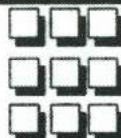
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# Consumer Advice

Dear Fellow Chamber Members,

Many month ago I started expressing to people inside and out of the chamber a personal goal that I had had for a few years to create and produce a high quality weekly television show that focused on life in Montrose and the surrounding areas. For many reason the gay and lesbian community is the largest single group of people that identify with the Montrose area and because of that influence, the gay and lesbian community would receive the greatest focus of the show. The show would be made to be of interest to anyone, gay, straight, black, white, brown or of any possible combinations that had common interests in life and business in Montrose.

On January 8, 1998, I made a presentation to the program staff at Time Warner Cable and put my idea in front of them. I succeeded in showing them how the show would look, who the viewers would be, and that Montrose being what it is, that the prime viewer audience would be gay and lesbian. Two hours later, I was sold the air time for the month of March to air **TV Montrose** every Monday, Tuesday and Wednesday in prime time at 8:00 PM. for up to 52 weeks on Warner Cable Channel 54 starting on Monday March 2, 1998. Channel 54 is available in 286,000 homes all over Houston.

**TV Montrose** was launched and the show was no longer just my idea and dream, it suddenly became a reality and the most challenging responsibility of my life. Since that moment I have been dedicated to pulling together the production team, auditioning talent, writing the show segments, buying additional production equipment and convincing small business in and around the Montrose area that **TV Montrose** is their first affordable chance to advertise on television directly to the gay and lesbian market and anyone else with ties to the Montrose community whether they live in Montrose proper or scattered all over Houston.

Giving area small business and opportunity to have well below market value broadcast quality television commercials produced and then give them and opportunity to air them within a television show designed to attract the most desirable audience they could find for their television advertising dollars was the next highest goal I had behind finding a broadcaster willing to sell me air time. **TV Montrose** is an unique and I think golden opportunity that can open up a new and exciting medium to promote business's belonging to the chamber. Chamber members are getting the first claim to the small number of commercial spots that can air within a 30 minute program.

It was a personal joy to participate in the Empower Expo 97 by video taping the event and work is currently underway to edit a promotional video from that

footage for Empower 98. **TV Montrose** is now my second video/television opportunity to contribute to the business goals of the chamber and it's members as a member myself. Seeing interest and getting feedback from you my fellows in gay owned or gay supportive business would make me very happy because it would mean that I am doing more for the chamber than just paying dues. Every organization needs it's members to create opportunities for growth, **TV Montrose** is one such example.

Very stuffed envelopes were mailed from the chamber mailing list that detail **TV Montrose**. I hope that all of you got your information packet. Time is very short to produce the show and commercials within the show to meet the March 2nd. air date. While good progress is happening to go into production on February 1st. as scheduled, the dozen commercial spots available within the show remain largely unspoken for.

It would be a major help to hear excitement, encouragement and participation from chamber members for **TV Montrose** like I heard before I sold Time Warner on the show concept and was allowed to buy the air time. Regardless of chamber advertiser participation and production revenues, the show will air as scheduled on March 2nd. It would make me so much more fulfilled if it aired because of gay business participation inside the chamber instead of from business outside the chamber.

I sincerely believe that **TV Montrose** will be a huge success for anyone interested in our community or from participation in the show. It is new, it is different, it is a bold step for gay and lesbian oriented television. It is long overdue to happen. It is the kind of opportunity that people in business dream to find when they want a new innovative method of advertising that puts their business into a limelight above their competition. I would welcome any comments or inquiry from you so that the change as a whole can benefit the most possible from this dream I always had but now is in motion to become a reality every Monday, Tuesday, and Wednesday at 8:00PM. Thank you.

Steve Baker  
TriAngle Video Productions  
7123-523-6302  
Member since May 97

What I want most from my GHGLCC in 1998 is...

To achieve this, I suggest...

I'm willing to work on the appropriate committee to achieve this goal:

☐ Yes ☐ No

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# STAGES UNVEIL WORLD PREMIER OF ASCENDANCY

HOUSTON—Stages Repertory Theatre presents the world premier of *Ascendancy*, a new play, by New York playwright Gary Bonasorte. Thrust together by desperate circumstances, a group of strangers in a New York AIDS clinic first become friends, then family. When on the brink of despair, a glimmer of hope from the most unlikely of sources, rekindles their commitment to continue their struggle.

Inspired by the playwright's experiences with the Community Research Initiative on AIDS, which he co-founded in New York in 1990, *Ascendancy* will run January 22 through February 15 in Stages' Thrust Theatre.

The play follows an odd assortment of characters and their ordeals during a clinical drug trial. In spite of the stress and uncertainty of the experiment, they discover an inner strength and spiritual promise.

"This is not just another AIDS play," said Stages Artistic Director Rob Bundy, "but with disarming humor and a delightfully surreal twist, it offers a powerful message of hope for the late twentieth century."

The play underwent significant development in a workshop last spring at Stages.

"On the last day of the workshop, we offered a public reading and the response from the audience, as well as from the actors, was powerful," said Bundy. "After that reading, I was inspired to produce the play for Stages' Main Stage season. Because the actors in the workshop were so perfect, we invited the entire cast back for the stage production."

In continuation of this development, Bonasorte will be in residence at Stages throughout rehearsals.

Best known for his work at the Rattlestick Theatre in New York City, Bonasorte recently produced *Killing Real Estate Women*, a political farce, at the New Playwrights Theatre in Washington, D.C.

The play was optioned for off-Broadway and Joan Rivers, later did a reading of the play in New York City. His other plays include *Reinventing Daddy*, *The Marie Antoinette Society* and *The Aunts*. After its Houston run, *Ascendancy*, Bonasorte and Bundy will return to New York to collaborate on a New York production of the play for the Rattlestick Theatre.

Bundy, in his second year at Stages, will direct *Ascendancy* in both Houston and New York. This season, he directed *Quills* and *Jack and Jill*. Prior to coming to Stages, Bundy was a free-lance director based in New York.

His New York credits include *Life is a Dream* at the Pearl, *The Miser*, *L'Histoire du Soldat* at Lincoln Center Institute and Jim Leonard Jr.'s *Gray's Anatomy* at Circle Repertory Lab. Bundy has directed for numerous regional theatres including Actors Theatre of Louisville and Theatre Works in Hartford, Connecticut.

All performances are at Stages Repertory Theatre, 3201 Allen Parkway at Waugh Drive. Performances are Wednesday through Saturday at 8:00 p.m. and Sunday at 3:00 p.m. Ticket prices range from \$10 - \$28 and may be purchased by calling Advantix at 1-800-776-6048.

COVER/from p.1  
coordination of services.

George serves on the Community Advisory board for Texas Commerce Bank, the board of New Foundations for Neighborhoods, and the Houston Housing Partnership, and he Chairs the Federal Executive Board of Houston.

George has lectured and spoken before small class rooms, major conferences, and a nationwide TV audience on (C-SPAN). He has also lectured at think tanks such as the Heritage Foundation and the Close-Up Foundation in Washington, D.C.

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# F E B R U A R Y

1	2 Monthly Meeting  Social 6pm Meeting 7pm	3	4	5	6 Gay Night at the Opera	7
8	9	10	11	12	13 Happy Hour at JR's 5:30pm	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

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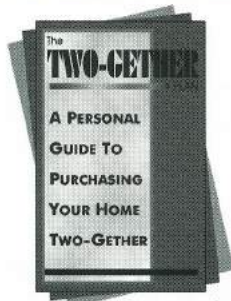
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## Newsletter

The Newsletter Committee is now accepting articles from members. If you'd like to write an article describing your business and how it can be valuable to other members and businesses, please do so and send it to Marion E. Coleman at House of Coleman (713) 523-2521.

We also want your input! If you have a location where you would like to see this newsletter distributed, or if you own a business and you would like for us to leave you some for your customers, please call us with your suggestions.



# Announcement

## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The Board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521.

## Agenda

Community Affairs January 12, 1998

- I. Brief discussion of purpose and or mission of the community affairs committee.
- II. Four areas of responsibility already defined
  - A. Pride week involvement
    1. Parade float
    2. Event sponsored by GHGLCC
  - B. Community Partnership
    1. Quarterly Meeting
    2. Newsletter 1 page insert
    3. Community Calendar
    4. Program or event coordination
  - C. Community Center
    1. Chamber representation on board
    2. Assistance in organization and fundraising
    3. Mentorship
  - D. Chamber Involvement in Empower 1998
    1. Chamber booth
    2. Volunteer Assistance
    3. Community Event Coordination
- III. Committee Assignment
- IV. Committee Member Recruitment
- V. Other Ideas or Suggestions?

# GHGLCC

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*Address Correction Requested*



# GHGLCC NEWS

## the impact network

MARCH, 1998

volume 3, issue <sup>3</sup><sub>2</sub>

### Pride Prevails at March Chamber Meeting

HOUSTON - This month's Greater Houston Gay and Lesbian Chamber of Commerce (GHGLCC) meeting will provide members with the tools necessary to demonstrate their 'Pride' - both professionally and in the community.

The Pride Committee of Houston will provide the keynote address at the March meeting. The organization promises an insightful, fun and informative meeting concerning the most effective way to market your business (and still convey your pride) during this year's Pride Parade and the events leading up to and after the festivities.

Board member Jack Valinski, Houston Pride '98 Committee Chair or Carol Clark, and Corporate Sponsor Committee Chair Nick Brines will present the exciting program.

This year's Pride Parade will follow last year's successful night time parade, which marked the first time a gay and lesbian Pride Parade held their event in the evening. The concept was an overwhelming success, drawing an estimated 50,000 spectators. More are expected to attend and participate in Pride Parade '98.

The activities surrounding Pride Week have grown to such an extent that it would seem more appropriate to begin calling the event Pride Month. This year's events include activities at Memorial Park and AstroWorld to name a few.

The March program will inform members on the benefits of hosting a Pride event, how to make the best use of promoting your business during the festivities and how to get the maximum usage of having a float in the Pride Parade.

"We are going to talk about the history and progression of Pride activities in Houston and the importance of community support," said Nick Brines. "We will also be providing Chamber members a sneak preview of what's in store for 1998."

**RSVP is required by February 27 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.**

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For membership information call

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# Committee Reports

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Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

## Internet

Our domain hosting is now registered at NeoSoft, one of the largest internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the Chamber's Business Directory? We only ask that you provide a reciprocal link to the Chamber's Web Page! Fair enough? Please email our webmaster, Dan DiDonato at Preferred Graphics at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URL's, name, contact numbers, etc. or for further information landlink is 713-528-7654.

## Do You Have a Web Page?

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**Best of all, it's free to members of the GHGLCC!**



## President's Message

*by Anita Renteria*

In late January, we held our 1998 Planning Retreat. The results of the retreat were a focus on the very things we've been discussing, increasing and diversifying our membership; providing leadership to our community through EMPOWER '98, by volunteering ourselves as resources to community efforts and coordinating our efforts to market and promote our Chamber and our Chamber members.

I am encouraged by the number of people who are getting involved. I am gratified at the growing number of attendees at our monthly dinner meetings. Have you been to a meeting lately? The high quality of our guest speakers and the networking opportunities have set a tone of excitement and real business possibilities. The "buzz" about the Chamber is increasing within our community and beyond. Have you gotten involved in a committee yet? Don't wait for a call; contact any one of the committee chairs listed on the front of this newsletter. Don't see a committee you like? Start one!

One of the biggest projects we have coming up in 1998 is EMPOWER '98. EMPOWER '98 will be bigger and better than last year's success. EMPOWER '98 will take place this year on Saturday, November 7 at the George R. Brown. Planning is taking place now. The EMPOWER '98 committee has begun working on the entertainment and on putting together this year's sponsor packages. The time is now to get involved in this, our signature event. We have made great strides in the political front by electing Annise and pro gay rights Mayor Brown. We have made great strides in research, funding, and treatments for AIDS and HIV. It is time for us to make great strides in realizing and flexing our economic power.

If you are reading this and aren't yet a member, join us. If you are a member but haven't been active, come to our March dinner meeting. If you want to maximize your investment in the Chamber and in your business, join or start a committee. *I look forward to seeing you Monday, March 2 at the Wyndham Warwick!*

What I want most from my GHGLCC in 1998 is...

To achieve this, I suggest...

I'm willing to work on the appropriate committee to achieve this goal:

\_\_\_\_\_ Yes \_\_\_\_\_ No

Name \_\_\_\_\_ Email \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_



# Get Social

by Cary Russell

HOUSTON - The Gay and Lesbian Chamber of Commerce plans to have a Happy Hour at JR's Bar and Grill the first Friday of every month. The following are Dates to Remember. Mark your calendars now.

March 2 GHGLCC Monthly Meeting  
March 6 Happy Hour at JR's  
March 25 Gay Night at the Alley Theatre

April 3 GHGLCC Monthly Meeting  
April 6 Happy Hour at JR's  
April 24 Camping Trip World Creek Park

May 1 Happy Hour at JR's  
May 4 GHGLCC Monthly Meeting  
May 23 Pool Party at Cary Russell's

June 1 GHGLCC Monthly Meeting  
June 5 Happy Hour at JR's

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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## COMMUNITY PROFILE



### Dan DiDonato

After attending college at the University of Texas in Austin in 1980, Dan began work with Shell Development Company, the Research and Development subsidiary of Shell Oil Company in their Seismic Interpretation Department. While at Shell, our team developed the software for Shell's first computer seismic workstations. As fate dealt the oil industries the financial downturn, and many companies sought to decrease their staffing levels, Shell too offered many of their employees a severance package. In late 1993, after 13 years of employment at Shell, I opted to accept it, and ventured out.

I started in business as Preferred Graphics in April of 1994. My primary focus has been to provide a quality desktop publishing and graphic design service to our community. My company provides turn-key services such as graphic design & layout (logos, newsletters, brochures, etc.), high resolution image editing and output, Internet web page design (HTML), and digital and offset press printing services. Each year Preferred Graphics has doubled in gross sales revenues and 1997 sales revenue surpassed the previous year at four times that of 1996. In March, Preferred Graphics is moving to our new location in Katy Plaza (Interstate 10 & Shepherd). The new address is: 5225 Katy Freeway, Suite 310, Houston, Texas 77007. Watch for an Open House/Ribbon Cutting coming soon!

Being in business within the Gay & Lesbian Community has been a very rewarding experience. I extend great appreciation and have much gratitude for the tremendous support that I've received from our community!

Thank you for the opportunity to serve our Chamber as Board Member and Secretary. I look forward to working with you this next year!

### PLEASE MAKE RESERVATIONS

We have had good attendance at the dinner meetings, however it is very important that you call and make reservations by noon on the Friday before the dinner on Monday. We need to call an exact number in to the Wyndham Warwick on Friday afternoon, and that is the number of meals they prepare. We have a little flexibility and can add a few people if they show up at the dinner without reservations. At the last dinner, however, we had to turn some people away because too many appeared with no reservations or reservations called in after Friday afternoon..

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## IRA'S!! HELP!!

By Bill Green, Certified Financial Planner

On January 1st, the rules relating to IRA's (Individual Retirement Accounts) have changed. And with that change comes lots of questions and confusion. Which IRA should I do? Let's try to clarify these confusing rules. But keep in mind, these rules are very complicated. In trying to simplify them for you, I can not put all the "exception-to-the-rules" in, or I would just continue to make it too complicated. Before you make any final decision, check with your tax preparer or financial planner.

The old IRA rules allow you to put up to \$2,000 a year into an investment account. Under the basic rules, if you are not covered by a retirement plan at work, you can deduct the \$2,000 on your tax return. At a 28% tax rate, this saves you \$560 in taxes and you still have your \$2,000 investment earning on a tax-deferred basis. (Under some circumstances, you can still deduct the \$2,000 even if you are included in a retirement plan at work.) If you can not deduct the \$2,000 you can still make the investment, and any earnings on the investment, go untaxed until you withdraw the funds. Both of these are pretty good deals. The negative, and it's not really a big negative, is that when you take the money out after age 59½ years you will be taxed. On the deductible IRA the tax will be 100% of what you receive. On the non-deductible, you will be taxed on just a portion of it.

Now, let's talk about the Roth IRA. It's new in 1998. It allows you to put up to \$2,000 into an investment account. There is no deduction for the contribution (just like a non-deductible IRA) but in the future when you withdraw the money, it will be tax-free! What a deal! So, no tax deduction when you make the investment and, if you follow the rules, never any tax to pay when you take it out. If you make more than \$95,000 as a single person or \$150,000 as a married person, the Roth IRA benefits are either limited or not allowed. Also, if you want to contribute to both a deductible IRA and a Roth IRA, the maximum for both is \$2,000.

What about converting all my existing IRA's to a Roth IRA? This may be done if your adjusted gross income is under \$100,000. You will be taxed on the funds converted to a Roth IRA but the tax bill will be spread over 4 years. Should you do it? There are a lot of factors that come into play in this decision. You need to first calculate the tax due on the funds converted. The new law says that you can pay the tax you owe on the conversion over 4 years and then in the future, if you follow the rules, your distributions from these IRA's will be tax-free. Do you believe it? The "future" may be a long way off and the laws could change again. Look at how they started taxing social security benefits for certain taxpayers when it originally was supposed to be tax-free! If you qualify, you should look at the numbers and consider it, though. This conversion can only be done in 1998.

So let's recap:

If you qualify, you should definitely open a Roth IRA in 1998.

If you make less than \$100,000 per year, you should look at the cost of converting your IRA's and discuss this with your financial planner or tax advisor.

Please keep in mind that there are other rules relating to qualifying for IRA's and about withdrawing IRA's that I have not covered here. It's unfortunate that our Congress has created such complicated rules. But it's really to your benefit to look into this area, and make the correct choice for you. And one of the choices you should consider is how all of this should be invested. If you have over 5 years before you need to start withdrawing from your IRA's, please consider mutual funds as your primary investment. As a general rule, mutual funds are a better place for your IRA funds than bank certificates of deposit or insurance company's annuity products. In a future article for the GHGLCC Newsletter, I'll discuss how to select your mutual funds.

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# HOUSTON LESBIAN AND GAY COMMUNITY CENTER WHAT IT IS ....

The Houston Lesbian and Gay Community Center (HLGCC) is a non-profit organization dedicated to bringing together Houston's lesbian and gay community. HLGCC is comprised of a Board of Directors, Advisory Board, and volunteers that work on programming, community relations, and fundraising.

## WHAT IT WILL DO....

A community center will offer a venue for people and organizations to grow and thrive. Like Dallas, Austin and San Antonio, Houston will have a centralized facility to obtain and share information about organizations, businesses and agencies that serve the needs of the gay and lesbian community. Some things community centers provide are:

- educational workshops and community forums
- community bulletin boards and information table
- space for organizational events and meetings
- social mixers and cultural activities

## WHERE WE ARE NOW....

We have reached an initial fundraising goal and have identified some other community organizations that are interested in participating in a collaborative effort with the HLGCC. We are in the process of identifying a suitable location and are continuing to develop programming that will be of interest to the community.

## AN INVITATION....

**Volunteer** - We invite your contribution in the area of your interest or expertise whether it be fundraising, community relations or programming.

**Contribute** - Your tax deductible contribution will help ensure that a community center will be a part of Houston for years to come. Donors of \$250 or more will be recognized as members of the HLGCC Founders' Club.

## TO HEAR MORE....

Contact the HLGCC

Call- phone line, 713-867-7904

Write - post office box, P.O. Box 2304, Houston, TX 77252

# Community Affairs Committee

The Community Affairs committee will meet the second Monday of each month at the home of Coy Tow, at 1116 Bissonnet near Contemporary and Fine Arts Museums. (Please park in the lot off Yoakum)

The next meeting will be discussing preparations for Pride Week and both out Float and an activity we might sponsor or support. We will also begin our work as a part of the volunteer efforts for EMPOWER 1998.

We will also invite key members of the "Community Partnership" efforts to look at possible combined events, co-sponsored opportunities, a well-defined community calendar, and set specific goals for the rest of 1998.

This committee will be very rewarding and fun and should not consume a great amount of any of our time. Please plan to attend this meeting as we define our 1998 goals and involve as many Chamber members as possible.

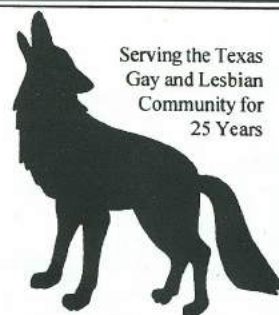
Come join us on March 9, 1998, from 6:30pm to 8pm. Snacks and the beverage of your choice will be provided.

Please call Coy Tow at 713-526-6668 for directions or if you would like further information.

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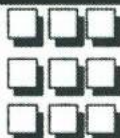
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# M A R C H

sunday	monday	tuesday	wednesday	thursday	friday	saturday
1	2 Monthly Meeting Social 6pm Meeting 7pm	3	4	5	6 Happy Hour at JR's 5:30pm	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25 Gay Night at The Alley Theater	26	27	28
29	30	31				

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# Announcement

## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The Board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 8 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521.

## Welcome New Members!

David Greenhall RSVP.....Creative Catering/The Healthy Chef  
Kevin Davidson.....H.A.T.C.H.  
Carl Riedl.....Houston Lesbian & Gay Community Center  
Larry Arvin.....Nature's Way Day Spa & Salon  
Alan Cranfill.....Hollyfield Foundation  
Robert Snellgrove.....Snellgrove, Robert LMSW-ACP  
Selina Tan.....Wyndham Warwick Hotel  
David Stewart.....Miss Camp America Foundation Inc.  
Daryl Hickman.....Tiburon Systems  
Don Keck.....Heights Lights & Things  
Sandra Rehm.....MAC First Aid  
Carol Clark.....Pride Committee of Houston

# GHGLCC

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*Address Correction Requested*



# GHGLCC NEWS

## the impact network

APRIL, 1998

volume 3, issue 4

## Retrospect: Gays, Film and History

### *Gish to address Chamber on Film Festival*

Sarah Gish has spent her life dedicated to the arts. With a degree in art history, Gish set out on a career path that encompassed museum education, non-profit cultural organizations and films. Destined by fate, Gish decided to delve into the business aspect of the art industry. The turning point: Gish was laid off by an employer, a non-profit organization. Gish, who is currently City Manager/Marketing Coordinator for Landmark Theatre Corporation, will be keynote speaker at April's Greater Houston Gay and Lesbian Chamber of Commerce (GHGLCC) dinner meeting.

"I have the greatest job in the world," says Gish. "I am so lucky to be doing what I enjoy." She has been with Landmark for four years.

Gish will be discussing a project very dear to her - the upcoming Gay and Lesbian Film Festival. Several years ago Gish was engaging in a conversation with Marian Luntz, the film curator at the Museum of Fine Arts, Houston, when she remarked that there was not a local film festival for the gay community. Shortly thereafter, she reiterated her remark during a local radio interview. Subsequently, along with Luntz, Gish coordinated Houston's first Gay and Lesbian Film Festival last year. The event was a success.

"The gay and lesbian community tend to be a bit more creative, a bit more interested in the avant garde," says Gish. "And, they are more open minded because of what they've endured through the coming out process."

The self-described movie buff ranks *Room With a View*, *Parenthood*, *Dream With the Fishes*, *LA Confidential* and *Afterglow*, as some of her favorites. Although she loves the arts, her "pride and joy" is Alexander, her 3 year-old son from a former marriage. Gish lists her status as divorced. "I don't mind telling people I'm divorced."

"His first movie was *Muriel's Wedding* at 5 weeks-old, although he slept right through the whole movie," laughs Gish. "He loved *Ma Vie Rose (My Life in Pink)*. He will be a future film director."

So, what does a film aficionado think about last month's Oscar ceremony. "I thought they were okay," she replied. "Kind of a bent toward commercialism. I was happy to see that *Character* won for best foreign film." The film will open in Houston, May 8 at Greenway.

Filmgoer's of late have flocked the new stadium theater's that provide panoramic views of the screen and comfortable surroundings. Many older theater's are concerned that the onslaught of these gargantuan complexes is going to run them out of business. Gish disagrees.

"Theaters are starting to look more like airplanes with respect to the seats," says Gish. "It is hard to compete with, if you compare seats. "However, if you compare customer service, film product, interesting events, displays, the competition is less fierce."

"When the river oaks opened in 1939, they billed it as stadium seating," she continued "It was the first stadium seating theater in Houston. Both theaters (Greenway and River Oaks) still have raked seating, they are not flat. And, our patrons still get a good view of the screen."

**RSVP is required by April 3 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.**

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.

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# Committee Reports

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

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## Do You Have a Web Page?

Then you need to have it listed on the GHGLCC website! Call Dan DiDonato at Preferred Graphics at (713) 528-7654 for details on getting your website listed.

**Best of all, it's free to members of the GHGLCC!**

## Message From the President

by ANITA RENTERIA

It has come to my attention that this community, while speaking a lot about diversity and how important it is to all of us, does not seem to actually believe in it. I am Mexican American. My parents are both Mexican American. My grandparents are all four Mexicans, having come here from Mexico. It seems that many people in the gay community have pre-conceived notions of what it means to be Mexican—and apparently, I don't fit those notions, so I am a socially acceptable "exception." You know what? I'm not.

Before I was even born, my grandfather owned his own business in Baytown. One of my cousins is a doctor, another ran for Congress—as a Republican. My aunt is a Ph.D. My family consists of CPAs and hospital clerks, sales people and bank tellers, teachers and refinery workers, police officers and business owners, florists and retirees. We all graduated from high school. Some of us went on to college, some of us didn't. Some of us served in the military, some of us didn't. Some of us were black sheep—or maybe I should say "brown" sheep?—and most of us weren't. And—this may surprise you—not all of us are Catholic. Not all of us have big families. I'm not even the only gay person in my family. So in my family, I most certainly am not the exception. And I know of lots of other families like mine.

Why am I saying all of this? Because I want you to think about it. I want you not to be surprised in hearing any of it. I want you to understand that you could substitute any race, any social class, any geographical homeland for the above and have it be the same. Do not look at me as an exception—I don't look at you that way. Challenge yourself to look beyond skin color as you expect the world to look beyond sexual preference. Challenge yourself to look beyond gender, beyond body type, or style of clothing, or where we live or what we do for a living and beyond education. Have the strength of character, of vision, to look first at each person as, at the very least, your equal. Isn't that what we seek from the straight world? If you look for stereotypes to fit unthinking prejudices, you will find them. Can't straight people point to the gay male or lesbian who fulfills their worst expectations? Rise above. Every day, every encounter. Challenge yourself to rise above.

But here's the real challenge of diversity—look beyond but DO NOT ERASE. Look beyond my skin color to see who I am but do not make the mistake of erasing it from who I am. Do not only take my gender, my clothing, my lesbianism, to define me, but neither should you take it out of your definition of me. This is the challenge. This is the true meaning of diversity. And this Chamber is the place it should—and will—be the standard.



## PLEASE MAKE RESERVATIONS

We have had good attendance at the dinner meetings, however it is very important that you call and make reservations by noon on the Friday before the dinner on Monday. We need to call an exact number in to the Wyndham Warwick on Friday afternoon, and that is the number of meals they prepare. We have a little flexibility and can add a few people if they show up at the dinner without reservations. At the last dinner, however, we had to turn some people away because too many appeared with no reservations or reservations called in after Friday afternoon..

**SO PLEASE HELP US OUT AND MAKE YOUR RESERVATIONS BEFORE NOON ON THE FRIDAY BEFORE THE DINNER MEETINGS ON MONDAY.**



# A P R I L

sunday	monday	tuesday	wednesday	thursday	friday	saturday
			1	2	3 Happy Hour at JR's/Santa Fe 6-8pm	4
5	6 Monthly Meeting Wyndham Warwick 6pm Social 7pm Dinner	7	8	9	10	11
12	13	14 New Member Luncheon 11:30am Riva's Restaurant	15	16	17	18
19	20 Board Meeting 6pm Community Center 803 Hawthorne	21 Networking Breakfast 7:30am Le Peep S. Shepherd	22	23	24 Camping Trip Huntsville State Park Call Cary Russell for info 777-8773	25
26	27	28	29	30 Open House Preferred Graphics & Healthy Image 5:30-7:30pm		



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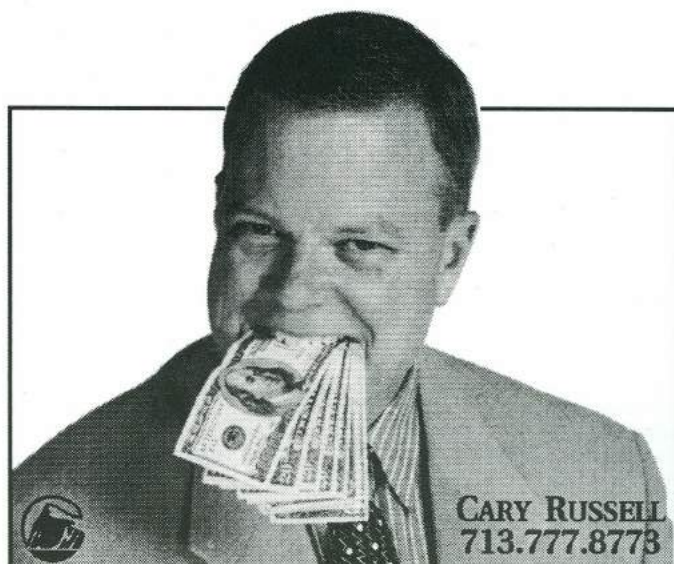
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## HOUSTON LESBIAN AND GAY COMMUNITY CENTER SIGNS LEASE

These are exciting times for the community center development. Since January, the Chamber has been working closely with the Houston Lesbian and Gay Community Center, and things have been moving rapidly. The group recently signed a lease on 803 Hawthorne, a wonderful old mansion in the center of Montrose, which will be home for the Community Center.

As the name implies, the Community Center is planned as a home base for numerous activities involving the gay and lesbian community. Several organizations (including the Chamber) will have their main offices at this location. Meeting rooms are available for groups of all sizes to use for gatherings on a rental basis. A reception room is planned to serve as a drop-in area which will house a community bulletin board, switchboard, and calendar (this will be a good way for the Chamber businesses to connect with the community at large!). The potential for other activities is great and suggestions are actively solicited.

You will soon be receiving a letter asking you to become a supporter of the Community Center; please give this every consideration. There is also a "wish list" for donations

- Stacking/Folding Chairs (100)
- Folding Tables (2)
- TV/VCR
- Stereo System
- Sofa, Chair
- Coffee Table and End Tables
- Receptionist Desk and Chair
- Coffee Urns (2)
- Bookcases (4)
- Bulletin Boards (2)

The Community Center is a 501(c)3 organization and donations will be acknowledged for tax purposes.

For further information, please contact:  
Stewart Zuckerbrod, 713-807-0675  
Kevin Davidson, 713-661-2195  
Carl Riedl, 713-621-1299

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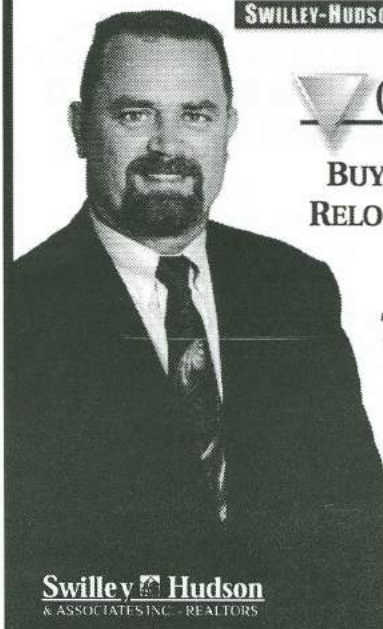


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- See the predictors of difficult relationships
- Recognize compatible personality styles
- Predict the progression of relationships
- Conquer what has kept you single
- Identify other single people who are looking for the things you are
- Create lasting, loving relationships

9am to 4 pm (lunch provided)  
Gay Men May 9 • Lesbians May 23  
Mixed 6-8 pm May 13, 20, & 27  
\$55 per person Limited Seating

## Couples Seminar

Learn to

- Communicate more effectively
- Put an end to recurring relationship problems
- Turn arguments into understanding
- Help both people get what they want
- Restore the romance in your relationship
- Keep your history from causing hurt
- Use your relationship to construct a map to happiness and contentment
- Strengthen "love maps" in your relationship

9am to 4 pm (lunch provided)  
Gay Men May 2 • Lesbians May 16  
Mixed 6-8 pm May 12, 19, & 26  
\$95 per person Limited Seating

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## Membership Drive Extended!

Have you invited someone you know to join the Chamber yet? If not, what are you waiting for? Increased membership is the key to enhanced membership benefits. For example, the more members *we* have, the more networking opportunities *you* have, both professionally and personally. The gay & lesbian community is pushing forward, changing the way America views us, and as our membership grows, so will our ability to lead Houston's corporations into the new millenium. So take a moment, and invite someone to join now. For your convenience, we have included a mini-application.

Business Name \_\_\_\_\_ Primary Contact Name \_\_\_\_\_

Type of Business \_\_\_\_\_ Sponsor \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Mailing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail \_\_\_\_\_ Web Site \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Ok, to print in directory \_\_\_\_\_ Yes \_\_\_\_\_ No \_\_\_\_\_ Ok to add to Web Site \_\_\_\_\_ Yes \_\_\_\_\_ No \_\_\_\_\_

Membership Level: Individual \_\_\_\_\_ \$100 Small Business \_\_\_\_\_ \$175 Corporate \_\_\_\_\_ \$500

Amount Enclosed \_\_\_\_\_ Method of Payment: Check \_\_\_\_\_ Credit Card \_\_\_\_\_

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## MONTREAL

On May 14 the Greater Houston Chamber of Commerce will participate in the International Gay & Lesbian Travel Association's 15th Annual Convention and Trade Show.

Based on our original mission, the board of directors unanimously agreed, this event was an excellent opportunity to expand our role in further attracting visitors to the Houston Area.

According to John DiAlessandro, IGLTA president, this year's convention boasts being "the largest gathering of travel professionals."

Along with numerous networking opportunities, the Chamber will also have a display booth at the trade show. We will be marketing Houston to Travel professionals as a destination as well as promoting Empower 98 to the various corporate vendors who are seeking the gay travel business.

This will also be our first major use of our new FUNMAP as a marketing tool.

Anyone interested in taking the journey up to Montreal is welcome. We would be delighted to have the extra help. If you wish to display something at the booth or would like to have a promotional item placed in the "welcome bags" that can be arranged as well.

For more information on the convention and how to participate, please feel free to call Tom Fricke at The Lovett Inn (713) 528-6433. If you would like to learn more about IGLTA feel free to call the association's administrative offices at 1-800-448-8550.

### Open Houses for Today's Health Center & Preferred Graphics

"A Health Image" Mixer. One Mixer, Two Businesses!

Thursday, April 30, 5:30 - 7:30 PM

Dr. Daniel Boudreaux and Dan DiDonato cordially  
invite you to join us for an  
early evening social of fun, excitement, and  
an opportunity to win prizes!

5225 Katy Freeway

(just 2 blocks west of Durham/Shepherd on the South of Interstate 10)

Today's Health Center  
Dr. Daniel Boudreaux, Owner  
Suite 460

Preferred Graphics  
Dan DiDonato, Owner  
Suite 310

# Get Social

by Cary Russell

HOUSTON - The Gay and Lesbian Chamber of Commerce plans to have a Happy Hour at JR's Bar and Grill the first Friday of every month. The following are Dates to Remember. Mark your calendars now.

April 3	Happy Hour at JR's
April 6	GHGLCC Monthly Meeting
April 24	Camping Trip, World Creek Park

May 1	Happy Hour at JR's
May 4	GHGLCC Monthly Meeting
May 23	Pool Party at Cary Russell's

June 1	GHGLCC Monthly Meeting
June 5	Happy Hour at JR's

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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## BUSINESS PROFILE

# AIDS Foundation Houston

AIDS Foundation Houston, Inc. (AFH) was Houston's first community-based organization dedicated solely to HIV-related issues. Founded in 1982 by medical professionals and civic leaders, the mission of AIDS Foundation of Houston, a 501(c)(3) not-for-profit corporation, is to improve the quality of life in the greater Houston community through HIV/AIDS education, health care, social services and volunteerism.

AFH works in collaboration with other AIDS service organizations and community-based groups to reduce the incidence of HIV/AIDS infection, and to support people infected and affected with HIV/AIDS. AFH provided direct services to over 4,000 men, women and children in 1997 who were infected with HIV/AIDS and thousands of others who are affected by and at risk for HIV/AIDS. AFH also reached over 30,000 individuals with prevention education programs. AFH serves people with HIV/AIDS without regard to gender, age, ethnicity, or sexual orientation. AFH provides a variety of programs and services, including: Stone Soup Food Assistance Program, Beecher-Wilson Apartments, Project "A Friendly Haven" Women and Children Initiative, Camps Hope and H.U.G., Prevention Education, AIDS Hotline and 22 volunteer programs.

At least one in every 90 Houstonians is HIV positive, regardless of age, race or gender. Houston currently has 13,516 cases of AIDS, ranking seventh in the United States. AFH alone enrolls over fifty (50) first-time clients each month. AFH is an agency on the cutting edge of service delivery as it moves from the crisis situation of AIDS to issues of managed care. The vision and the programming of the agency is changing to meet the clients' needs in this new phase of the epidemic. The future of social services in this country is dependent on collaborative efforts and cooperation between service organizations, educational institutions, medical facilities and the private sector.

In an effort to create community partnerships, AFH is pleased to be a member of The Greater Houston Gay & Lesbian Chamber of Commerce and take part in such wonderful events as Empower 97 in which Stone Soup received over 1,500 lbs. of food. AFH is also thrilled to be the producer of other grass-roots efforts such as The Southwestern Bell Houston AIDS Walk, in which a total of 17 local HIV/AIDS service organizations receive a portion of the proceeds.

APRIL, 1998

## New Members...

### You won't want to miss this!

A new member luncheon is being held for you on Tuesday April 14 at 11:30.

The luncheon will be at Riva's Italian Restaurant located at 1117 Missouri St.

We encourage all new members to attend.

*See you there!*



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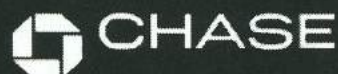
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# Today's Health Center

Today's Health Center is the personal vision and solo practice of Daniel Boudreaux, D.C. While Dr. Boudreaux's training is primarily in chiropractic, the scope of Today's Health Center goes well beyond the treatment of neck and back pain. Today's Health offers a natural health approach that enables the pro-active individual to achieve and maintain optimal health.

The growing market for natural remedies is in need of expertise in choosing among the options available, from acupuncture to homeopathy, chiropractic to massage, and many others. In 1990, while enjoying a successful career in banking, Boudreaux embarked upon a career-changing journey to learn how he and others could benefit from the best that natural health care has to offer. After an exhaustive search of various techniques promoting good health, Dr. Boudreaux found two that complemented each other in providing the healthy answers that people want. One approach is applied kinesiology, a form of diagnosis using muscle testing as the primary feedback mechanism to determine how a person's body is functioning. The second is functional medicine, which supports the body with therapeutic nutrition and supplementation to correct deficiencies long before they manifest as injury or disease. These techniques combined often provide answers that standard diagnosis methods miss.

Who benefits from this type of care? The patients of Today's Health Center include those with chronic health problems (e.g. headaches, fatigue, weight control problems), athletes who desire improved performance, peo-

ple wanting relief from neck and back injury, and others who strive to be their best. Anyone wanting to take responsibility for his or her own health benefits.

Today's Health Center is based on the belief that natural health care combined with progressive medical care is the wave of the future for better health and reduced health care cost. Dr. Daniel Boudreaux is available for speaking engagements on various health issues and can be reached at 713-880-4444. Today's Health Center has been a member of GHGLCC since 1996 and is centrally located on the south side of I-10 near Shepherd Drive.

## Special Rates for CHAMBER MEMBERS

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# NEW & RENEWING MEMBERS

The following companies and organizations have realized the importance of economic growth and development for the gay and lesbian community. They have pledged their continued support by investing their time and efforts in the Greater Houston Gay and Lesbian Chamber of Commerce. Please support your community by calling on these companies when you have a need for their products and services.

## Home Works Apartment Locators

Apartment Locator  
New Member 98  
Jason McLawchlin  
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Houston, Texas 77006 · (713) 521-7434

## Eurotan

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Houston, Texas 77006 · (713) 522-2100  
rotheudt@aol.com

## The Lovett Inn

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Houston, Texas 77006 · (713) 522-5224  
lovettinn@aol.com

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pgraphic@neosoft.com

## OutSmart/Uptown Health & Spirit Magazines

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3406 Audubon Place  
Houston, Texas 77006-4412 · (713) 520-7237  
outsmart1@aol.com

## This Week in Texas

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811 Westheimer, Suite 111  
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## Membership Directory / Buyers Guide

Would you like an added advantage when marketing your business to other Chamber members? Well now is your chance! The membership committee is in the process of creating a combination membership directory / buyers guide. Members will be listed both alphabetically and categorically. In addition, you will have the opportunity to provide discounts for other Chamber members. Every member will receive a discount card that will identify them as a Chamber member.

The directory will be mailed to all members in June and will be distributed at monthly meetings to all guests thereafter. Additionally, it will be sent to potential members in a membership kit. A total of 1500 directories will be printed. We are also going to recreate the vast majority of the membership directory and add it to our web site. However, if you do not wish to be listed on the web site you may request to be omitted!

To insure accuracy please complete the information below by March 31, 1998 and send it to: GHGLCC 1109 Hyde Park, Suite 178, Houston, Texas 77006. If you do not want to be listed in the directory or on our web site, please return this form and mark the appropriate space.

Business Name \_\_\_\_\_  
Category Listing \_\_\_\_\_  
(Please list 2)  
Primary Contact Name \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ Zip Code \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
E-Mail Address \_\_\_\_\_ Web Address \_\_\_\_\_  
Ok to print in directory? \_\_\_\_ Yes \_\_\_\_ No Web site directory? \_\_\_\_ Yes \_\_\_\_ No  
Do you want your e-mail or web site linked to the Chamber's? \_\_\_\_ Yes \_\_\_\_ No  
15 words or less, describe your business activities \_\_\_\_\_

What discount would you like to provide for Chamber members? \_\_\_\_\_

Would you like to place an ad in the directory? \_\_\_\_ Yes \_\_\_\_ No  
Full Page @ \$175 \_\_\_\_\_ Half Page @ \$95 \_\_\_\_\_ 1/4 Page @ \$65 \_\_\_\_\_  
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Inside Front Cover \$500 Inside Back Cover \$500 Outside Back Cover \$2500  
*Please note, covers will be sold on a first-come, first-serve basis.*

Signature \_\_\_\_\_ Date \_\_\_\_\_

**If you have any questions, please call 713.523.7576 or Lea Bogle @ 281.575.8500. If we do not receive a response from you, we will assume that you do not want to be included in the directory or our web site. Don't miss out - respond today!**

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# Announcement

## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. *Deadline for materials is the third Friday of the following month's newsletter.*

# GHGLCC

1109 Hyde Park, Suite 178  
Houston, Texas 77006

## Tanqueray's® Texas AIDS Ride®

**October 5 – 11, 1998**

Texas AIDS Ride is a seven-day, 575-mile bicycling event expected to raise more than \$6 million. 44 agencies throughout Texas – eight of them in Houston - will benefit from the net proceeds of the Ride.

Texas AIDS Ride is a ride, not a race.

You don't have to be an athlete.

You just have to want to participate in an event that will challenge your body and mind.

For more information, and to receive a full color brochure,  
Call 713.521.RIDE.

*Address Correction Requested*



# GHGLCC NEWS

## the impact network

MAY, 1998

volume 3, issue 5

### Double Take: An evening of Illusion

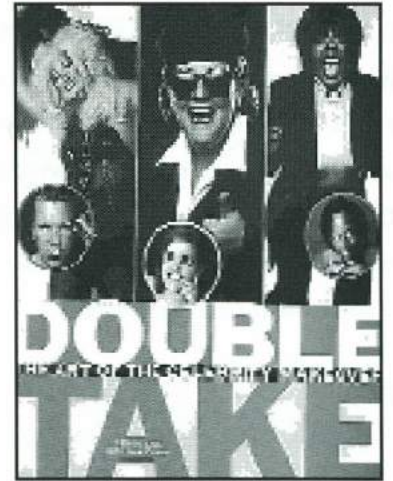
This month's GHGLCC meeting will bring members an inside view of a business that is often misunderstood: Fashion. Renowned New York fashion artist/photographer Devon Cass, author of the best-selling book "Double Take: The Art of the Celebrity Makeover" (Harper Collins), will discuss his tome and demonstrate the art of the transformation.

Local musician and international cabaret star Mark Payne, who is featured in the book, will appear with Cass. The book was co-written by CNN's Style with Elsa Klensch writer John Filimon.

Double Take is a stunning read that celebrates the drama, spirit and artistry of professional celebrity impersonations. Cass, who appeared in the film To Wong Foo, Thanks for Everything, Julie Newmar, has worked his magic on a wide variety of ordinary people, transforming them into dead ringers for Eddie Murphy, Mariah Carey, Grace Jones, Robert De Niro, Judy Garland, Bette Midler, Liza Minnelli and the legendary Tina Turner.

"Double Take" takes the reader behind the scenes of this professional industry. While many individuals in our community don drag, there is a difference between drag and professional illusionists. First and foremost is the talent and artistry of creating an illusion that is difficult to discern from its real life counterpart.

Cass and Payne will demonstrate their artistry live and take questions from members. The evening promises to be an exciting display of a profession and its art form. It will make you do a Double Take.



**RSVP is required by May 1 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.**

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.



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GAY & LESBIAN  
CHAMBER OF COMMERCE

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Cary Russell

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Debra E. Hunt

##### Annual Membership Dues

Individual \$100.00

Business \$175.00

Corporation \$500.00

For membership information call

**713.523.7576**

1109 Hyde Park, Suite 178  
Houston, Texas 77006



# Committee Reports

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

## Internet

Our domain hosting is now registered at NeoSoft, one of the largest internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the Chamber's Business Directory? We only ask that you provide a reciprocal link to the Chamber's Web Page! Fair enough? Please email our webmaster, Dan DiDonato at Preferred Graphics at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URL's, name, contact numbers, etc. or for further information landlink is 713-528-7654).

## Message From the President

by ANITA RENTERIA

Did you know that you are invited to the Dinner Meeting? Every first Monday, at the Wyndham Warwick, we have our monthly dinner meetings, and all members and guest are welcome. It seems that some people are unsure, especially the new members, so this month I want to talk about the opportunities you have as a Chamber member.

Each first Monday at 6pm, we start with social hour. Lots of informal networking takes place—the majority of the conversations I hear begin with "What do you do?". I try to meet as many people as possible because it gives me a chance to get to know new faces, and to understand why each new person joined. At around 7pm, we move into the dinner meeting. Over salad, I usually get up to the podium and read our lovely and quite poetic mission statement. I am going to consistently recognize guests, and I will also point out committee chairs and board members so you know who they are when you want to join, or even just give an opinion or good idea. After that, I usually leave you alone to eat dinner and meet the other members at your table, where much more networking takes place! During dessert, we have a guest speaker, someone from business, or government, or even politics, or maybe an entertainer once or twice a year. (This month's presentation should be quite entertaining!) Finally, we wrap up with announcements of coming events. Most of the time, we're out by 8:30. Just be sure you RSVP in advance so we'll have enough dinners available!

Besides that meeting, we have monthly social hours. Each first Friday of the month, lately at J.R.'s, we have a happy hour from 6 to 8pm. There's always food, and you'll see our banner hanging over the "Santa Fe" side of the bar when you come in. Cary Russell, our social chair, also plans camping trips and other outings, like January's casino bus trip, and February's gay night at the opera. All of these are open to all members. Bring a guest who's thinking about joining.

There's also networking breakfasts. And our business development committee is putting together industry-specific get-togethers, so watch the calendar for those. Did you know you can have an open house social at your business? And much less glamorous, but certainly open to members, are our monthly board meetings. We meet the third Monday of the month—starting a 6pm. If you have an issue, concern, comment, or just want to watch Robert's Rules of Order being butchered (I'm not much of a parliamentarian), come on by. Give Kevin Davidson a call, and he'll put you on the agenda.

I don't have the space to talk about all the committee meetings that take place each month, but check out our calendar. As I've said before, the most rewarding your membership will be is to be involved in one of our committees, like EMPOWER '98, or Community Affairs, or Newsletter, or Membership, or...you get the idea.

That's all this month. See you at the Warwick for dinner!



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debbiehunt@compuserve.com

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Arpin, David  
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Throughout our more than 90-year history, HEB has continually redefined the concept of what a "supermarket" needs to be in order to best serve the changing needs of our customers in the diverse communities that we serve.

For example, HEB Food and Drug stores offer one-stop shopping through a superstore concept with expanded product lines and services. Central Market stores capitalize on local flavor by featuring fresh produce and specialty items that appeal to regional gourmet tastes.

HEB Pantry Foods is yet another example of our parent HEB Grocery Company's vision of innovative practices and continued expansion. When we decided to enter the Houston Market we wanted a different concept from all the other competitors. Therefore we focused on smaller stores that feature four basic departments of Grocery, Service, Market, and Produce.

HEB Pantry Foods opened its first store in 1988. Pantry foods quickly established a reputation through its mission of providing customers with:

- The Lowest Prices
  - Top Quality Products
  - Fast, Friendly Service
  - Strong Community Support
- Ending Hunger, Supporting Schools, Encouraging Partner Volunteerism*

The word "employee" won't be heard or seen at HEB, working together on a first-name basis, each person at HEB Pantry Foods carries the title "partner." Each Partner contributes knowledge, experience, personal efforts, and ideas on how to build and improve our business. In return, we offer some of the best salaries, benefits, and training programs in the retail food industry. We believe that providing talented partners with the best possible quality of life is critical for both the partner and for HEB's long-term success.

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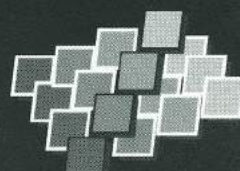
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## Membership Drive Extended!

Have you invited someone you know to join the Chamber yet? If not, what are you waiting for? Increased membership is the key to enhanced membership benefits. For example, the more members *we* have, the more networking opportunities *you* have, both professionally and personally. The gay & lesbian community is pushing forward, changing the way America views us, and as our membership grows, so will our ability to lead Houston's corporations into the new millenium. So take a moment, and invite someone to join now. For your convenience, we have included a mini-application.

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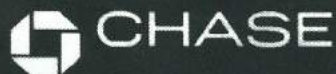
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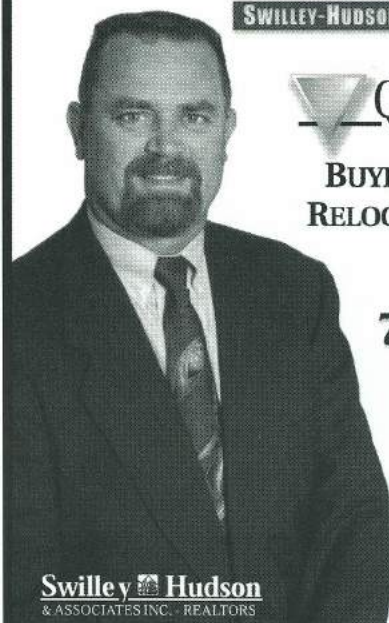
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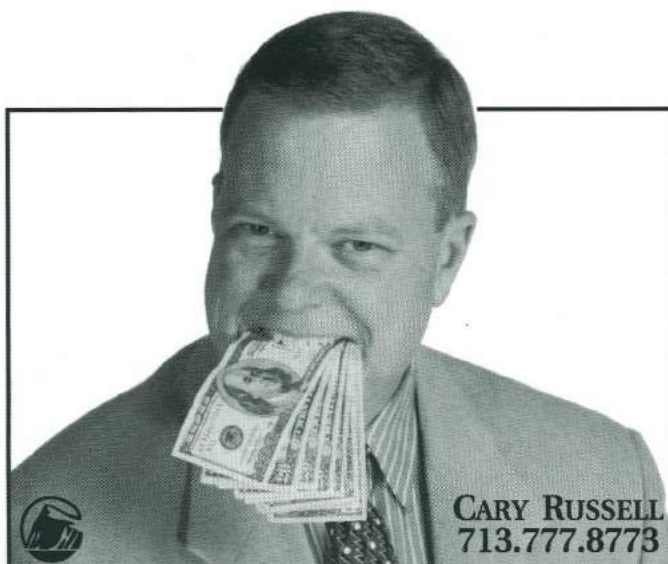
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# Get Social

*by Cary Russell*

**HOUSTON** - The Gay and Lesbian Chamber of Commerce plans to have a Happy Hour at JR's Bar and Grill the first Friday of every month. The following are Dates to Remember. Mark your calendars now.

May 1	Happy Hour at JR's
May 4	GHGLCC Monthly Meeting
May 12	Networking breakfast at Le Peep
May 23	Pool Party at Cary Russell's

June 1	GHGLCC Monthly Meeting
June 5	Happy Hour at JR's

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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## Community Affairs Committee

The Community Affairs Committee is dedicated to creating opportunities for the Chamber to directly benefit the community by facilitating better communications, assisting to raise funds for special projects, and maintaining an excellent Chamber profile as the premier business organization in Houston.

The projects committee is currently working on Pride involvement (float construction, etc), Community Center fund-raising for a Chamber office, Community Partnerships coordination of quarterly meeting (which facilitates communication between groups and organizations in the community), and EMPOWER 98 volunteer coordination.

We have about 15 people working on our committee and could still use additional assistance on short or long term basis. If you are interested please call Coy Tow at 713-526-6668 for more details.

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'98**

**November 7**

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# M A Y

sunday	monday	tuesday	wednesday	thursday	friday	saturday
					1 Happy Hour at JR's/Santa Fe 6-8pm	2
3	4 Monthly Meeting Wyndham Warwick 6pm Social 7pm Dinner	5	6	7	8	9
10	11 Community Affairs Committee 6-8pm, 1116 Bissonnet 713-526-6668 Coy Tow-Chair	12 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	13	14 Materials due for June newsletter	15	16
17 Southwestern Bell Houston AIDS Walk Sam Houston Park 713-629-WALK for info	18 Board Meeting - 6pm Community Center 803 Hawthorne	19	20	21	22	23
24 31	25	26	27	28	29	30

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# Announcement

## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. Deadline for materials is the third Thursday of the month prior to publication.

# **GHGLCC**

1109 Hyde Park, Suite 178  
Houston, Texas 77006

*Address Correction Requested*



# GHGLCC NEWS

## the impact network

JUNE, 1998

volume 3, issue 6

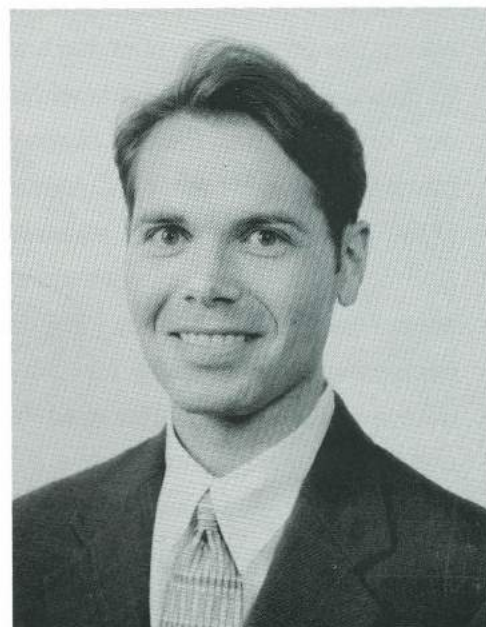
## Gay Liaison To Address Chamber

For the first time ever, the Mayor of Houston has appointed a gay liaison to his administration. The unpaid advisory position will allow Mayor Lee P. Brown to have a direct line to the gay and lesbian community perspective when faced with gay-related legislation.

Many were surprised when Mayor Brown selected Matthew P. Eastus, a relative unknown in the community.

The GHGLCC's June 1 dinner meeting is your chance to meet Matthew Eastus and hear his view of his position, and understand Mayor Brown's commitment to our community. Eastus, an attorney with the large Houston law firm of Baker & Botts, has lived in Houston since 1992. He has stated his intention to meet with leaders from the gay community and the city itself to get to know them so that if they have gay issues, he can convey that to the Mayor. Eastus has stated that his background will allow him to have a fresh perspective on gay issues without being tied to one particular group.

Eastus was born in Abilene, Texas. During his childhood years, he lived in Lubbock for five years and grew up in Arlington. A graduate of the University of Virginia School of Law, Eastus is an avid history buff who also enjoys museums, politics, and music.



RSVP is required by June 1 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.

GREATER HOUSTON  
GAY & LESBIAN  
CHAMBER OF COMMERCE

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# Committee Reports

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

## Internet

Our domain hosting is now registered at NeoSoft, one of the largest internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the Chamber's Business Directory? We only ask that you provide a reciprocal link to the Chamber's Web Page! Fair enough? Please email our webmaster, Dan DiDonato at Preferred Graphics at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URL's, name, contact numbers, etc. or for further information landlink is 713-528-7654).

## MESSAGE FROM THE PRESIDENT

This month I want to tell you about two recent events that tell me that our Chamber is starting to make an impact as a business leader in this community.

First, in mid-April I was invited to a meeting with HEB Pantry Foods executives. I (and others) met with Robert Loessler, President of Pantry Foods; Terry Williams, HEB Regional Manager; and Fred Smith, VP of Diversity for HEB. HEB executives asked Gary Woods, Manager of the new Montrose store, to set up the meeting with gay community leaders. The purpose of the meeting? To ask us how Pantry Foods could best get involved with the gay and lesbian community in Montrose. They asked us what organizations they should be part of (you'll note they've joined our Chamber as corporate members—Welcome HEB!), which organizations they could effectively support, and how they can be a part of our community. They also asked us how they could attract gay and lesbian customers. In very frank terms, we told them what we thought. The main impression we came away with was one of a mainstream business understanding the power and the attractiveness of the gay consumer market, and asking us directly how to reach us. We are becoming involved with these businesses at the right level. They are joining our Chamber. Our role as business leaders, as community leaders, is playing out right before our eyes.

The second event was the recent Texas Human Rights Foundation Schwab Awards. On Saturday, May 16, the Chamber received the Community Business Award. (See related article). The THRF is a statewide organization, and the Chamber was honored along with some very impressive business people, community organizations, activists and politicians. For a three-year old organization, this is quite an accomplishment.

I hope you are all proud of your membership in this Chamber. We are accomplishing our objectives every day, and we are being recognized within in our own gay and lesbian community and by the community at large for our efforts. You are a part of that accomplishment because our membership is what gives us our strength.

If you are reading this newsletter and you haven't joined the Chamber, why not? We're a thriving, dynamic organization, and we want you to join us today. If you are an inactive member, come to our next dinner meeting, or any of the other networking opportunities your membership provides you. Join a committee—that's where the real business of the Chamber is done. We haven't begun to reach our potential, and we can't do it without you.

Come on in. We look forward to seeing you at the Warwick!





# Chamber Wins Schwab Award

On Saturday, May 24, the Texas Human Rights Foundation held the 11th Annual Robert Schwab Awards. The Greater Houston Gay & Lesbian Chamber of Commerce received the Community Business Award. According to the THRF, the Chamber was selected based on its efforts on behalf of its members to place our Community in the business mainstream and reinforce the notion that we are a potent force in the modern day economy. The THRF further stated The Chamber deserves our admiration for pursuing a new direction and promoting a positive image of our Community.

The event, emceed by Channel 2 meteorologist Frank Billingsley, also gave the following awards: Suzanne Anderson (Charter member of the Chamber and former board member), Business Leadership Award; Houston Black Tie Dinner, Inc., Community Leadership Award; Amigos Volunteers in Education and Services (AVES), Community Health Award; Honorable Annise Parker, Political Leadership Award; Parents & Friends of Lesbians and Gays (PFLAG), Community Organization Award; and Janine Brunjes and John Michael Gonzalez, Community Activist Awards. The Robert Schwab Memorial Award was awarded to Jackson Hicks, renowned caterer, for his outstanding career and decades of contributions to gay and lesbian causes.

The Texas Human Rights Foundation (THRF) was founded in 1977 and has been defending the legal interests of gay and lesbian Texans in courthouses all over Texas since that time. The non-profit organization has fought some the most important battles to advance the interests of gays and lesbians and the HIV community in Texas including leading the fight against the state's discriminatory statute, #164#2106 of the Penal Code.

The award was named for Robert Schwab, founder of the THRF and its first president. He was a pioneer in gay and lesbian legal activism in Texas. A lawyer, Schwab helped mount the first challenge to Texas' sodomy statute in the case of Baker vs. Wade.

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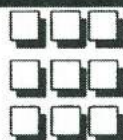
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## NEW & RENEWING MEMBERS

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# ***Lasers in Ophthalmology***

by STEWART ZUCKERBROD

I am often asked why I chose Ophthalmology as my field of medical specialization. While there were many factors that went into that choice, one of them was certainly the appeal of working with some of the most advanced and specialized equipment ever created for medical use. Of the instruments used in my profession, perhaps none are as intriguing as lasers.

The first working laser (an acronym for Light Amplification by Stimulated Emission of Radiation) was created in the 1960's. Lasers have many unique characteristics; the concentrated light beams they produce are capable of delivering great amounts of energy to precisely defined targets, especially to areas that are impossible to reach by other methods (such as the inside of the eye.) Depending upon the type of materials that is used to create the laser beam, the light produced will have its own special color and properties.

Ophthalmologists were quick to recognize the potential for these powerful new tools, and by the mid-1960's were already experimenting with the first laser to be used clinically, the argon laser. This laser produces blue-green light, which is readily absorbed by blood and pigment in tissues. Because of this, the argon laser has proven of great value in treating many disorders of the eye. Abnormal blood vessels are found in several ophthalmic disorders, including the retinopathies (diseases of the retina) associated with diabetes, aging ("wet" macular degeneration), and premature birth, and all are commonly treated with this laser. The same argon laser is also applied to pigmented tissues in the eye to treat such diverse illnesses as retinal detachments, tumors, and glaucoma. Other types of colored lasers have been developed and used over the years to allow even greater precision in targeting specific tissues in the eye.

In recent years, most of the newer lasers to enter the ophthalmic armamentarium have been "invisible" lasers, which produce their effects by interacting with water molecules, or even the molecular bonds that hold atoms together. These lasers are used in association with colored lasers which serve as "aiming beams" that allow the colorless beams to be focused.

The first of these lasers to come into use was the YAG (yttrium-aluminum-garnet) laser. As a consequence of modern cataract surgical techniques, which allow the implantation of an artificial lens into the eye, patients frequently develop a film (the so-called "secondary

cataract") behind the implant. Before the advent of the YAG laser in the early 1980's, removal of this film required a trip to the operating room to open the eye and cut through the film. Thanks to the YAG, the procedure is now done in a matter of seconds as a painless, outpatient office treatment. Considering that literally hundreds of thousands of these procedures are performed yearly, the savings to patients in terms of "down time" has been tremendous. (By the way, this is probably the time to clear up a common misconception; cataracts themselves are not removed by laser. While laser systems for removing cataracts are currently under investigation, most current cataract surgeons operate using ultrasound devices, which are no less amazing.)

In the past few years, we have seen the arrival of two new invisible lasers which are being used by ophthalmologists. The CO<sub>2</sub> (carbon dioxide) laser has been developed as a medical laser to treat disorders of the skin. In addition to being very effective for removal of moles and pigmented skin lesions (including "age spots"), this laser can be very effectively used to reduce or remove crow's feet and other facial wrinkles. Used alone or in conjunction with blepharoplasty ("lid tuck"), the CO<sub>2</sub> laser is finding an important role in the field of oculoplastic surgery.

Perhaps the most exciting of the new lasers is the excimer ("excited dimer"), which is revolutionizing the treatment of refractive disorders (i.e., need for glasses). By allowing ophthalmologists to reshape the cornea (the clear tissue in the front of the eye) in a way that is considered safe and stable, the excimer is rapidly becoming a mainstay in the treatment of certain levels of myopia (near-sightedness). PRK (photorefractive keratectomy, or laser corneal reshaping), like any surgical procedure, has its limitations and drawbacks, and should only be performed on patients that have a clear understanding of the risks and potential benefits. The research in this field is intense, and the day may not be too far off when glasses are truly a thing of the past.

*Dr. Stewart Zuckerbrod is an Assistant Professor of Ophthalmology at the University of Texas-Houston Medical School. He is a Comprehensive Ophthalmologist and works with the lasers described in the article and is a member of People in Medicine, an organization comprised of health providers serving the gay and lesbian community.*



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## COMMUNITY AFFAIRS

### Community Partnership

June 11, 1998 6:30-9pm

Community Center 803 Hawthorne

This Community Partnerships will celebrate the Pride of the many organizations and groups in Houston. The Empower '98 event to be held November 7, 1998 will also hold their kickoff the same evening.

All organizations and groups are encouraged to send at least one representative. The cost for the evening is \$10 and will include dinner and drinks. All money raised will benefit the Community Partnerships.

For more information Call Coy Tow at 713-526-6668

### Volunteers Needed

The Chamber is looking for volunteers and creative people to assist us with the float for this years Pride Parade.

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# Get Social

by Cary Russell

HOUSTON - The Gay and Lesbian Chamber of Commerce plans to have a Happy Hour at JR's Bar and Grill the first Friday of every month. The following are Dates to Remember. Mark your calendars now.

- June 1 GHGLCC Monthly Meeting
- June 2 CHAMBER NIGHT at the Gay & Lesbian Film Festival! 7:30pm, Greenway Theatre for "Wilde".
- June 4 EMPOWER '98 Committee Meeting 6:30pm at the Houston Lesbian & Gay Community Center, 803 Hawthorne
- June 5 Happy Hour at JR's
- June 9 Pride Event: Lesbian Ladies of Laughter, 7:30pm at LaffStop, benefitting the Houston Lesbian & Gay Community Center
- June 11 GHGLCC Pride Event: Community Partnership meeting and EMPOWER '98 Kickoff @ the Houston Lesbian & Gay Community Center, 6:30pm \$10.00 donation benefits GHGLCC
- June 14 Pride Event: Gay Day at Astroworld!
- June 27 Pride Event: Gay Pride Parade, 9pm, Lower Westheimer "Electrified, Diversified, Unified!"

Look for more details on the upcoming events in the newsletter or call me at (713) 777-8773. Also, if you would like to host a business mixer, ribbon cutting or other social function, give me a call and I will be happy to help.

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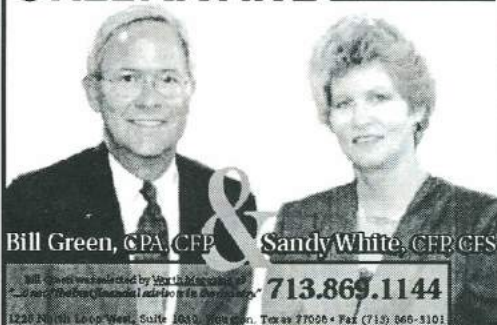
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# J U N E

sunday	monday	tuesday	wednesday	thursday	friday	saturday
	1 Monthly Meeting Wyndham Warwick 6pm Social 7pm Dinner	2 CHAMBER NIGHT: 7:30pm, Gay & Lesbian Film Festival! Greenway Theatre for "Wilde".	3	4 EMPOWER '98 Committee Meeting 6:30pm Houston Lesbian & Gay Community Center, 803 Hawthorne	5 Happy Hour at JR's/Santa Fe 6-8pm	6
7	8	9	10 Lesbian Ladies of Laughter, 7:30pm at LaffStop, benefitting the Houston Lesbian & Gay Community Center	11 GHGLCC Pride Event: Community Partnership meeting and EMPOWER '98 Kickoff @ the Houston Lesbian & Gay Community Center, 6:30pm \$10.00 donation benefits GHGLCC	12	13
14 Pride Event: Gay Day at Astroworld!	15 Board Meeting - 6pm Community Center 803 Hawthorne	16 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	17	18 Deadline for July newsletter materials	19	20
21	22	23	24	25	26	27 Pride Event: Gay Pride Parade, 9pm, Lower Westheimer "Electrified, Diversified, Unified!"
28	29	30				

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# Announcement

## Notes From the Board

The Board of Directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. Deadline for materials is the third Thursday of the month prior to publication.

**GHGLCC**

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# GHGLCC NEWS

## the impact network

AUGUST, 1998

volume 3, issue 8

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## Mayor Brown to Keynote at August Chamber Meeting

by J.C. MICHELAK  
*Program Chair*

HOUSTON—Mayor Lee P. Brown will be the keynote speaker at this month's Greater Houston Gay and Lesbian Chamber of Commerce (GHGLCC) meeting. Brown was elected mayor in 1997.

Brown, who is the Bayou City's first African-American mayor, has been an ardent supporter of gay and lesbian issues. During the campaign, Brown courted the gay and lesbian community and promised to be a 'mayor for all the people.'

Indeed, Brown has already delivered on two of three campaign promises he made on the stump. The mayor appointed a gay liaison, attorney Matthew Eastus, and issued an executive order barring discrimination based on sexual orientation in city employment.

The mayor's executive order raised the ire of City Councilman Robb Todd, a Republican with ties to the religious right, prompting the councilman to file suit against the mayor for abuse of power. The courts ruled in favor of Todd. Brown is studying whether or not to appeal the decision, call for a special election on the issue, or force city council to vote on the order.

Brown also promised the lesbian and gay community that he would study the issue of domestic partners benefits and follow the recommendations of the study. The former police chief of Houston, Atlanta, and New York, is firm in his commitment to implementing job protection for gays and lesbians.

In May, the mayor gave the AIDS Foundation Houston full use of the city's George R. Brown Convention Center for its annual AIDS Walk because of the air quality hovering Houston as a result of the fires in Mexico.

Brown will address city issues and the economy. The mayor will also entertain questions from those in attendance. Brown will begin speaking promptly at 7:15 p.m. The GHGLCC meets the first Monday of every month. Last month's speaker was Matthew Eastus, the mayor's liaison.



RSVP is required by July 31 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.



# COMMITTEE REPORTS

## Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and Chamber announcements is the night of the Chamber board meeting (3rd Monday of each month), no exceptions.

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# Message From the President

by ANITA RENTERIA

Maybe it's the heat, but I have been spending a lot of time reflecting this month. Summertime is good for reflecting because a) it can be done indoors, and b) it provides a perfect mid-year checkpoint to see how you're doing against your goals for the year. With that in mind, I want to look back at our accomplishments this year and look forward to the challenges and goals we have ahead of us.

First, we've had some great dinner meetings. The speakers have been professional, accomplished, interesting business people. They have addressed our Chamber membership on various topics from corporate diversity to HUD programs available to small businesses to, shall we say, the entertainment industry!

Second, we have begun to make a name for our organization. The quarterly Community Partnership meetings bring people from many organizations together to talk about the programs and activities our community produces for us. It is an opportunity to network and promote the Chamber and many other worthwhile non-profits. In attending these meetings, I have consistently been impressed with the caring involvement of gay, lesbian and supportive friends and family. And they, in turn, come away with a positive impression of our Chamber for organizing and hosting the meetings.

Third, we now have a home! The Chamber has an office located at the Houston Lesbian and Gay Community Center on Hawthorne in Montrose. The board considered carefully this decision, and agreed to make this commitment to our future. This office is the stepping stone to our moving to a whole new level as a professional organization. By placing ourselves in the new community center, we can become one of the cornerstones of our community's first real facility. Our entry in the Pride Parade this year underscores that kind of commitment. Our theme was "Building OUR Community One Brick at a Time." This also helped to promote Chamber awareness.

These accomplishments are important. So what challenges and goals do we face now?

We have two major events in our immediate future. The first is our August dinner meeting, featuring Houston Mayor Lee Brown. This is a coup for our organization, and we invite all members to bring guests. Mayor Brown is speaking because he understands the importance of our role in the city of Houston as economic contributors, business leaders, and as lesbians and gays. Let's use this opportunity to show him who we are, and to listen to his plans for our city.

The second major event is EMPOWER '98. We are already booking booths, and I can announce our first two major sponsors: Shell Oil is returning as a Corporate Gold level sponsor. And this year, Chase Bank of Texas has increased their role to Corporate Gold sponsors. We appreciate their strong support as members and to EMPOWER. They clearly see the benefit of this event; ask anyone who was at EMPOWER last year, and you will hear it for yourself. Don't miss this opportunity to promote your business at the discounted Chamber rate!

The final biggest challenge we face, like any business or organization, is to continue to grow. The board is looking at innovative ways to increase membership—if you have any ideas, please contact Kevin Davidson, our administrator, or any of the board members directly. If you haven't sent in your renewal yet, take a moment now to do so. If you haven't joined yet, don't wait any longer. Be a part of the most exciting gay and lesbian business organization in town, and help us achieve our goals for the future together.

*I'll see you on August 3rd!*





# Financial Planning Isn't Just for the Wealthy

by WILLIAM L GREEN, CFP

We've all heard the clichés: *The rich get richer and the poor get poorer. Or: It takes money to make money.* As a certified financial planner (CFP), I've seen the poor get richer and I've seen small amounts of money grow into very nice portfolios. Almost everyone—regardless of age and income level—can benefit from good financial planning. Unfortunately, a lot of people mistakenly believe that they don't have the money for planning their financial future. It's important to emphasize that financial planning is not just for the wealthy. People of different income levels and financial portfolios usually have different financial goals. Whatever your financial concerns, a certified professional can often provide the advice and services you need to reach your goals. Learning good financial habits early in life is certainly a good way to start, but it's important at any stage in your career to plan carefully.

Let's begin with a simple example of what can happen with a small amount of money. Assume that you are 35 years old, earn a gross income amount of \$3,000 per month and you will work for 30 more years before you retire at age 65. Assuming you never get another raise, you will make \$1,080,000 between now and retirement. Through regular investing you could have \$1,080,000 in an investment account when you reach retirement. In other words, you would have every dollar you earn over the next 30 years saved! This is possible by saving only 10%, or \$300, of your income each month and allowing an average rate of return of 12% per year on your investment. This should be an achievable financial goal, if you take the steps needed and make the proper investments. (There is, of course, no guarantee that 12% will be achieved, but over 30 years you can be relatively assured your retirement account will be far more substantial than if you don't save the 10%.)

Can you accomplish financial planning on your own or do you need a certified financial planner? Can you really afford professional help? To evaluate this, you must first understand two things: (1) What does a financial planner do? (2) How do they charge?

In very basic terms, a good financial planner helps you focus on some financial goals, accumulates information about your current financial situation and makes recommendations on how to help you move toward achieving your financial goals. These goals might relate to retirement, sending children to college, enjoying a wonderful vacation or getting out of debt. The financial planner is an independent observer and advisor in his recommendation. By looking at your current investment, including company retirement plans and IRAs the CFP can help coordinate the overall picture, thus moving you closer to your financial goals.

Another area the CFP looks at is your insurance coverage. Most of us cannot achieve our financial goals if we become sick or disabled. Disability income insurance can help in the situation. Or, what if the primary breadwinner dies prematurely? What happens to the education plans for your children or the retirement plans for your significant other? Without the proper amounts and kinds of life insurance, the financial goals might just disappear. What if in your golden years, you are enjoying a financially secure time and either you or your significant other must enter a nursing home? Without long-term healthcare insurance, a situation such as this could destroy your retirement plan. There are other insurance considerations, all of which should be covered by your financial planner. The wealthy might not have as many of these concerns because of their wealth, but planning for these scenarios is extremely important for most of us and should definitely be reviewed in a financial planning setting.

Financial goals are appropriate at every level of the wealth indicator. And, in fact, financial planning might even be more appropriate

for those with less wealth than those with greater wealth. Wealthy individuals might need to focus on asset management and estate planning and less on retirement planning or education funding.

As to the cost of all this financial planning, you can pay for the advice in two basic ways, or a combination of the two. Most CFPs are moving away from pure commission to fees or fees with some commission. There might be a small charge for the financial plan preparation but in questioning other CFPs, I've found that many do the plan as part of a larger financial planning engagement and will not charge separately for it. Whether you pay with commissions (average 4% to 5% of what you invest) or with fees (average 1% of assets being managed) make sure you understand in advance how the planner earns his money.

In another example, imagine you have just changed jobs and need to roll over your \$50,000 company retirement plan to a Rollover IRA. How do you do it and how should it be invested? Again the CFP can review your current financial situation and goals to help you make the appropriate investments. He or she would probably use no-load mutual funds and charge you a fee for managing your portfolio (about \$500 per year).

Your CFP should also insist that you meet at least once a year to review your accounts and update your financial plan. It's important to do this to be certain that all your planning is leading you toward your goals. Ask yourself what changes occurred in your life during that past year that might impact your plan. These should be reviewed so that your investments can be adjusted accordingly.

Most CFPs do not charge for the initial meeting. It's at this meeting that the financial planner can determine how he might best be of service to you. It's also at this meeting that you determine how he charges and what his approach to helping you will be. It's a very important meeting and one that you should take advantage of by asking any questions you have about investments and insurance. Don't be afraid to ask questions, no matter how probing you think they are. A good CFP will consider your financial education part of his or her job. If this person is going to help you achieve your lifetime financial goals, you need to be fairly comfortable with each other. If you don't have that comfort level, try another professional planner. No decision or commitment has to be made at the initial meeting.

Working with a professional should do two very important things for you: 1) Give you peace of mind and 2) Help you decide how to grow your money and avoid costly mistakes. Whether you're wealthy or not, it makes good sense to make financial planning a priority.

*Bill Green is a certified financial planner and a partner in the Houston-based financial planning firm, Green/White Advisors.*



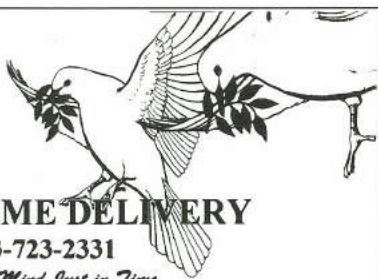
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# MARK YOUR CALENDAR

## September Speaker Walter B. Schubert, Founder Gay Financial Network

September's speaker will be Wall Street financier Walter Schubert. Schubert, the first openly gay member of the New York Stock Exchange, has extensive knowledge and experience in securities transactions at all levels.

Walter founded the Gay Financial Network, also known as GFN. GFN is the first fully integrated virtual community devoted to the distinct financial information and investment needs of the gay and lesbian community. This web-based service is run by and for gays and lesbians. It provides services such as online investing, Community Forum, the GFN 100, market news, investment clubs and leisure news. The GFN is free, and is located at [www.gfn.com](http://www.gfn.com).

Schubert began his career in 1978 as an order clerk on the NYSE. Today, in addition to the Gay Financial Network, Schubert is also chairman, CEO, and president of two other global financial companies. He is politically active, meeting regularly with visiting domestic and foreign governmental officials. Acutely aware of the increasing automation in the financial industry, Walter Schubert believes today's successful financial strategies for growth embrace new technologies, which enrich and enhance personal relationships.

**Join us on Tuesday, September 8 at 6pm at the Wyndham Warwick. Please note the change in day of September's monthly meeting.**



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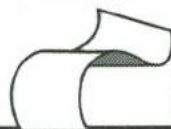
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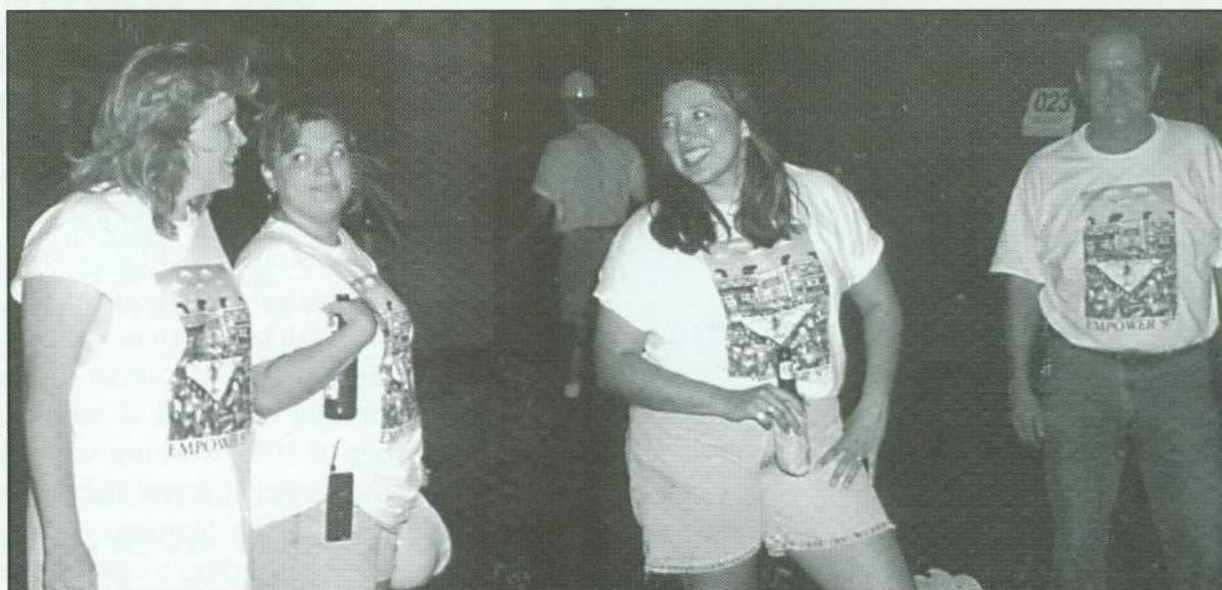
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## NETWORKING BREAKFASTS

An exceptional way to promote your business & community activities in a low-cost, informal atmosphere, is through the Chamber NETWORKING BREAKFASTS. The breakfasts are held on the 3rd TUESDAY of the month @ 7:30AM @ the LePeep Restaurant, in Shepherd Plaza on S. Shepherd @ Greenbriar, next to the Blockbuster Music/Video store & across from the 59 Diner.

The meetings are very casual. The agenda is very simple: members & guests get together to share information about their businesses. You also have the opportunity to network about your extra curricular activities with other community organizations.

This last Tuesday, one member who is involved with a fund-raising organization was able to assist another member who is part of a nonprofit service group with some funding information. The breakfasts are VERY informal and we each pick up our own tab. You don't need to RSVP. If you want to make a special presentation about your business, just give me a call before the breakfast.

Any questions, call Patrick McKee 713-668-6069. The next breakfast is Tuesday, August 18.

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### *Announcement*

Foundation Funds Fellowship  
The Elliot H. Matthews Foundation, Inc. is pleased to announce it will fund the Patrick Wiseman Fellowship. The Fellowship will allow a promising law student to spend 10 weeks in the summer of 1999 working with the lawyers at the Texas Human Rights Foundation in Austin. The Matthews Foundation provides funding to gay rights and HIV organizations in Texas.



# COMMUNITY AFFAIRS

The Community Affairs committee would like to invite all Chamber members to attend the Bering and Friend production of "Drop Anchor I Need To Get Off" on August 13 at 8pm at Main Street Theater (Chelsea Market location on Montrose). For those who would like to meet prior to the show, join us for dinner at Sierra across the street at 6:30pm.

This hilarious musical review spoofs cruising and includes familiar faces from our very own Chamber of Commerce. Randy Mitchmore of LifeSmiles plays a handsome shipmate and Coy Tow of UNIGLOBE First Choice Travel plays a character much like someone in "Tuna Christmas" ....enough said!

This is an annual fund-raiser for the Bering Spiritual Support Network which provides counseling services, support groups, counseling services and financial aid to persons infected and affected by HIV/AIDS.

The production opens on August 8, 1998, at Rockefellers with a gala that includes dinner, drinks, and an after-show dessert party with the cast. The show then moves to Main Street Theater at Chelsea Market for performances on August 13-15 at 8:00 p.m. and Sunday, August 16 at 3:30 p.m.

Tickets are the regular price of \$75.00 for the gala and \$20.00 for all other performances. The Chamber is being offered a group discount for Thursday,

August 13, 1998, at the rate of \$15.00 per person. Tickets must be reserved in advance by calling Coy Tow at 713-526-6668, or you may buy tickets at the August 3, 1998, Chamber meeting!

## Community Affairs Thanks

The Community Affairs committee would like to extend a very special thanks to everyone who volunteered and assisted with putting together a fabulous float for the Gay Pride Parade. Very special thanks to Don Hauboldt for donating his truck, trailer, tractor and time! Thanks to Don Hauboldt, William Foster, Anita Renteria and Debbie Phinney for working so hard Thursday night and building the frame. (You all should have seen those ladies work that electric screw-driver!) To Justin Brown and The Genysys Group for your contribution of time and money! To Kevin Davidson and Eric Barnes, Michael Figliola, Dennis Schwarz, Rob Jone, Kevin Pittman, William Foster, Stewart Zuckerbrod and everyone else who made this year's float-building a ton of fun!

The Community Affairs Committee will be starting some new and exciting projects in August and we could use more volunteers! We meet the second Monday of each month at the Community Center at 803 Hawthorne at 6pm. For more information please call Coy Tow at 713-526-6668.

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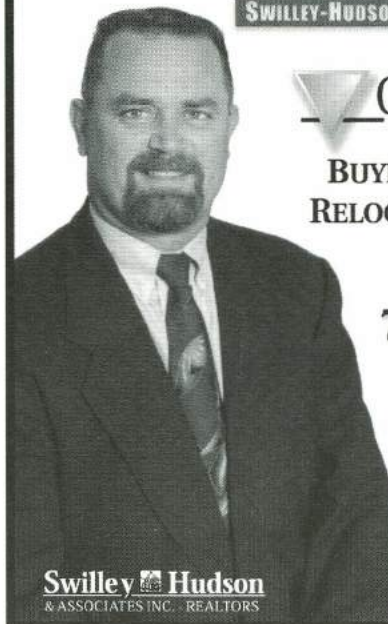
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# AUGUST

sunday	monday	tuesday	wednesday	thursday	friday	saturday
						1
2	3 Monthly Meeting Mayor Lee Brown Guest Speaker Wyndham Warwick 6pm Social 7pm Dinner	4	5	6	7 Happy Hour at JRS/Santa Fe 6-8pm	8
9	10	11	12	13 Opening Night "Drop Anchor I Need to Get Off" 6:30pm Dinner at Sierra 8pm Show Time All chamber members are invited.	14	15
16	17 Board Meeting - 6pm Community Center 803 Hawthorne	18 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	19	20	21	22
23 30	24 31	25	26	27	28 RSVP for September's monthly meeting. Guest Speaker: Walter B. Schubert Story on p.5	29

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# Announcement

## Notes From the Board

The board of directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

## Newsletter Advertising

Here we *grow*! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. **Deadline for materials is the third Thursday of the month prior to publication.**

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SEPTEMBER, 1998

volume 3, issue 9

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## Walter B. Schubert to be Guest Speaker for September Meeting

September's speaker will be Wall Street financier Walter Schubert. Schubert, the first openly gay member of the New York Stock Exchange, has extensive knowledge and experience in securities transactions at all levels.

Schubert founded the Gay Financial Network, also known as GFN. GFN is the first fully integrated virtual community devoted to the distinct financial information and investment needs of the gays and lesbian community. This web-based service is run by and for gay and lesbians. It provides services such as online investing, community forum, the GFN 100, market news, investment clubs and leisure news.

The GFN is free, and is located at [www.gfn.com](http://www.gfn.com).

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*Join us on Tuesday, September 8 at 6pm at the Warwick.*

RSVP is required by September 3 at 713-523-7576. PLEASE NOTE: If you fail to RSVP for the dinner meeting, members will incur an additional \$5 charge when you sign in. It's extremely important for us to coordinate our number of participants with the hotel. Please be responsible and make the RSVP call! The cost for the dinner meeting is \$20 for members and \$25 for non-members or guests. Valet parking at the Warwick is \$3 if you mention you're attending the GHGLCC meeting. Free parking is available in the "self-parking" lot for Warwick on Fannin.

The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.



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**SATURDAY, NOVEMBER 7, 1998**  
**George R. Brown Convention Center**

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If you have been "meaning to" register as an exhibitor for Empower '98 pick up the phone and reserve your space now. Time is running out for you to participate in the largest and most successful trade show promoting businesses in Houston's diverse gay and lesbian community. As the fastest growing market resource, our community is being actively included in major corporate budgets, and through domestic partnership benefits and diversity groups. With an expected attendance of 5,000 visitors, including key decision-makers, buyers, and human resources personnel, your business, services and talents need to be seen by these people and equally importantly, by everyone in our community. We have a viable and substantial economic power, and a responsibility to use that power to promote and enhance our community and our quality of life.

**Don't procrastinate -- failure is never an option.**

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# A Message From the President



**T**he GHGLCC is a growing organization, and the fuel it takes is people.

Members, committee chairs, committee members and, of course, board members. According to our bylaws, our board is elected by the general membership. That election takes place at our

November monthly dinner meeting. Candidates are permitted time at our October meeting to address the membership, and again at our November meeting. Our October newsletter will publish bio's and pictures (if available) of board candidates, so it is time this month to ask any member who is interested to put her or his hat in the ring.

What does it mean to be a board member? Well, there is a commitment of one monthly board meeting held on the third Monday. Board meetings usually last one to two hours depending on the agenda items and discussion. The board follows parliamentary procedure (loosely!) and discusses the minutes of the previous meeting, the treasurer's report, and hears committee reports. Members are welcome to address the board with issues; the board hears those if anyone asks to be heard. New business is discussed, and the meeting is adjourned. If there are decisions to be made, motions are made and voted upon. It's nothing too terribly formal, and generally moves pretty well.

Board members are also expected to attend the dinner meetings and to serve on at least one committee. This may add another meeting per month depending on the committee. Board members are also called upon if an emergency vote or meeting is called for some issue that cannot wait until the next board meeting (this has only happened once this year). Board members carry fiduciary responsibility for the chamber—that is, ultimate responsibility for the financial wellbeing of the organization. Once elected, a board member serves a two-year term. Overall, a board member is just expected to be an active chamber member.

Also according to our bylaws, a nominating committee must be selected to oversee the election. This committee consists of members selected by the officers and three members selected by the membership at large. (Members of the nominating committee may not run for the board themselves.) If you would like to serve on this committee, please let someone know so you can be nominated, or just nominate yourself at the September dinner meeting. The nominating committee disperses after the election.

I encourage interested members to run for the 1999 board of directors. Our board today is a mix of experienced board members and first-time board members, so your experience or lack thereof shouldn't be a concern. We need fresh ideas, new people, and could use your energy. Step on up to the challenge and help our chamber continue to grow!

## COMMITTEE REPORTS

### Newsletter

Chaired by Marion E. Coleman, this committee's primary focus is to inform the general membership and its guests of upcoming events within our organization. Please contact Marion at the House of Coleman (713-523-2521) for more information or if you have any questions, concerns, or comments. Please remember: the deadline for committee reports, newsletter articles, and chamber announcements is the night of the chamber board meeting (3rd Monday of each month), no exceptions.

### Internet

Our domain hosting is now registered at NeoSoft, one of the largest internet providers within the Houston/New Orleans areas. Please view our site at <http://www.GHGLCC.org> and watch us grow! Want your site linked on the chamber's business directory? We only ask that you provide a reciprocal link to the chamber's Web page! Fair enough? Please email our webmaster at [info@GHGLCC.org](mailto:info@GHGLCC.org) with all the details (i.e. URLs, name, contact numbers, etc.)



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## Bulletin Board

### Sales Force Needed

In an effort to boost chamber membership without exhausting its volunteers, the Board of directors recently approved a plan to hire a commissioned sales force to solicit new and renewing chamber memberships. Each salesperson will have the opportunity to earn a percentage commission based on volume of sales per month. This is a terrific opportunity for someone with good people skills to make a bit of income and help the chamber at the same time.

All those interested should call the chamber at 713-523-7576.

### Post Office Box

For reasons beyond our control, our current post office box has been closed. This means our incoming mail will be slow getting to us. A new post office box is in the works. Thank you for being patient.

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## NEW & RENEWING MEMBERS

*The following companies and organizations have realized the importance of economic growth and development for the gay and lesbian community. They have pledged their continued support by investing their time and efforts in the Greater Houston Gay and Lesbian Chamber of Commerce. Please support your community by calling on these companies when you have a need for their products and services.*

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lawgrad@lawwebmaster.com

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REALTOR  
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Tom Grass  
1811 Seaspray Court  
Houston, Texas 77008  
tgrass@www.jdaugherty.com

Wirth, William Allen, Attorney  
Member Since 7/17/97  
William Wirth  
3730 Kirby Drive, Suite 204  
Houston, Texas 77098  
7139420700  
wawhouston@aol.com

Gary W. Brewton, M.D.  
Physician  
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Houston, Texas 77254-1565  
(713) 529-9224  
gbrewton@compuserve.com

Dalton DeHart, Ed.D.  
Photographer  
Member Since 8/3/98  
2829 Timmons Lane #201  
Houston, Texas 77027  
(713) 622-2202  
ddehart@flash.net

Scurria, M.D., P.A., M. Sandra  
Physician - Family Practice  
Member Since 8/10/98  
Sandy Scurria, M.D., P.A.  
1200 Binz #700  
Houston, Texas 77006  
(713) 520-6522

Lorms, David D.  
Member Since 8/11/98  
David Lorms  
2321 Commonwealth  
Houston, Texas 77006  
(713) 523-4324

Isn't it time **you** joined us

For Membership Info Call  
**713-523-7576**



# NETWORKING BREAKFASTS

An exceptional way to promote your business & community activities in a low-cost, informal atmosphere is through the chamber NETWORKING BREAKFASTS. The breakfasts are held on the 3rd TUESDAY of the month @ 7:30AM @ the LePeep Restaurant, in Shepherd Plaza on S. Shepherd @ Greenbriar, next to the Blockbuster Music/Video store & across from the 59 Diner.

The meetings are very casual. The agenda is very simple: members & guests get together to share information about their businesses. You also have the opportunity to network about your extracurricular activities with other community organizations.

This last Tuesday, one member who is involved with a fund-raising organization was able to assist another member who is part of a nonprofit service group with some funding information. The breakfasts are VERY informal and we each pick up our own tab. You don't need to RSVP. If you want to make a special presentation about your business, just give me a call before the breakfast.

Any questions, call Patrick McKee 713-668-6069. The next breakfast is Tuesday, September 15.

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# Technology Explosion in Dentistry

by RANDY MITCHMORE, D.D.S.

When asked what people want improved about how their teeth look, the hands-down most frequent reply is Whiter Teeth! Let's face it, in today's competitive business world looks are important. If you are in any type of business where your success might depend on being confident about yourself and presenting a good image, a pleasing bright smile must be part of the package. It almost goes without saying that it is essential as part of our human sex appeal.

The recent breakthroughs in technology can make this happen for many people who before were financially out of reach or for whom very complicated procedures would have been necessary. Here are the steps to that whiter, brighter smile.

1. Clean, highly polished teeth. In the old days this might have meant uncomfortable scraping of tartar deposits with hard steel instruments. Today's technology breakthrough is gentle ultrasonic energy to vaporize the tartar deposits and kiss the bacteria. The color of the teeth that a person sees is caused by light hitting the teeth and then being reflected to the eye. If a tooth has a dirty film on it or if the surface of the tooth is rough, not as much light will be reflected and the tooth will look darker than the true color of the tooth. Your cosmetically oriented dentist can smooth teeth that have a rough surface texture. The paste we use to polish the teeth is made in different grits from very course to fine. Fine grit with polishing agents can give the tooth a luster that will reflect more light.

2. Cavities or old stained fillings. You may be surprised to learn that when a cavity first starts attacking a tooth it looks chalky white, actually whiter than the surrounding tooth. After time, this chalky white decalcification begins turning brown and then it will eventually turn black. Today's technology breakthrough is the bonded tooth colored filling. There have been several generations of improvements in bonding technology. Many areas of the tooth can be filled or covered by

bonding white tooth-colored fillings to the front of the tooth without having to drill into good parts of the tooth.

3. Crooked teeth. Adult orthodontics is a very good option. Age has nothing to do with having braces. I had my braces when I was 37 and I've had patients in their seventies. Today's braces, are very small with clear ceramic brackets and very thin wires, are comfortable and hardly noticeable. For people who cannot take the time for braces, good alternatives may be recontouring, bonding, veneers, or caps.

4. Whitening. This technology breakthrough is truly remarkable. The results can be dramatic. There are two methods. Laser and at-home. The advantage of laser is that it is fast - one day. The disadvantage of laser is it costs more and the teeth are sometimes sensitive. Research shows that the result of the at-home system can give the same whiteness as the laser. With the at home system the dentist makes a custom-made thin tray that fits over the teeth. The tray has little reservoirs built in on the front of each tooth. The whitening agent is applied by you into the reservoirs and placed on the teeth for two sessions of thirty minutes daily, or a different agent can be used and left on overnight while you sleep. Dramatic results can be achieved in a few days with optimal results in about ten to fourteen days. Beware of bleaching agents sold on infomercials and over the counter. Many of these are acidic and can dissolve tooth enamel. Some use zinc oxide to put a white mask on the teeth that gives them an opaque white look versus a true shiny white translucent tooth.

In choosing your dentist make sure that he or she is knowledgeable and experienced in cosmetic procedures. Interview the dentist. Does the dentist have good-looking teeth? Does the dentist actively listen to your concerns? Can the dentist show you photographs of his own work, not just slick, glossy, canned brochures? Follow your gut instincts and feelings. Do you feel like this is the right dentist for you? Carpe diem! Let today's technology improve your life!



# HOUSTON LESBIAN AND GAY COMMUNITY CENTER EVENTS

A number of exciting events are occurring that will allow you to become better acquainted with the status of the center and meet some great people. Organizations and businesses are encouraged to leave information at the center.

**Volunteers** - Volunteers needed in a variety of areas including building staff, fund-raising, public relations and programming. Getting involved with the center is a great way to learn more about the different organizations and activities in the community and interact with a broad range of people while helping to create this vital source. For more information call 713-524-3818.

**Center Cinema** - Starting on September 4, double-feature video screenings will be held on the first Friday and third Saturday of every month at 7 P.M. Some exciting themes have been selected for each of the showings. Refreshments will be served and a small donation is requested.

**Open House** - Saturday September 26 from 4-7 P.M. There will be a number of activities including a cookout. The general community is being invited. This will be a perfect time to enjoy the center's beautiful wooden deck and yard.

**Grand Opening** - Sunday, November 8, 2-6 P.M. The formal grand opening of the ceremony has been set to coincide with the Empower '98 business exposition on Saturday, November 7. A number of dignitaries are being invited to celebrate the center.

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# COMMUNITY AFFAIRS

The community affairs committee is forging ahead with several projects and the committee will need help from all chamber members!

Empower '98 is quickly approaching and is going to be a great success! We are going to have a chamber booth and sell memberships and advertising, as well as talk to attendees about the great new projects that the chamber is working on. We need 30 volunteers who can give 1-3 hours of time to help at Empower either for Friday setup or during the day Saturday.

We are also putting together a fund-raiser event that is going to be great fun, and we need help coordinating donated dinners, nights out on the town, private candlelight dinners, picnic for 10, etc. Please join us in helping to raise money so that we might staff our office full time and begin providing many new services to our membership and community.

We are also beginning to work on the first ongoing program for the chamber called Community Leadership Forums. We will coordinate and develop training that will prepare individuals who wish to serve on boards both profit and non profit; training will include learning the skills necessary to be effective and responsible. The training will also include parliamentary procedure, public speaking, by law development, fiduciary responsibility, legal responsibilities, and board planning and development. We will work with many other groups and organizations that already offer similar training and create a comprehensive curriculum that will be made available around the first of the year.

For more information and details please call Coy Tow at 713-523-7959.

Our next meeting is September 14, 1998 at 803 Hawthorne at 6:00pm.

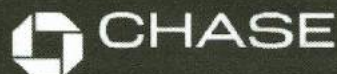
## Community Partnerships Quarterly Meeting

All organizations, groups, and boards are requested to participate in this quarterly meeting of community leadership. The meeting will begin at 6:30pm to 8:30pm on September 17, 1998 at the Lesbian and Gay Community Center at 803 Hawthorne.

The purpose of Community Partnerships is to facilitate communication and shared resource opportunities among organizations and groups within and around the gay and lesbian community.

Each organization is asked to select one representative to attend and provide a printed calendar of events that includes activities up to six months so that this information can reduce duplication and conflicts. Also remember that the Community Center is a resource distribution point for literature about your organization. Bring at least 50 copies of your materials.

Drinks and light snacks are provided!



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☐ Yes ☐ No

Name  Email

Phone (  )  Fax (  )



S E P T E M B E R						
sunday	monday	tuesday	wednesday	thursday	friday	saturday
		1	2	3	4	5
6	7 Labor Day	8 Monthly Meeting Guest Speaker Walter B. Schubert Park Plaza Warwick 6pm Social 7pm Dinner	9	10	11	12
13	14	15 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	16	17 Community Partnerships 6:30pm	18	19
20	21 Board Meeting - 6pm Community Center 803 Hawthorne <hr/> Community Affairs 7pm	22	23	24	25	26
27	28	29	30			



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# Announcement

## Notes From the Board

The board of directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the chamber.

## Newsletter Advertising

Here we *grow!* Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is *your* newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. **Deadline for materials is the third Thursday of the month prior to publication.**

# GHGLCC

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Address Correction Requested



# GHGLCC NEWS

## the impact network

OCTOBER, 1998

volume 3, issue 10

GREATER HOUSTON  
GAY & LESBIAN  
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Houston, Texas 77006

## H.A.T.C.H. Youth to Be Guest Speakers at October Meeting

The gay youth organization known as the Houston Area Teen Coalition of Homosexuals (H.A.T.C.H.) was founded in 1987 in response to the need expressed by a gay teenager for a support group for gay and lesbian teens. This teenager, together with parishioners of the First Unitarian Universalist Church of Houston, founded what is today considered a model for gay youth support programs. Word spread rapidly that there was now a support group for gay & lesbian teenagers in the Houston area and, within a year, was drawing teens from as far away as Galveston, Kingwood and Victoria.

In 1991, H.A.T.C.H. was re-organized and incorporated as a 501(c) (3) nonprofit organization. In addition to providing a safe place for gay and lesbian youth to meet and to provide role models and discussion forums for the youth, the organization began an active Outreach and Education Program that targets school counselors, teachers and administrators in the Houston area. In 1996 and 1997, H.A.T.C.H. volunteers, including adult facilitators and youth, participated in educational seminars or panel discussions at 10 local independent school districts and private schools. Today, H.A.T.C.H. works in concert with PFLAG in an expanded version of this program and passes out thousands of brochures and fliers annually in the schools.

H.A.T.C.H. has seen rapid growth since 1994. H.A.T.C.H. has been featured on HBO's "Why Am I Gay?" series. Articles have been written by the Houston Press, OutSmart, Texas Triangle, and the Houston Voice as well. Publicity has raised the general awareness level among youth in the community

and resulted in increased attendance.

The organization is dedicated to gay youth under the age of 21. Last year, it saw over 1,000 gay youth pass through its doors. There is a base of approximately 500 youth, currently, who are active to some degree within the organization. The youth meet twice weekly.

H.A.T.C.H. has launched a program designed to raise funds for a full-time program director to manage the dozens of youth facilitators and its current youth programs. Local gay foundations have already donated funds to H.A.T.C.H. to begin paying such a person and the employment search is under way. However, another \$50,000 will be needed to help underwrite

that program for the next 12 months; not to mention annually after that.

H.A.T.C.H. earlier this year raised over \$30,000 in its 1998 campaign to raise scholarship funds for direct assistance to gay youth education for school years beginning this Fall. It is the organizations first attempt at raising funds for this purpose. It has set a \$50,000 goal for the next school year. In addition, a \$1 million dollar endowment educational scholarship is being created and will be funded out of future life insurance proceeds and estates. One hundred thousand dollars has already been pledged toward this effort.

Kevin Davidson, president, and Gary Van Ooteghem, scholarship chair, will describe in more detail how the entire H.A.T.C.H. network of programs are integrated and function. H.A.T.C.H. is a 501 (c) (3) organization and all contributions to it are deductible for federal income tax purposes.



The Greater Houston Gay and Lesbian Chamber of Commerce was formed to foster and promote the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The Chamber facilitates the exchange of ideas, resources, information and networking opportunities with its members. By providing opportunities for the personal, professional and social growth of its members, the Chamber promotes a positive image of the diversity of gay and lesbian citizens and further strengthens our position in society. Membership in this organization in no way implies sexual orientation, preference, or gender identity.



# Message From the President



by ANITA RENTERIA

**T**his month your newsletter looks a little bit different! We're focusing on trying to improve the newsletter's timelines and cost effectiveness, so consider this a work in progress until we get a new version ready for November.

This month's dinner meeting will include introductions by members who are interested in running for the 1999 board of directors. I hope you are planning to attend and will listen carefully to the choices you will have in November at our annual election.

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Our speaker for the meeting will be H.A.T.C.H., the Houston Area Teen Coalition of Homosexuals. We'll hear from some of the H.A.T.C.H. youth, and from H.A.T.C.H. leadership about opportunities for our business (and individuals) to support this tremendous community organization. It's some of the most important work we can do, and this will be your chance to hear what a difference H.A.T.C.H. has made to these young people.

EMPOWER '98 is well in the planning stages. The event will be held on November 7 at the George R. Brown. We have had a strong return rate from last year's exhibitors, and are getting new ones every day. At this time, we are declaring October 7 as the deadline for booths. After that date, prices for booth items go up significantly—this is driven by the exhibit company we are using this year, not us! If you haven't sent in your registration form AND A CHECK, you do NOT have a reservation for a booth! Like last year, there is no invoicing phase—checks must accompany reservation forms. Why not take the opportunity at our October 5 meeting to bring in your check and form? Forms will be available at the meeting.

*See you at the Warwick on October 5! Don't forget to make your reservation now!*

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# Worth Magazine Names the Nation's Top 300 Financial Advisers in its September Issue

August 28, 1998 - The September issue of *WORTH* magazine reveals its annual list of the nation's top 300 financial advisers. This year's listing has been expanded from 250 advisers in 1997 and includes professionals from over 40 states across the country. Houston certified financial planner, William L. Green, was included on the list for the third consecutive year.

*WORTH's* list of the "Top 300 Financial Advisers" represents individuals determined to be at the top of their professions. "It is a distinction that acknowledges an exceptional career record of quality advisory services and noteworthy achievements in the field of financial planning," says *WORTH* editor-in-chief John Koten.

The selection process began with solicitations for nominations and recommendations of the most highly regarded advisers in the field. Each nominee was then required to submit a six-page questionnaire detailing the advisers' professional and personal background and credentials, the size and scope of the practice, and specifying the ways in which the advisers are paid.

The *WORTH* editorial team narrowed down the nominations through rigorous research that includes

reviews of fee structures, sample contracts and investment plans, questionable lawsuit activity and any pending regulatory problems with SEC. Additionally, all of the 250 advisers from the 1997 list had to be reviewed and double-checked to ensure that their credentials, records and reputations were still as impressive as the prior year.

Bill Green has been in the financial planning and investment business for over 10 years. His firm, Green/White Advisors, is located at 1225 N. Loop W., Suite 1030. (Telephone number: 713-869-1144) Mr. Green is the current treasurer of the Greater Houston Gay & Lesbian Chamber of Commerce, serves on the boards of the Montrose Counseling Center and the Bering Community Service Foundation, and is a member of EPAH and of Bering Memorial United Methodist Church. "I'm very pleased to be on the list of top planners for the third year in a row. It's extremely satisfying being a certified financial planner in our community and helping men and women achieve some of their financial goals."

The "Top 300 Financial Advisers" list of 1998 can be found in the September issue of *WORTH* on newsstands August 25 or on *WORTH ONLINE* ([www.worth.com](http://www.worth.com)) as of August 17.

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# OCTOBER

sunday	monday	tuesday	wednesday	thursday	friday	saturday
				1	2	3
4	5 Monthly Meeting Guest Speaker: H.A.T.C.H. Park Plaza Warwick 6pm Social 7pm Dinner	6	7 DEADLINE FOR EMPOWER '98 booth reservations don't miss your last chance to take part in this incredible business opportunity!	8	9	10
11	12	13 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	14	15 Community Partnerships 6:30pm Community Center 803 Hawthorne	16 Nominations Committee Meeting Ballot deadline	17
18 Board Meeting - 6pm Community Center 803 Hawthorne	19	20	21	22	23	24
25	26	27	28	29	30	31 Halloween

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# Announcement

## Notes From the Board

The board of directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the chamber.

## Monthly Meeting

The chamber board of director's has heard your feedback. Effective at our October 5 meeting, the charge for the meeting will be \$20. Please note, it is still very important that you RSVP. In the past, we have tried to accommodate those of you who RSVP late (or not at all) and order extra dinners, but we end up losing money or breaking even at best. So we have decided to call in for dinner with only the EXACT number of RSVP reservations. Please help us out, ensure your dinner, and help the chamber save money!

## Newsletter Advertising

Here we grow! Our newsletter has increased to 12 pages, thanks to member advertising and article contributions. Remember, this is your newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. *Deadline for materials is the third Thursday of the month prior to publication.*

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# GH GLCC NEWS

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DECEMBER, 1998

volume 3, issue 12



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*Wishing everyone a  
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Safe Holiday Season*

# Message From the President

by ANITA RENTERIA

Can you believe it's the end of 1998? When I look back on the past chamber year I can remember vividly every meeting and all the plans we made, and it seems unreal that it's gone by already.



This year was a lot of fun and a lot of work. We lost some people, but still managed to succeed at our main goals. Our membership increased in diversity and in areas such as corporate memberships. Empower '98 was another outstanding event. We had a variety of speakers, including a real highlight when we were addressed by Mayor Lee Brown. We moved into our own space at the Lesbian and Gay Community Center. And last month, we elected a new board from a superb list of candidates.

Much work remains to be done—but we'll get to that. For now, please make it a point to come to our Holiday Party (please note the location!). Bring friends. Join us as we enjoy a relaxing, joyous end to our chamber year, and recognize our new board, officers, and present awards.

*I look forward to seeing you in December!*

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# PERSONAL

## PROFILE Mark Swaim

I recently taught a class for Professor Richard Alderman at the People's Law School. The school is held twice a year at the University of Houston Law Center and is an opportunity for laymen to learn information about various topics of law free of charge. The class that I taught is entitled "Credit and Debt Collection." I've taught this particular class several times before and thought some of the information might be of interest to our chamber members.

One of the newest tools available in the state of Texas for obtaining credit is a home equity loan. Our constitution was amended, effective January 1, 1998, to allow consumers to borrow against the equity in their homestead. Prior to this amendment, a person's homestead was protected from forced sale for the payment of all debts except for purchase money mortgages, home improvement loans, and taxes on the property. Consequently, no lending institution would make a loan based upon the equity of a homestead because they would be unable to enforce their lien through foreclosure. For over a hundred years this law protected the homestead of a family from the "greed and avarice" of the creditors. The theory behind the old law was that a sophisticated banker could swindle an unsophisticated layman out of his homestead, leaving wife and children on the street. Consumers of the '90s, however, demanded the ability to tap the huge reserve of capital that was held in Texas homesteads. The amendment was sent to voters in November of 1997 and passed. Fortunately, however, not without some protection for those overzealous consumers.

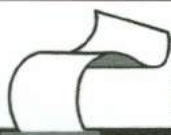
To put teeth in these requirements, the law also

states that any lender or holder of the note shall forfeit all principal and interest if the lender or holder fails to comply with these requirements after a reasonable time of being notified.

Most of the lenders that are making home equity loans in Texas are from out of state. It would seem that they did not properly do their homework before starting to do business in Texas. Many of the lenders are charging two or more points to make a loan. When you add these points to the charge for title insurance and other fees due at closing, the aggregate frequently comes to more than the maximum of 3% allowed by the constitution. A savvy consumer should write her mortgage company and demand a refund of any amounts that were paid at closing above 3% of the loan. If the mortgage company did not comply, the lender would forfeit the loan, and might even owe for any interest and principal that had already been paid.

Article XVI, Section 50 of the Texas Constitution contains the requirements for obtaining a home equity loan. Some of these requirements include:

- a. That the lien is voluntary;
- b. The total of all liens against the homestead is for no more than 80% of the value of the home;
- c. The loan is non-recourse (no personal liability attached);
- d. The lien can only be foreclosed on by court order;
- e. The loan does not require fees in excess of 3% of the loan;
- f. The loan is not an open-end account;
- g. There are no pre-payment penalties;
- h. No other property is required to secure the loan;
- i. The homestead does not include a farm;
- j. The loan may not be accelerated because of a decrease in the value of the home;
- k. Only one home-equity loan at a time against the property;
- l. May not be a negative amortization loan;
- m. May not close before the 12th day after application;
- n. Must be closed at the offices of the lender, title company, or attorney;
- o. Must be for an interest rate authorized by statute;
- p. Must be made by an authorized lender;
- q. Must meet certain documentation requirements.



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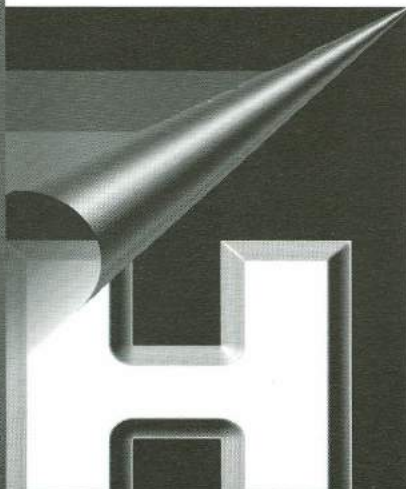
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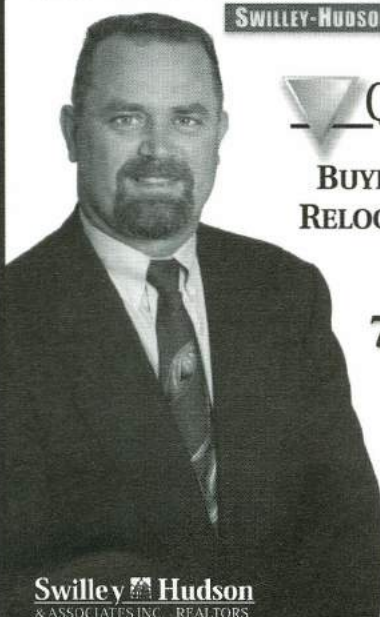


## D E C E M B E R

sunday	monday	tuesday	wednesday	thursday	friday	saturday
		1 FREE Anonymous HIV testing by Montrose Clinic 6-9pm Community Center 803 Hawthorne	2	3	4	5 QPatrol is offering FREE Self-Defense Class 10am-12 noon Community Center 803 Hawthorne
6	7 Holiday Party 6-8:30pm Club Picasso 2151 Richmond (in Shepherd Plaza)	8	9	10	11	12
13	14 Board Meeting 6pm Community Center 803 Hawthorne <i>Hanukkah Begins</i>	15 Networking Breakfast 7:30am Le Peep S. Shepherd at Greenbriar	16	17	18	19 QPatrol is offering FREE Self-Defense Class 10am-12 noon Community Center 803 Hawthorne
20	21 <i>Hanukkah Ends</i>	22	23	24	25	26
27	28	29	30	31 <i>Christmas Day</i>		

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# Announcement

## Notes From the Board

The board of directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the board at a board meeting, call the hotline at 713-523-7576 and ask to be put on the agenda to speak at a board meeting held the 3rd Monday of each month.

The board is currently looking for members interested in becoming more involved in our chamber. If you are interested in participating, or you know of anyone who is, please contact President Anita Renteria at 713-861-3612. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the chamber.

## Monthly Meeting

The chamber board of directors has heard your feedback. Effective at our October 5 meeting, the charge for the meeting will be \$20. Please note, it is still very important that you RSVP. In the past, we have tried to accommodate those of you who RSVP late (or not at all) and order extra dinners, but we end up losing money or breaking even at best. So we have decided to call in for dinner with only the EXACT number of RSVP reservations. Please help us out, ensure your dinner, and help the chamber save money!

## Newsletter Advertising

Here we grow! Our newsletter has increased to 8 pages, thanks to member advertising and article contributions. Remember, this is your newsletter, so if you have a submission you'd like included, contact the newsletter committee.

A one-month business card-size ad is only \$30. If you reserve between 3-6 months, the monthly rate is only \$25, and if you reserve space for 7-12 months, your monthly rate is only \$20. Call Marion E. Coleman at the House of Coleman at 713-523-2521. *Deadline for materials is the third Thursday of the month prior to publication.*

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