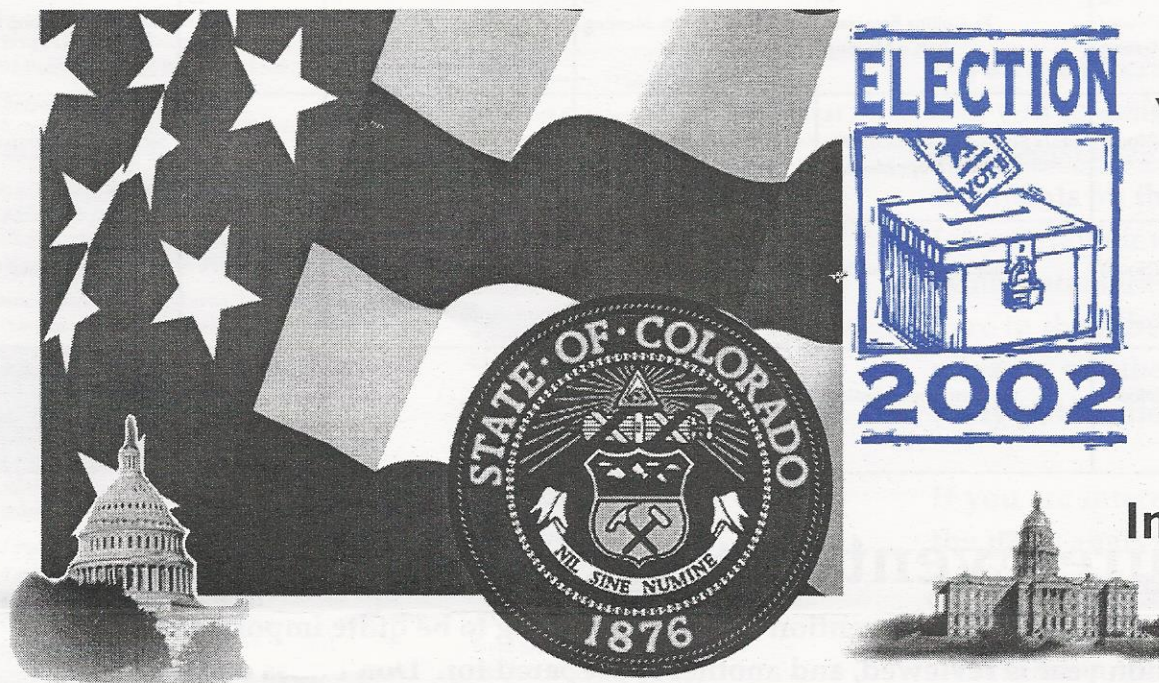


THE COLORADO LIBERTY

Published by the
Libertarian Party
of Colorado
P.O. Box 371438
Denver, CO
80237
www.LPColorado.org
303-837-9393

Post Election & Year End Wrap-Up Issue



Your 2002
Elections
Results
and other
2002
End-of-
Year
Information
Inside!

The F I R S T Word: *Mea Culpa*

Members of the LPCO and other readers of this publication—I need to apologize to you all. This is why I’ve switched my “Last Word” article/rant to the first article in this issue and decided to even place it on the cover page. I feel it is necessary to apologize before this issue goes any further. When I took on the position of Publications Director for the LPCO I had some specific ideas in mind as far as what I wanted to see the Liberty develop into. I had ideas on what the website should be and how this position could better benefit the party’s activities on the whole. Well—I’ve failed you. I’ve managed to revamp the website—but the Liberty and its sister quarterly publication have suffered because I’ve let life get in the way of my duties. While it’s true—life does have a habit of doing this—I’ve also failed in the perspective that I’ve made some bad choices in my months as Publications Director.

First Ari, the former Publications Advisor, hastily he didn’t like the idea I was going to be an ACTIVE Publications Director—that is—actively help with the Liberty, actively take over the redesign of the web site, etc. Basically—he didn’t like the change from being the central controlling figure for the Liberty. He thought I was a bit too controlling for his apparently “free spirit” tastes—yet he hadn’t even tried to work with me. He resigned his position and I struggled to get the next two issues of the Liberty out the door as I searched for a replacement Pubs Advisor to take over the major duties of the Liberty’s production. After an exhaustive interviewing process I found what I thought was going to be a perfect replacement—a two person team (seemingly) ANXIOUS to take on the Liberty and work with me on revamping it’s design and publication. Without going into detail—all I can say was I screwed up. I made the WORST choice I could have. As it turns out this pair thought they were literally taking over my job and refused to work WITH me, but instead attempted to work AROUND me (apparently they forgot to read their contract as to their chain of command). That being the case—here I am again working on this issue solo and without a Publications Advisor. Oh well—that’s how it goes sometimes.

To the point of my apology though: for 2003 I’d like to rededicate myself to this position as best as I can. I know what my commitments inside and outside the party are now (pending life doesn’t throw me another curve ball or two) —and I especially know what this position requires of me. I have actively sought out and found a professional journalist to become the new Publications Advisor starting in mid-January. I am working on the prototype quarterly publication and hope to have that ready to go to press by April. And finally I am working on making sure I get e-mails with updates and corrections responded to in a timely manner so that the web site and Liberty will always be up to date.

It is my goal in 2003 leading up to the convention in April to have a Liberty in your mailbox monthly—and a quarterly publication there in late April (post convention) or early May. It is my goal to have the LPCO’s website be the best it can be—with information, contacts, links, and anything else necessary to make it the best political web site in Colorado. In 2003— my goal is to be the best Publications Director I can be for the party (with our without a Pubs Advisor), and for the entire political landscape of Colorado.

Jim Vance— Publications Director for the LPCO

January 2003

Calendar of Events

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4 Sat. Breakfast Group (8am) SOCO Lib Meeting
5 SOCO Lib Meeting	6 Boulder Lunch (Noon) SouthSide Meeting	7 Ft. Collins Breakfast JeffCo Meeting	8 El Paso County Meeting	9	10	11 Sat. Breakfast Group (8am)
12	13 Boulder Lunch (Noon)	14 State Board Meeting @ 7:30pm Western Slope Meeting	15 Routt County Meeting	16	17	18 Sat. Breakfast Group (8am)
19	20 Boulder Lunch (Noon)	21 Douglas County Meeting	22	23	24	25 Sat. Breakfast Group (8am)
26	27 Boulder Lunch (Noon)	28 Western Slope Meeting	29	30	31	

Future Events: State Convention 2003

It's Time Again!!! An off-year convention—this one is going to be quite important as a major election year is reviewed, and another is prepared for. **Don't miss out!!!**

See details on the event on Page 7 of this issue

Do you have a special or recurring event you'd like to see in this space or the calendar? Contact Jim Vance at jvance@JamesVance.com with your event information.

Libertarian Party of Colorado

<http://www.lpcolorado.org>

1660 South Albion Street; Denver, CO 80207-1319 720.941.2344. The monthly State Board Meetings are held on the 2nd Tuesday of the month at 7:30pm

State Board (May 2002 though April 2003)

State Chair: John Berntson
719.532.0118 / JKBColoSp@aol.com

Fundraising Director: Walter Schlommer
Albee@aol.com

Campaigns Director: Norm Olsen
303.277.9967 / norm@rockware.com

Outreach Director: David Aitken
303.831.4334 / daitken@tde.com

Treasurer: Gaar Potter
303.691.0938 / gaarpo@mho.com

Public Information Dir: Mike Seebeck
719.382.9529 / mike@seebeck.us

Legislative Director: Floyd Bilderback
303.773.5101 / bilder@us.ibm.com

Information Director: Margaret Alia Denny
303.680.1741 / fnorky@earthlink.net

Publications Director: Jim Vance
303.947.5777 / jvance@JamesVance.com



Published regularly by the Libertarian Party of Colorado. Subscriptions are offered for \$12 per year for physical (printed) editions, and are free to paid LPCO members, or for free through the Libertarian Party of Colorado's web site located at www.lpcolorado.org or by request in an electronic format (PDF or similar) to a single specific e-mail. Subscriptions are available to non-registered members of the Libertarian Party of Colorado for \$12 per year for physical editions or for free through the aforementioned electronic methods. To subscribe to the Colorado Liberty send a check or money order payable to: **Libertarian Party of Colorado** and mail it to:
1660 South Albion Street; Suite 309; Denver, Colorado 80231.

Submissions of news reports, editorials, calendar information, or any other relevant information for publication in the Colorado Liberty may be sent directly to Jim Vance. Microsoft Office compatible formats of documents and standard JPG, GIF, or TIFF images accepted for submission. Text Only submissions are acceptable but subject to formatting changes. Please contact Jim for instruction on physical submissions of text or images.

The Colorado Liberty is printed by Quality Press and is produced by Publication Director, Chief Editor & WebMaster: Jim Vance and the Publication Advisor: (Currently accepting applications). Additional contributions made by editorialists and other contributors.

Contacts in the LPCO

Meetings are subject to change without notice. Contact the specific chapter contact for details.
Please send any corrections or additions to Publications Director Jim Vance.

Additional Notes

News and Tidbits from around the State & the Board

Local Affiliates

Aspen Liberty Coalition

Tom Peckham · 970.925.6027
PO Box 9766, Aspen CO 81612

Boulder County

Bo Shaffer (chairman@lpboulder.org)
<http://www.lpboulder.com>

Broomfield Libertarians

Wright Morgan · 303.465.9676
52 Ruth Road East; Broomfield 80020

Chaffee and Lake Counties

Carol Hill · 719.486.2866 (chill@amigo.net)
424 E 11th; Leadville 80461

Denver Libertarian Party

Affiliate is currently under reconstruction
Please contact David Aitken (see below) for details
if you are interested in this affiliate

Denver Breakfast @ LePeeps

(Mexico and Colorado Blvd.)
Meets Saturdays at 8:00 am
Contact: David Aitken · 303.831.4334
daitken@tde.com

Libertarian Party of Douglas County

Larry Hamilton · 303.660.6575
4405 Antelope Run Ct.; Castle Rock,
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San Miguel County

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Southside Libertarians

(Englewood, Littleton, Highlands Ranch)
Bennett Rutledge · 720.529.8024
4264 E. Maplewood Way; Littleton, CO
<http://msnhomepages.talkcity.com/CapitolDr/acb9955/index.html>

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Bill Zimsky · 970.385.5107
PO Box 3005; Durango 81302

Summit County

John Sabal · 970.262.6369
PO Box 958; Frisco 80443

Western Colorado (Rangely)

Brent Shroyer · 970.675.2337
P.O. Box 292; Rangely 81648

Western Colorado (Grand Junction)

Jake Harris · 970-487-0272

Western Colorado (Montrose)

WSLP Chair: JoJo Ping · 970.240.8678
Co-Chair: Mike Humbert · 970.252.8750
westernslopelp@yahoo.com
<http://www.westernslopelp.org>

Campus Contacts

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Brian Schwartz—liberty@colorado.edu
<http://www.colorado.edu/studentgroups/libertarians/>

National Party

National Libertarian Party

2600 Virginia Ave NW #100;
Washington DC 20037
New members: 1.800.353.2887
202.333.0008
National LP Web Site: <http://www.lp.org>

National Chair: James W. Lark, III
jwlark@virginia.edu · (804) 973-5958
P.O. Box 274; Free Union, VA 22940

Floyd Bilderback, the state board's Legislative Director is currently seeking volunteers to assist him and the party during the 2003 legislative session.

If you are interested Floyd would like you to assist him in reading over legislative bills then issue comments on them from a Libertarian viewpoint for use in issue statements that will appear here in the Liberty, in press releases, or other Libertarian Party publications.

If you are interested in helping the party analyze what could be a potential plethora of legislative bills during the course of the next session, please contact Floyd through one of the following methods:

- Phone: 303-773-5101
- E-Mail: bilder@us.ibm.com

This is the first issue of the Liberty being distributed to the paid membership, paid subscribers, and friends of the LPCO rather than the entire LP registered body. If you know someone who wants this publication, PLEASE encourage them to subscribe or join the party using the form on the back page. Thank you!



John Berntson writes his Notes from the Chair article for the Liberty monthly and is in his second year as Board Chair of the Libertarian Party of Colorado.

Notes from the Chair: The Numbers Game

How many of you understand what it is we are trying to do?

I ask this, because we have just gone through another election cycle and many of you, especially those who are new and have not been through it before, are disappointed in what you saw happen. You saw us get three to five percent in three-way races and, usually, around fifteen to eighteen percent in two-way races. Our statewide candidates got around one-and-a-half percent, except David Aitken, who somehow doubled that.

Did you say something like, "We did all that work and those were all the votes we got? What's the point?" I quite understand. I have asked the same questions. Still, the work you did was well worth it. Let me explain.

First off, we had our victories, both in Colorado and around the nation. I am sure Mr. Vance is detailing that elsewhere in these pages. We also had a few races where we did surprisingly well. Yet it seems hard to equate strong campaigning with results; the races where we did best seemed to have less to do with our own efforts and more to do with the quality of our opponents. Margaret Denny did quite well against a proverbial snake in the grass, while Jeff McQueen did well in a race that was, perhaps, the dirtiest in the state.

So why work so hard for five percent? We could coast and get almost as much, could we not?

We do it so that more and more people hear our name and our message. We do it to gain influence for our platform. Influence? You bet! How many races are decided by just a couple of points? The so-called spoiler role we are in can be quite beneficial for liberty, because a major party opponent in a tight race may campaign on some of our issues in order to attract some of our voters. The more votes we get, the more tempting a target our supporters become in future races. Do not assume that winning is the only goal.

In the end, politics is all a numbers game. We want to reach more people through our campaigns and outreach, because the more people we reach, the more who come to our website or call for information. The more contacts we have, the more who come to our door. The more who come, the more who stay. The more who stay, the more who work. The more who work, the more new people we can reach. You see, it is all numbers.

Likewise, the more candidates we run, the more likely we are to have a candidate in a race where one or more opponents self-destruct. The more of our candidates who do well, the more people who will see us as serious contenders, and the more who will vote for us in the future. The more who think we are serious, the more contributions we get, allowing us to reach still more people.

Simply put, the higher we can get our numbers - supporters, contributors, registered voters, members, media contacts, website hits, letters to the editor, yard signs, and votes - the better the job we do for liberty. This is what we are trying to do. The more of it we do, the more victories we will have.

And please don't think that we cannot win races. We have and we will. Usually, it happens when we can outspend our opponents by a large margin, but it can be done. Yes, it is hard to get people to stop voting D and R, but it has been done and it will be done. Whether we do it with grass roots campaigns or with modern money campaigns, it will require us to grow our numbers first.

So, take a breath, get your energy back, and enjoy the holidays; you deserve the break. Then, in the New Year, let us get going again. We need more members, more affiliates, more contributors, more media contacts, and all the rest. We need to get out numbers up.

It is all a game, really. It is a game we can win. Want to play?

John K. Berntson

Special articles found **ONLY** on the LPCO website:

- **Biff Baker makes a major announcement concerning the future of his political activism.**
- **Margaret Alia Denny gives a review and analysis of her whirlwind campaign for Arapahoe County Clerk.**

Check out these articles at:

www.lpcolorado.org

The following are the official Secretary of State's results from the November 5th 2002 election (these results DO NOT show county elections).

Total registered voters:	2,854,013		St. Senate - District 2			St. Rep. District 17		
Total ballots cast	1,424,029		Ken Kester (REP)	23962	57.35%	P.M. Wynn (DEM)	2776	34.67%
Total voter turnout	49.90%		Daniel B. Slater (DEM)	16545	39.60%	Mark Cloer (REP)	4899	61.18%
	Votes	Percent	James G. Healey (LIB)	1277	3.06%	Steve D'Ippolito (LIB)	332	4.15%
US Senator			St. Senate - District 3			St. Rep. District 18		
Wayne Allard (REP)	717893	50.70%	Abel J. Tapia (DEM)	26118	62.45%	Dan Stuart (REP)	8440	47.48%
Tom Strickland (DEM)	648130	45.77%	Joyce R. Lawrence (REP)	14792	35.37%	Michael Merrifield (DEM)	8552	48.11%
Douglas "Dayhorse" Campbell	21547	1.52%	Joseph Towner (LIB)	910	2.18%	Keith L. Hamburger (LIB)	784	4.41%
Rick Stanley (LIB)	20776	1.47%						
John Heckman (COP)	7140	0.50%	St. Senate - District 5			St. Rep. District 19		
Gary Cooper (Write-In)	596	0.04%	Rafael Lorenzo Gallegos (DEM)	16553	36.96%	Kenneth A. Barela (DEM)	5270	33.12%
			Lewis H. Entz (REP)	25895	57.82%	Richard D. Decker (REP)	9948	62.51%
Cong. District 1			Sandra Johnson (LIB)	2341	5.23%	Randall "Randy" Grant (LIB)	695	4.37%
Ken Chlouber (REP)	49884	29.59%						
Diana DeGette (DEM)	111718	66.28%	St. Senate - District 9			St. Rep. District 20		
George C. Lilly (ACP)	1169	0.69%	Doug Lamborn (REP)	32139	82.84%	Lynn Christian Hefley (REP)	21959	85.37%
Kent Leonard (LIB)	2584	1.53%	Jessica Wheeler (LIB)	6657	17.16%	Steve F. Gresh (LIB)	3762	14.63%
Ken Seaman (GRN)	3209	1.90%						
			St. Senate - District 11			St. Rep. District 21		
Cong. District 2			Ed Jones (REP)	12260	46.69%	Keith King (REP)	15181	66.89%
Mark Udall (DEM)	123504	60.09%	Tony Marino (DEM)	11607	44.21%	Timothy M. Snowden (DEM)	6859	30.22%
Sandy Hume (REP)	75564	36.77%	Jeffery McQueen (LIB)	2390	9.10%	Travis M. Brundige (LIB)	655	2.89%
Erik J. Brauer (ACP)	1258	0.61%						
Norm Olsen (LIB)	3579	1.74%	St. Senate - District 13			St. Rep. District 26		
Patrick West (NLP)	1617	0.79%	Dave Owen (REP)	28245	83.42%	Scott D. McKay (REP)	9902	45.30%
			Russ J. Haddad (LIB)	5612	16.58%	Betty Boyd (DEM)	11305	51.72%
Cong. District 3						Doug Anderson (LIB)	651	2.98%
Denis Berckefeldt (DEM)	68160	31.27%	St. Senate - District 32			St. Rep. District 27		
Scott McInnis (REP)	143433	65.80%	Dan Grossman (DEM)	28180	80.92%	Sara Gagliardi (DEM)	11428	46.46%
J. Brent Shroyer (LIB)	4370	2.00%	Richard Combs (LIB)	6646	19.08%	Bill Crane (REP)	12531	50.95%
Gary Swing (NLP)	1903	0.87%				Gregg Miller (LIB)	636	2.59%
Jason Alessio (Write-In)	106	0.05%	St. Senate - District 34			St. Rep. District 29		
			Paula E. Sandoval (DEM)	18576	85.11%	Debbie Benefield (DEM)	9553	47.65%
Cong. District 4			Patrick Adamson (LIB)	3249	14.89%	Bob Briggs (REP)	9910	49.43%
Stan Matsunaka (DEM)	87499	41.68%	St. Rep. District 2			Hans V. Romer (LIB)	584	2.91%
Marilyn N. Musgrave (REP)	115359	54.94%	Desiree M. Sanchez (DEM)	7203	72.09%			
John Volz (LIB)	7097	3.38%	Leonard Alford Thomas (REP)	2314	23.16%	St. Rep. District 33		
			Geoffrey Lloyd (LIB)	474	4.74%	Shawn Mitchell (REP)	12319	53.16%
Cong. District 5						Vincent J. Buzek (DEM)	10200	44.01%
Curtis Imrie (DEM)	45587	24.68%	St. Rep. District 3			W. Earl Allen (LIB)	655	2.83%
Joel Hefley (REP)	128118	69.37%	Karen Kataline (REP)	9377	41.47%			
Biff Baker (LIB)	10972	5.94%	Jennifer L. Veiga (DEM)	12660	55.98%	St. Rep. District 35		
			Benjamin J. Ayrcrig (LIB)	577	2.55%	Ann F. Ragsdale (DEM)	11772	79.47%
Cong. District 6						Steven E. Lechner (LIB)	3041	20.53%
Tom Tancredo (REP)	158851	66.88%	St. Rep. District 4			St. Rep. District 37		
Lance Wright (DEM)	71327	30.03%	Rick Nevin (REP)	3323	21.94%	Lauri Clapp (REP)	17664	64.69%
Adam D. Katz (LIB)	7323	3.08%	K. Jerry Frangas (DEM)	10678	70.49%	John R. Phillips (DEM)	9640	35.30%
			Ralph Carlos Estrada (LIB)	1147	7.57%			
Cong. District 7			St. Rep. District 6			St. Rep. District 38		
Mike Feeley (DEM)	81668	47.24%	Andrew Romanoff (DEM)	18208	84.28%	Glen L. Emerson (DEM)	8205	33.94%
Bob Beauprez (REP)	81789	47.31%	Jeff Taton (LIB)	3397	15.72%	Joe Stengel (REP)	14962	61.89%
Victor Good (CRP)	3133	1.81%				Mark Holden (LIB)	1007	4.17%
Dave Chandler (GRN)	3274	1.89%	St. Rep. District 9			St. Rep. District 40		
G. T. "Bud" Martin (LIB)	2906	1.68%	Alice Borodkin (DEM)	10354	50.41%	Debbie Stafford (REP)	15191	79.99%
Stanford E. Andrews (Write-In)	109	0.06%	Bruce Holland (REP)	9705	47.25%	David R. Morgan (LIB)	3799	20.01%
Michael Reigle (Write-In)	0	0.00%	Julie Marble (LIB)	479	2.33%			
						St. Rep. District 41		
Gov./Lieutenant Gov.			St. Rep. District 10			Suzanne Williams (DEM)	10273	55.80%
Heath / Thiebaud (DEM)	475373	33.65%	Alice Madden (DEM)	17419	82.98%	Dayton E. Conway (REP)	7657	41.59%
Owens / Norton (REP)	884583	62.62%	Craig Johnson (LIB)	3572	17.02%	Douglas F. Newman (LIB)	482	2.62%
Forthofer / Winters (GRN)	32099	2.27%				St. Rep. District 45		
Shnelvar / Hickson (LIB)	20547	1.45%	St. Rep. District 11			Tom J. Wiens (REP)	22386	82.45%
			Leona Stoecker (REP)	12217	46.62%	Larry Hamilton (LIB)	4766	17.55%
Secretary of State			John V. (Jack) Pommer (DEM)	12940	49.38%			
Donetta Davidson (REP)	789004	58.16%	Isaac Davenport (LIB)	843	3.22%	St. Rep. District 50		
Anthony Martinez (DEM)	513085	37.82%	Mark Mellott (NLP)	203	0.77%	Tambor Williams (REP)	9370	77.55%
David Aitken (LIB)	43169	3.18%				Lester W. Edgett (LIB)	2712	22.45%
Clyde J. Harkins (ACP)	11303	0.83%	St. Rep. District 12					
			Paul Weissmann (DEM)	13303	60.60%	St. Rep. District 57		
Slate Treasurer			Jim Egerton (REP)	7952	36.23%	Al White (REP)	15453	64.08
Mike Coffman (REP)	758946	56.14%	Brian C. Lewis (LIB)	696	3.17%	Terry D. Carwile (DEM)	7935	32.90%
Terry L. Phillips (DEM)	512401	37.90%				Michael J. Plylar (LIB)	462	1.92%
Michael Sanchez (CRP)	44919	3.32%	St. Rep. District 13			Zane Newitt (ACP)	266	1.10%
Gaar Potter (LIB)	35549	2.63%	David Hustvedt (REP)	8345	29.03%			
			Tom Plant (DEM)	19223	66.87%	St. Rep. District 58		
Attorney General			Howard P. Lambert (LIB)	1179	4.10%	Bill Patterson (DEM)	11218	43.82%
Ken Salazar (DEM)	803200	57.92%	St. Rep. District 14			Ray Rose (REP)	13382	52.28%
Marti Allbright (REP)	522281	37.66%	David C. Schulteis (REP)	17339	84.67%	Timothy A. Jacobs (LIB)	998	3.90%
Dwight K. Harding (LIB)	26023	1.88%	John K. Bertson (LIB)	3139	15.33%			
Alison "Sunny" Maynard (GRN)	35301	2.55%	St. Rep. District 15			St. Rep. District 63		
			Charley Johnson (DEM)	4355	23.36%	Greg Brophy (REP)	18017	85.51%
U of C Regents Cong. Dist. 2			Bill Cadman (REP)	13301	71.35%	Gene Leverett (LIB)	3053	14.49%
Cindy Carlisle (DEM)	94999	49.78%	Ross Gidewell (LIB)	565	3.03%			
Diane Greenlee (REP)	86502	45.33%	Betty Pearce (NLP)	420	2.25%	St. Rep. District 64		
Flux J. Neo (LIB)	9327	4.89%				Wes McKinley (DEM)	10366	48.13%
			St. Rep. District 16			Brad Young (REP)	10854	50.40%
U of C Regents Cong. Dist. 6			Mark Entekin (DEM)	5846	30.22%	Paul Berthelot (LIB)	316	1.47%
Paul Schauer (REP)	141290	63.42%	William (Bill) Sinclair (REP)	12721	65.76%	St. Rep. District 65		
Don Strickland (DEM)	71222	31.97%	Scott Graves (LIB)	778	4.02%	Ken Clark (DEM)	5623	26.78%
Jim Vance (LIB)	10273	4.61%				Diane Hoppe (REP)	14905	70.98%
						Jerry O. From (LIB)	472	2.25%
St. Senate - District 1								
Mark Benner (DEM)	9941	24.24%						
Mark D. Hillman (REP)	30112	73.43%						
Jayne Bass (LIB)	956	2.33%						

Post-Election (cont)

The UNOFFICIAL County Elections Results.

*These numbers are unofficial and were taken from the Denver Post's elections results website 2 days after the election.

Arapahoe County

Clerk and Recorder - 346 of 346 precincts
Margaret Denny (LIB) = 38,683 Votes = 37%
Tracy Baker (I) = 65,250 Votes = 63%

Commissioner District 4 - 82 of 82 precincts
Randal Morgan (LIB) = 616 Votes = 03%
Lynn Myers (GOP) = 10,417 Votes = 54%
Patricia Noonan (DEM) = 8,438 Votes = 43%

Boulder County

Clerk and Recorder - 266 of 267 precincts
Paul Tiger (LIB) = 4,789 Votes = 05%
Linda Salas (DEM) = 61,873 Votes = 64%
Dennis Ceremuga (GOP) = 30,279 Votes = 31%

Commissioner District 3 - 266 of 267 precincts
Anthony Sileo (LIB) = 3,110 Votes = 03%
Thomas Mayer (DEM) = 55,221 Votes = 57%
James Murphy (GOP) = 35,593 Votes = 37%
Randy Luallin (IND) = 3,532 Votes = 04%

Coroner - 266 of 267 precincts
Scott Replogel (LIB) = 19,365 Votes = 22%
Thomas Faure (DEM) = 69,143 Votes = 78%

County Assessor - 266 of 267 precincts
Ken Bray (LIB) = 453 Votes = 00%
Cindy Domenico (DEM) = 62,140 Votes = 68%
Nancy Bourgeois (GOP) = 29,188 Votes = 32%

Sheriff - 266 of 267 precincts
Boyd Shaffer (LIB) = 15,613 Votes = 17%
Joseph Pelle (DEM) = 78,194 Votes = 83%

Surveyor - 266 of 267 precincts
Joe Van Landschoot (LIB) = 17,194 Votes = 20%
Jason Emery (DEM) = 69,431 Votes = 80%

Treasurer - 266 of 267 precincts
Audrey Bray (LIB) = 4,817 Votes = 05%
Bob Hullinghorst (DEM) = 53,169 Votes = 56%
Tracy Davison (GOP) = 37,498 Votes = 39%

El Paso County

County Commissioner District 1
Arthur Roberts (LIB) = 4,639 Votes = 13.7%
Wayne W. Williams (GOP) = 29,113 86.3%

County Commissioner District 5
Steven V. Dick (LIB) = 1,088 Votes = 4.3%
Dean Tollefson (DEM) = 9,919 39.4%
Jim Bensberg (GOP) = 14,173 56.3%

Hinsdale County

Coroner
Jodi Linsey (LIB) = 186 Votes = 35.2%
Ronald Zeller (GOP) = 342 64.8%

Mesa County

Sheriff
John Gurley (L) = 6,337 Votes = 17.1%
Stan Hilkey (R) = 30,686 82.9%

Morgan County

County Commissioner District 2
James D. Bass (LIB) = 341 Votes = 4.5%
Joe Segura, Jr. (DEM) = 9,925 25.5%
Michael E. Harms (GOP) = 5,289 70.0%

San Miguel County

Sheriff
Bill Masters (L) = 2,214 Votes = 100.0%

Coroner
Bob Dempsey (L) = 1,890 Votes = 78.2%
Harley Brooke-Hitching (R) = 528 21.8%

Weld County

County Commissioner At-Large
Bruce Lee Eckhart (L) = 10,601 Votes = 21.7%
Michael J. Geile (R) = 38,297 78.3%

The Short Sell

An Op-Ed by Paul Tiger

In this past summer of campaigning I learned quite a bit from people who consider themselves to be Libertarian activists. They are salespeople. After a career in selling technology, I thought that this would be easy for me. First, you have to know your product. If I didn't get one customer all summer, I did indeed learn my product.

I don't want to be insulting to the Libertarian Ideal to suggest that you can sell it like you can sell hard drives. You can't, but the philosophies of the buyers and sellers are very similar. Someone isn't going to buy hard drives unless they have a need, and the same is true of liberty. If people have a need for it, they will listen to your pitch. If you knew that someone wasn't in the market for your commodity then why would you spend (waste) your time speaking to them?

So here I am standing around in a booth, trying to figure out who in the crowd wants to buy liberty? Nobody's wearing badges like at the shows, so I can't tell the buyers from the browsers. I'm lost with knowledge and skill, because I can't identify my potential customers. Even working a group, what glimmer am I looking for? What's the best demographic for our target market? There were plenty of senior Libertarians around to coach me, and incorporated with my own style I have since found many ways to recognize an opportunity to sell Liberty.

While we all plan large and small events to attract new membership, let's remember to put some effort into the short sell. I identify the short sell for Liberty in two ways: one is that seek to mention Libertarianism in a way that prompts a question about it, or invites queries for further investigation; and secondly to sell to the buyer's needs, always leaving them with a question about their current level of Liberty. Never give a satisfactory pat answer. Leave a question in the mind of the buyer. And never take more than a few minutes.

My goal in the short sell is to attract true Libertarians. The ones that will bother to educate themselves and join the party of determined free will. Let them research their purchase and buy because they need Liberty. The long or hard sell serves to waste your time, and that of the potential buyer. They need time to think, they want you to shut up. In closing any big sale (or small), I have always valued the need for silence while the buyer was making a decision. The same is true for selling Liberty. The buyer is making a decision of personal choice. Making an outward statement of a belief system. Making a change. Like coming out.

In your daily efforts, whenever possible, remember the short sell. Someone at work asks your opinion, and you respond, "Well as a Libertarian ... ". Or overhearing someone say something about taxes, pitch in your fifth wheel comment on how that wouldn't be a concern if Libertarians were elected. And keep on walking. Let your customers come to you. Find out in your own circles who the vacillating Libertarians are. Get them started, but let them finish.

When you are in a crowd at an outreach event, you can go out and seed the area with pamphlets and the short sell. Go back to the booth and let them come to you. You'll have wasted a quarter on printed materials for those that don't have a pressing need for Liberty, and an investment overflowing with dividends from capturing the minds and hearts of those that join the Libertarian Party.

Paul Tiger
ptiger@indra.com
303-774-6383

The Libertarian Party of Colorado will hold its official 2003 state convention April 4-6 at the Ramada Inn, Colorado Springs, at I-25 and Fillmore.

Featured Speakers:

- Vin Suprynowicz is a columnist for the Las Vegas Review-Journal and the author of *The Ballad of Carl Drega* and *Send in the Waco Killers*. He also edits "Privacy Alert"
- Ed Thompson was the 2002 Libertarian candidate for governor of Wisconsin.
- Suzanne Shell is the founder of the American Family Advocacy Center. She will be speaking on the dangers of DHS and how to protect your family.
- Dr. Robert Zubrin writes for Mars Direct Manned Mars Mission. He is the president of Pioneer Astronautics and the author of *The Case for Mars: The Plan to Settle the Red Planet and Why We Must*.
- Other speakers will be announced.

Early Bird Special: Those who mail payment postmarked by January 31st, 2003, pay only \$99 for the complete convention package, including the Saturday night banquet, Saturday lunch buffet, and seminars for both Saturday and Sunday. In addition, the first 30 people to register will be entered to win one night's stay at the Ramada Inn for the convention and an autographed copy of the *Ballad of Carl Drega* by Vin Suprynowicz.

Prices: The regular price for the complete convention package -- Option #1 -- is \$129, which includes the Saturday night banquet, Saturday lunch buffet, and seminars for both Saturday and Sunday. Option #2 is \$99. This package includes the Saturday lunch buffet and seminars for both Saturday and Sunday (no banquet). Option #3 is \$49. This option is for a ticket to the Saturday night banquet only. The business meetings are free to all LPCO members.

Student Rate: The student rate is \$49 for all current full-time students. This price allows those with current full-time student ID's to participate in all of the above activities.

Hotel Information: The Ramada Inn has reserved a block of rooms for the convention. These rooms are available on a first-come, first-serve basis. Room rates are \$53-\$55 per night (at the group rate -- mention you are attending the Libertarian Party Convention). These rates include coupons to the full hot breakfast buffet from 7-9am. The Ramada Inn may be reached at 719.633.5541. Its address is 3125 Sinton Rd., Colorado Springs, CO 80907.

REGISTRATION: To register for the convention, please send a check or money order, payable to "Carol Geltemeyer," to

Nancy Graves 3724 E. LaSalle St. #1310 Colorado Springs, CO 80909

Visa and Mastercard are also accepted. Nancy may be reached 719.570.0747, or 719.310.9444, or by e-mail at lpco2003@pcisys.net. Carol may be reached at 719.596.6799 or by e-mail at LPCOConvention@aol.com. Please specify the number of persons and your registration preference:

Payment must be received by March 28. Refunds will be issued, minus \$25, only when requested prior to that date. Cancellations will be refunded at 50% if requested March 28 or later.

Schedule: The exact convention schedule is to be determined at this point. The basic schedule will be as follows:

Friday night: social and registration; Saturday: Seminars, Buffet lunch and Banquet in the evening; Sunday: Seminars and wrap-up. Times for business meetings will be announced.

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