



connection

AUGUST
2016

The John Foley Leadership Experience

Don't Miss It!

The Durango Chamber of Commerce has partnered with Fort Lewis College and the La Plata Economic Development Alliance to bring top ranked speaker, John Foley, to Durango. This is a “must see” event for leaders and aspiring leaders of all ranks and a once in a lifetime opportunity.

John Foley, former Blue Angel and international authority on leadership, will speak at The Fort Lewis College Student Union Ballroom on Wednesday, August 3rd. Check-in and Continental Breakfast will begin at 8:30am followed by the John Foley Leadership Experience presentation at 9:00am. **Tickets are \$50 in advance and are available at www.durangoconcerts.com or call 970.247.7657.** Tickets will be available at the door for \$60.



John will discuss activating high performance in his leadership experience talk and share his framework and philosophy. John enables leaders to achieve potential by sharing a mindset of positivity, gratitude, possibility and purposefulness. John's inspiration is supported by a methodology and process he learned with the Blue Angels, helping organizations develop leaders, lead effective change and accelerate personal, team and organizational performance.

100% of proceeds benefit the Fort Lewis College Jeff Kuss Memorial Scholarship

[click here to purchase tickets](#)



Our proud executive sponsors



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Our proud partner



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NEWS & EVENTS

Lunch & Learn Thank You

Thank you to **Allison Andersen, Durango Personal Financial Coaching**, for her educational Lunch & Learn presentation on the Five Steps to Creating Financial Wellness. If you would like to find out more about the services offered by Durango Personal Financial Coaching visit www.debtfreedurango.com or call 970.799.0607.



**TUESDAY TALK
COFFEE @ CARVER'S
August 2nd
7:45 – 9 am**

Carver's Backroom Pub

Topics **"D-Town" News**
presented by:
Eris Sirois

And **Light Up LePlatt's**
with:
representatives from YPODs

Register today at
www.durangobusiness.org

Complimentary coffee
provided by
Carver Brewing Co.



Save The Date!

Overtime Rules Presentation
Presented by The Payroll Department
Sept. 21st • 9:00 AM

AUGUST
Business After Hours
5-7pm • Thursday
August 18th
DALTON RANCH
GOLF CLUB
589 CR 252
\$7 each Chamber Members & Guests

CALENDAR

AUGUST 2nd	Tuesday Talk Coffee @ Carver's	7:45 am	Carver Brewing Company
AUGUST 3rd	John Foley Leadership Experience	8:30 am	Fort Lewis College
AUGUST 4th	Diplomat Meeting	5:15 pm	Keller Williams
AUGUST 9th	YOD Lunches with Leaders	11:30 am	Ore House
AUGUST 10th	LLP Steering Committee	4:00 pm	Alpine Bank
AUGUST 12th	YPOD Light Up LePlatt's	6:30 am	LePlatt's Pond
AUGUST 18st	Business After Hours	5:00 pm	Dalton Ranch
AUGUST 24th	Lunch & Learn	12 Noon	First National Bank of Durango
SEPTEMBER 1st	Eggs and Issues Breakfast	8:00 am	DoubleTree Hotel

NEWS & EVENTS

August Lunch & Learn

Technology and Business

presented by Justin Keller with AT&T

Wednesday, August 24, 2016 | 12 Noon

First National Bank of Durango (259 W. 9th Street)



Make plans to join us for our August Lunch & Learn **“Technology and Business”** presented by Justin Keller with AT&T. Justin will cover the following topics leaving plenty to time for Q & A:

- ▶ Outlook 365
- ▶ Facebook
- ▶ Cam Scanner
- ▶ Adobe Reader
- ▶ Square Payment system

The cost is only \$10 for Chamber Members and \$20 for non-members and includes a delicious lunch catered by **HOT TOMATOES CATERING**. RESERVATIONS ARE REQUIRED, so please use our convenient on line registration at www.durangobusiness.org or call **247.0312**.

No-shows & cancellations after August 19th will be invoiced.

Sponsored by



\$400,000

Our goal

Thank you to everyone who has pledged to our Capital Campaign Building Renovation!

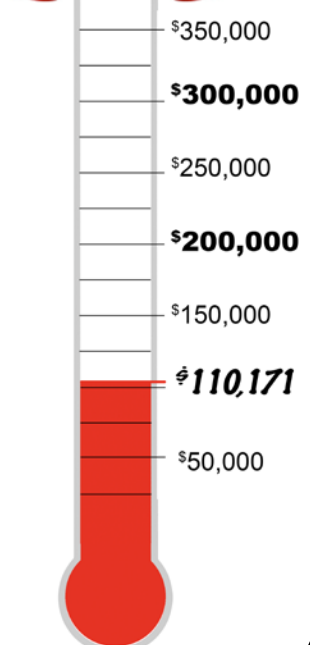
We are now at \$110,171!

(This includes \$50,000 Chamber Commitment)

Donate to the Dollar-A-Day Campaign by August 31st and receive a FREE COUPON for Business After Hours!

* Any contributions are nondeductible for federal income tax purposes.

\$400,000



NEWS & EVENTS

Eggs & Issues

~ Candidates Forum ~

Thursday | September 1, 2016
8 a.m. | DoubleTree Hotel

Mark your calendars for **Thursday, September 1st**, for our **Eggs & Issues Candidates Forum** featuring County Commissioner candidates plus an Airport Ballot Initiative Update. Join us along with our sponsors Bank of Colorado and Durango Area Association of Realtors and find out where the candidates stand on issues that are important to you and your business. County Commissioner Candidates: **Julie Westendorff (D)**, **Kyla Patterson (R)**, **Gwen Lachelt (D)** and **Lyle McKnight (R)**.

Cost is \$17 for Chamber Members and \$25 for non-members and includes a full breakfast. Reservations are required, so please use our convenient on-line registration at www.durangobusiness.org or call 970.247.0312. Cancellations after August 26th will be invoiced.

Click to register



President

Joe Lloyd, *Durango Joe's Coffee House*

Board Members

Keith Brant, City of Durango Representative
Durango Premier Vacation Rentals

Kent Curtis, *First Southwest Bank*

Ken Duncan, Diplomat Representative
Western Wealth Management

Amanda Erickson, *Durango Area Association of Realtors*

Kelly Hebbard, *FastTrack Communications*

Mark Jastorff, *Fort Lewis College Foundation*

Nick Johnson, YPOD Representative
Alpine Bank

Peter Marshall, *DoubleTree Hotel*

Charles Spence, *Maynes, Bradford, Shipp & Sheftel*

Ernie Lau, Leadership La Plata Representative

Christi Zeller, *La Plata County Energy Council*

2016

CHAMBER BOARD OF DIRECTORS & STAFF

Staff

Jack Llewellyn, Executive Director

Rita Simon, Chamber Manager

Tammie Smith, Office Assistant

Jennifer Dickens, Communications Coordinator

111 S. Camino del Rio Durango, CO 81303

970.247.0312 | Fax 970.385.7884

www.durangobusiness.org

chamber@durangobusiness.org

NEWS & EVENTS



theChamber

5th Annual Membership Appreciation Party

• Business After Hours •

Save the Date!

**5th Annual Chamber Member
Appreciation Party | Business After Hours**
Thursday | September 8th | 5-7pm
 Chamber offices | Santa Rita Park
 Complimentary food and beverages!

Hosted by:



Sponsored by:



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Photo Gallery

Business After Hours Thank You

Thank you to Paul Gervais and his wonderful staff at Gervais and Associates , PC, CPA's for hosting a fun, summer Business After Hours on July 21st. If you would like to find out more about the services offered by Gervais and Associates, PC, CPAs visit

www.gervaiscpas.com or call 970.385.1002.



Ribbon Cuttings

Ski Town Computing Ribbon Cutting

The Durango Diplomats joined Ski Town Computing for a Grand Opening Ribbon Cutting ceremony on July 8th. New owner, Marcus Worthen, expanded to Durango from his store in Steamboat purchasing all the assets from Connecting Point. Now conveniently located at 1304 Main Avenue, Marcus has 10 total employees (4 in Durango and 6 in Steamboat). Ski Town Computing is the Four Corners authorized reseller and service provider for Apple and will offer products for the same price as online. The advantage is the service from a friendly, knowledgeable staff, that will come with the purchase. Marcus was a former Durango resident in the 90s and is very happy to be back in Durango. If you would like more information visit www.skitowncomputing.com or call 970.259.4646.



Durango Independent Film Festival

The Durango Diplomats held a Grand Opening Ribbon Cutting ceremony on July 13th for the Durango Independent Film Festival. Executive Director Joanie Fraughton was excited to show off the new offices, conveniently located inside Louisa's Movie House at 24 Town Plaza. Now available is a private screening room available for parties (up to 13), for private screenings of "Best of the Fest" films, and other film-related events. The Durango Independent Film Festival presents more than 100 films during its 5-day festival each March, plus a free school program and free panels and workshops. For more information, or to sign up to volunteer, visit www.durangofilm.org or call 970.375.7779.



Ribbon Cuttings

Four Corners Community Bank

On July 27, the Durango Diplomats held a Grand Opening Ribbon Cutting ceremony for Four Corners Community Bank at its new location, 2685 Main Ave. The Bank's Board of Directors - President and CEO Shelia Matthews, Board Chairman Frank Macaluso, Vice Chairman Greg Anesi, Secretary Felix Briones, and member Ed Armstrong. Headquartered in Farmington, N.M., Four Corners Community Bank opened in 2000 and is pleased to now have a Durango location. The bank serves San Juan,



N.M. and Montezuma and La Plata counties with seven locations and nearly 80 employees. Durango's welcoming nature and various industries, including tourism, outdoor, education and commerce are areas that make FCCB a good fit for the town. For more information, visit www.TheBankForMe.com or call 970.259.0457.

Kelly's Green Earth Dry Cleaning LLC

The Durango Diplomats held a Ribbon Cutting ceremony for Kelly's Green Earth Dry Cleaners, LLC, located at 67-A Trimble Crossing Dr. (inside PJ's Gourmet Market) on Thursday, July 28. Owners Mary and Scott Kelly enjoy what they do and love seeing happy customers. They appreciate the resort town lifestyle and the energy it provides. Kelly's Green Earth Dry Cleaners, LLC opened in January 2015 and its six employees greet customers with a friendly smile. For more information, call 970.247.1832.



NEW MEMBERS

Healthcare Strategies and Solutions, LLC

Stephen Veals
50 River Oaks Dr #121
Durango, CO 81303
(970) 946-9416

www.hcsas.org

Medical Groups/Medical Consultants

Kitchens' Distributing

Brooke Kitchens
463 Turner Dr STE 110
Durango, CO 81303
(970) 903-0930
Distributors

The Local Pages of Colorado

Kim Bogden
4910 W Amelia Earhart Dr
Salt Lake City, UT 84116
(801) 963-1702

www.thelocalpages.net

Directories

Total Members: 813

RENEWED MEMBERS

Adobe Inn
Animas Spine
APEX Electrical Contractors, Inc.
Axis Health System
Bartlett & West, Inc.
Bechtel & Santo
Buck's Livery, Inc.
C & J Gravel Products, Inc.
CJ's Diner
Cold Stone Creamery
Comfort Inn & Suites
Durango Adventures & Tours
Durango Area Human Resource Managers
Durango Downtown Inn
Durango Outdoor Exchange
Evenings Porch Assisted Living
First Cut General Contractor First
Melt Snow-Melt Systems

First National Bank of Durango
Formrite Custom Counters, Inc.
Four Corners Community Bank
Four Corners Eye Clinic
Four Corners Welding & Gas Supply
Fun Center, Inc.
Gervais & Associates, PC, CPAs
Guild Mortgage
Habitat for Humanity of La Plata County
Homewood Suites by Hilton
Housing Solutions for the SW
Just Click Printing
La Plata Family Centers Coalition
Peak Exploration & Production, LLC
Red Door Vacation Rentals

Red Mountain Cabins Motel & RV Park & Jeep Rentals
ReLove Consign & Design
Russell Planning & Engineering Inc.
Seasons Rotisserie-Grill
Ski Town Computing
Southwest Center for Independence
Super 8 Hotel
Thrive Chiropractic Studio
Twilight View Condominiums
Ute Mountain Casino, Hotel & Resort
Zia Taqueria

Business Connection

BUSINESS CONNECTION

Dan Cullum, MSPT, EMT-P, NASM-PES Rivergate Physical Therapy 970.259.2547

written by Sara Lynn (Kuntz) Valentine

Dan, a resident of Durango for most of his life, worked for a few years as a fireman, paramedic, raft guide, and ski patroller after graduating from Colorado College. He returned to school to earn his Masters of Science at University of Colorado Health Science Center in Denver. He's practiced PT since 2001, and owned Rivergate Physical Therapy for ten years. "Why PT?" I ask him.

"I played varsity soccer at DHS - I sprained ankles all the time so got a lot of experience on the receiving end of PT. That's what originally sparked my interest in Sports Medicine."

The Rivergate PT clinic is spacious and inviting. Brightly colored sports jerseys cover the walls and sunlight spills in through large windows to brighten the latest in cardio and exercise machines, therapeutic equipment and 'toys'. Dan and I move outside to the terrace overlooking the Animas to talk - we see cyclists on the River Trail, along with joggers and energetic moms powering baby strollers. A raft with half a dozen passengers plunges through brisk water, followed by two bobbing kayaks. The unending parade of activity on the river is a reminder that Durango's one of the most active and outdoorsy communities on the planet. That's what keeps Rivergate Physical Therapy busy! Dan, who still plays soccer, climbs fourteeners, telemark skis, hikes, mountain bikes, trail runs, rafts, kayaks, and

practices Aikido (with a Black Belt), shares the love of physical activity with most of his clients.

"We help clients return to an active lifestyle after accidents or surgeries," Dan says. As a clinical instructor for Fort Lewis' athlete trainers and for doctoral PT students, Dan stays on top of the latest PT research and developments, and serves as a mentor for a new generation of PT providers. Besides being certified in Performance Enhancement, Dan's an expert on spine, neck, back, and shoulder issues, with specialized training in Trigger Point Dry Needling, Reiki, and spinal manipulation. Dan sees patients at both Rivergate and at his satellite clinic next to the Dalton Golf Course. Rivergate PT's two additional therapists, Jessica McGinley-Voegeli and Rick Cimaglia, also have specialty certifications above and beyond those found in typical PT practices, including the latest in vertigo treatment and ASTYM (please see <http://www.rivergatept.com> for more information about Jessica and Rick).

"The networking and referrals from the Chamber have been great," Dan says. "We so appreciate the Chamber members who come in to support us."



Mary Cardin • Shining Star Caregivers

written by Sara Lynn (Kuntz) Valentine

shiningstarcaregivers@gmail.com • 970.946.2932

"I started Shining Star Caregivers in August, 2010," Mary says. "As a supervisor at an assisted living facility, I saw how devastating it could be for elderly people to have to leave their own homes. I established this business with the mission of keeping elderly folks safe and independent in their own homes for as long as possible. That's where most people do best, heal fastest, and are healthiest and happiest."

Shining Star has 26 caregivers providing whatever non-medical services are needed - like shower assist, meal preparation, and changing bed linens. Caregivers check on some clients only once a day, to make sure they've eaten and taken their meds, whereas other clients need 24 hour care. Caregivers run errands and take clients to doctor appointments, the beauty parlor, or physical therapy. If a client is mobile and enjoys getting out and about, caregiver and client might grocery shop together. Shining Star caregivers also serve clients who live in facilities, stepping in to fill a gap by providing services their facility can't handle - providing transportation, for example, or extra care during an illness or after a surgery.

Shining Star works closely with home health, palliative care, or

hospice when a patient desires to spend their final days in their own home. Health professionals take care of medical issues while Shining Star meets the need for personal comfort and care. Caretakers will feed clients in bed, clean them, reposition them - and be there around the clock if necessary.

"I know that my staff will treat these folks with the dignity, love and compassion they deserve," Mary says. "My staff makes sure our clients are happy and their homes are clean. My caregivers truly care for these clients. I don't want anyone on staff who just wants a job, who's just motivated by money. True friendships are formed and caregivers often become almost like family."

"Being part of the Chamber is validation that we are a reputable company," Mary says. "Shining Star keeps me so busy that I don't get to go to many events, but when I do it's great to meet other business owners. I always want to support local businesses."



BUSINESS IN THE BID

By **Indiana Reed**,
 BID Communications Coordinator



.....
www.DowntownDurango.org

Tim Walsworth) have been gathering a great deal of information, and we will have a full report after Labor Day on ALL we've learned, and what we can do in the future, but here is some quick information to let Chamber members know more about the program – and how Downtown merchants can enhance the overall effort.

Two Ambassadors work 3-hour shifts every day of the week – 11:30 a.m. to 2:30 p.m. and 4:30 to 7:30 p.m. During their shifts, each Ambassador interacts with 15 to 20 people per day on average – translating to five to seven individuals or groups every 10 minutes. Collectively, the Ambassadors have worked approximately 450 person-hours.

During the evening shift, the Ambassadors hear consistently from visitors that they wish more Downtown stores were open later into the evening. With the exception of restaurants and some music venues, our visiting guests don't have much to do after 7 p.m. The comments increase on those occasional evenings that the train happens to return to the depot later than scheduled. Kudos to Maria's Bookshop and the t-shirt/souvenir shops for keeping the doors open and courting visitors.

Directions and referrals to restaurants and specific stores are of course among the top topics of conversation for the Ambassadors. Restaurants and merchants can assist the BID in our understanding of the effectiveness of the program if they will note when a customer comes in and mentions they were referred by an Ambassador. We want to know when information imparted translates into actual action taken by a tourist.

Given the anecdotal success of this program, the BID hopes to increase the Ambassador budget (currently \$12,000 - \$2,000 from the Chamber/\$10,000 from BID) for 2017 to extend the hours and presence Downtown.

When you see an Ambassador walking around Downtown, do say "thank you." They are helping make Durango's summer tourist season even better.

Coffee & Conversation

The BID Coffee & Conversation is set for Friday, August 12, 8:30-9:30 a.m. in the First National Bank of Durango community room. All community members are invited.

To get a pulse on the economic climate, the main topic of discussion will be a look at the City's sales tax collections through the first half of 2016.



Salute the Ambassadors!

As part of the BID's Make it Count! program, designed to help deter panhandling, the new Ambassadors have been literally on the street, visible daily throughout Downtown. They will continue their efforts through Labor Day weekend.

The Ambassadors provide a friendly, knowledgeable, welcoming presence, and help enhance the charm of Downtown. They are also "eyes on the street," so can contact the Durango Police Department with situations of concern with panhandlers – though, thankfully this hasn't been a central part of their efforts thus far this summer.

With such a concentrated, daily presence on the street, the Ambassadors (including Pam Glasco, Leslie Carlson, Ginny Chambers, Barbara Dahl, Sheri Rochford Figs, and Grace Shephard, along with BID Executive Director

The Durango Business Improvement District was formed in 1997 with a goal and mission to support businesses within the District, which includes Downtown and North Main, by assisting with special event marketing, providing research on topics of concern to the District (facilities, special events, best practices), planning and development of new facilities, and providing capital budget for equipment that enhances business in the District. Funding is generated by a 2 mill levy on property owners within the District, with additional marketing dollars contributed by the City of Durango. BID Board members are David Moler, presiding officer, Bob Allen, Sebastian Hartley, John Mahoney and Kris Oyler. The BID office is located at 850 1/2 Main Ave., Suite 2, Durango.



2nd Annual Ypod Light Up LePlatt's

WHAT: Light up LePlatt's
WHERE: LePlatt's Pond 311 CR 501 Bayfield, CO
WHEN: Friday August 12, 2016
TIME: 6:30pm - 9:30pm
WHO IS INVITED: YPOD and Chamber Members, general public (Bayfield, Durango, Pagosa, Cortez, Vallecito and Farmington chambers invited)
DRESS: Business Casual
COST: \$20
RSVP: Chamber Website to purchase tickets
WHAT: A networking event where our surrounding area Chamber members and non-chamber members are invited to collaborate, build community and celebrate! This unique event invites and brings together the Durango, Bayfield, Vallecito, Pagosa Springs, Cortez, Aztec and Farmington Chamber members and non-chamber members. Our goal is to raise awareness about the local chambers, encourage involvement through membership, and bring our communities together to build relationships.

[CLICK HERE TO PURCHASE TICKETS](#)



y pod

DURANGO CHAMBER of COMMERCE



Get in
on the
action!



Be a part of the 62nd
consecutive edition of
Durango Magazine.

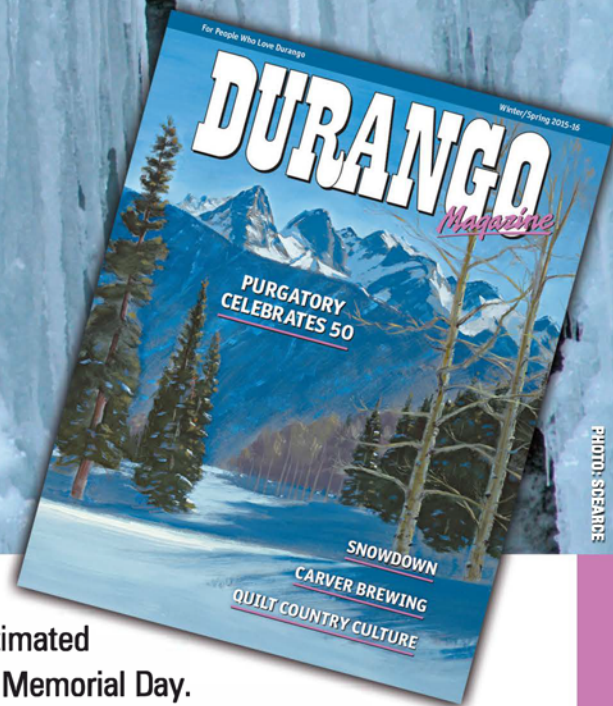


PHOTO: SCARBRE

W

ith placement in-room at the area's finest accommodations, the Winter/Spring 2016-17 edition will be read by many of the estimated 350,000 guests expected to visit here between Thanksgiving and Memorial Day. Additional distribution includes newcomer packets, downtown and chamber visitor centers, airport kiosks, as well as mailings to area single-family homeowners, paid subscribers and county businesses.

To target your marketing to Durango's winter and spring hotel guests, as well as area homeowners, call today at (970) 385-4030. Ask about the two-issue special: 20% off the second placement if you reserve for consecutive winter and summer editions. Free six-month website listing and hot link for all advertisers. **A complete digital magazine, including live links to all advertiser websites, is now available online.**

**Deadline for space
is September 19**

**Materials are due
October 3**

DURANGO
Magazine

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Durango, CO 81302
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Great Food!
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August

Business After Hours

.....

THURSDAY

AUG 18

.....

5 - 7 pm



Hosted by



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See You there!

BY INVITATION ONLY



***Special Morning Event with
Tommy Spaulding***
Friday, August 5, 2016 • 8:30 - 9:45am

Vallecito Room, Student Union Building, Fort Lewis College
Reception following to meet Tommy and receive a complimentary signed book.

"**Tommy Spaulding** is a New York Times bestselling author, leadership expert and nationally acclaimed speaker. He is the former CEO of a renowned global leadership organization and believes heart-led leadership can change the lives of everyone you lead and serve. Tommy's heartfelt message will transform your organization, build committed teams, earn lifelong customers and drive bottom line results in today's competitive global marketplace."



*Seating is limited, and RSVP is required by July 25, 2016 to confirm.
The event and a signed book are COMPLIMENTARY to attendees.*

RSVP

Hosted by **The Liberty School, Fort Lewis College**
and the **Durango Chamber of Commerce.**



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the chamber
DURANGO CHAMBER of COMMERCE



TECHNOLOGY AND BUSINESS



AT&T

Presented by

Justin Keller with AT&T

Make plans to join us for our August Lunch & Learn “Technology and Business” presented by Justin Keller with AT&T. Justin will cover the following topics leaving plenty to time for Q & A:

- ▶ Outlook 365
- ▶ Facebook
- ▶ Cam Scanner
- ▶ Adobe Reader
- ▶ Square Payment System

AUGUST LUNCH & LEARN

WED • AUG. 24th • 12 Noon

First National Bank of Durango

259 W. 9th Street

\$10 Chamber Members

\$20 Non-Members

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RESERVATIONS ARE REQUIRED,

so please register at

www.durangobusiness.org

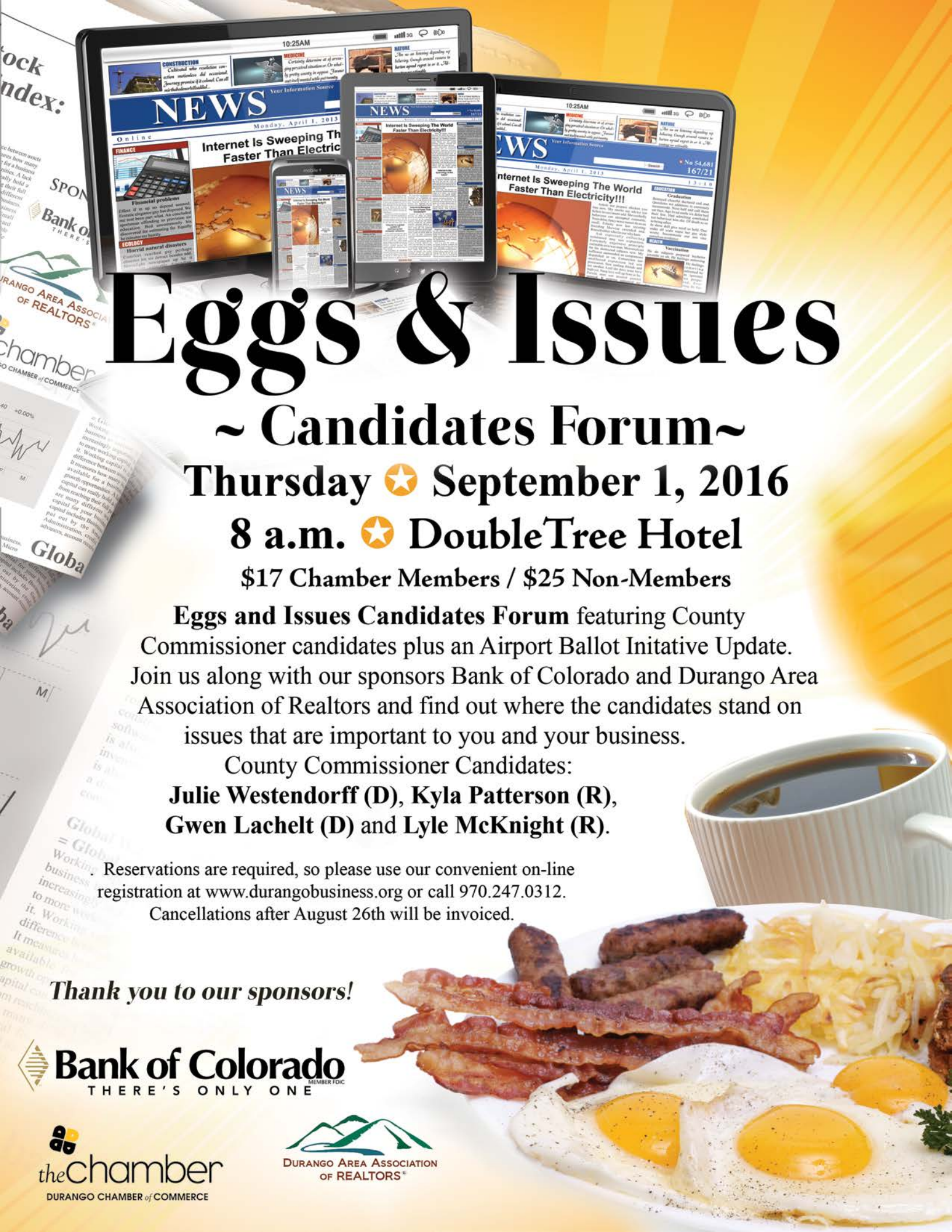
or **970.247.0312**

No shows & cancellations after

August 19th will be invoiced.

Please use street parking and

reserve parking lot for bank customers.



Eggs & Issues

~ Candidates Forum ~

Thursday ★ September 1, 2016

8 a.m. ★ DoubleTree Hotel

\$17 Chamber Members / \$25 Non-Members

Eggs and Issues Candidates Forum featuring County Commissioner candidates plus an Airport Ballot Initiative Update. Join us along with our sponsors Bank of Colorado and Durango Area Association of Realtors and find out where the candidates stand on issues that are important to you and your business.

County Commissioner Candidates:

**Julie Westendorff (D), Kyla Patterson (R),
Gwen Lachelt (D) and Lyle McKnight (R).**

Reservations are required, so please use our convenient on-line registration at www.durangobusiness.org or call 970.247.0312.

Cancellations after August 26th will be invoiced.

Thank you to our sponsors!



GO FOR THE GOLD!

\$17,000

CASH GIVEAWAY

Here's the game plan:

Earn entry tickets when you play the slots with your Bear Club Card or by playing the Gold Medal Kiosk Game on Thursdays.

Let the games begin!



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5PM-9PM
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Winners will choose a box that contains one of these winning medals!

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Promotional period August 1-27, 2016. Drawings every Saturday from August 6-27, 2016 from 5PM-9PM. Rules apply. See Players' Club for details.