



the chamber connection

DURANGO CHAMBER of COMMERCE



December 2014



DURANGO ROCKS TICKETS *Now on sale* BUY EARLY & SAVE

Tickets are now on sale for the Durango Chamber of Commerce “Durango Rocks” Awards Event. Tickets purchased by December 31st will once again be offered at the discounted price of only \$25. Beginning January 1, 2015 tickets will revert to the original \$30 ticket price.

Make plans now to attend this premier Chamber event taking place January 22, 2015 at the Community Concert Hall at Fort Lewis College. Pre-Awards reception is scheduled from 5:30 - 6:30pm with delicious hors d’oeuvres prepared by Hot Tomatoes Catering along with a cash bar. The awards presentation promises to be concise and entertaining, beginning promptly at 6:30pm and wrapping up by 8pm.

So don’t wait until your knee deep in Christmas shopping – order your tickets today and save some cash!

To purchase tickets:

- Call the Chamber Offices at 247.0312
- Visit the Chamber website: www.durangobusiness.org
- Community Concert Hall Ticket Office, 800 Main Avenue; 247.7657 or www.durangoconcerts.com



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DECEMBER

BUSINESS AFTER HOURS

THURSDAY, DEC. 11th

5 - 7PM

**FIRST NATIONAL
BANK OF DURANGO**

(259 W. 9th Street)

\$7 Chamber Members & Guests

Business After Hours Thank You

Thank you to DurangoSpace for hosting the November Business after Hours at the space at 1221 Main Avenue. Our host Jasper Welch did a great job showcasing the office spaces that are available hourly, daily, weekly or monthly!

Lunch & Learn Thank You

Thank you to George Johnson (Cobalt Mortgage) and Dave Smiley (Oxford Asset Management) for a very informative Lunch & Learn presentation on reverse mortgages and retirement plans.

December Lunch & Learn

There is no Lunch & Learn scheduled for December to give everyone an opportunity to catch up on their holiday shopping! See you in January 2015 for a full schedule.



**TUESDAY TALK
COFFEE @ CARVER'S**

Tuesday, December 2nd
7:45 - 9:00am
Carver's Backroom Pub

Register today at www.durangobusiness.org.
Complimentary coffee provided
by Carver Brewing Co.

SAVE THE DATE - MARCH 17, 2015

TECH CONFERENCE

8AM; DOUBLETREE HOTEL

**** all day tech conference offering workshops on the latest technologies to help your business ****

More Details Coming Soon!



HAPPY HOLIDAYS

From the Durango Chamber of Commerce Staff and Board of Directors!

Advantage Design

Advertising Innovations, Inc.

Allison Ragsdale Photography

Animas Foot and Ankle

Animas Valley Anglers LLC

Arete Mortgage

Best Cleaning & Disaster Restoration Service

BP America Production Co

City of Durango

Clark, White & Assoc.

Colorado Lending Source

Colors Inc.

Colvig Silver Camps

Conservation Legacy

The Craig Law Firm P.C.

Dalton Ranch & Golf Club

Derailed Pour House

Desert Sun Coffee Roasters

Durango Antique Market

Durango High Noon Rotary

Durango Insurance Professionals

Elk Point Lodge

Eppich Photography

FCI Constructors, Inc.

Four Corners Oral & Maxillofacial Surgery

Fox Fire Farms

High Country Optical

Indiana Reed

James Ranch

The Mark Craig Agency Inc. Colo Farm Bureau

The Marketing Department

Mercury

Mountain States Employers Council, Inc.

Occasions Bridal and Events Boutique

Pagosa Nordic Club

Pura Vida Natural Healthcare

Rapp Corral

Rejoyce Real Estate Company

Rimrock Outfitters

Rocky Mtn Balloon Adventures

Sky Ute Casino & Resort

Source3 Computing

SW Colorado Small Business Development

Southwestern Co. Area Health Education

Summit Custom Homes of Durango

Terryl Peterson CFO Services LLC

T-MO Consulting

Twilight View Condominiums

United Way of SW Colorado

Wal-Mart Supercenter

Wild Horse Saloon, LLC

NEW MEMBERS - CURRENT COUNT: 819

Durango Organics

Jonny Radding

72 Suttle St STE F

Durango, CO 81303

970.259.3674

www.durangooorganics.com

Dispensary

Joy Rides

Trish Lemke

1729 E. Animas Rd

Durango, CO 81303

970.946.7835

www.joyistheride.com

Life/Business Coaching

Advanced Mobile Propulsion Test

Carrie Minerich

1334 Airport Rd

Durango, CO 81302

970.247.0840

www.ampt.pro

Accommodations

Cooper's Cabins

Rob Bevil

14388 CR 501

Bayfield, CO 81122

970.884.0223

www.cooperscabinsonlake.com

Cabins/Homes/Lodges

Durango Golf & Ski Villa

Ron Trujillo

119 Crazy Horse Drive

Durango, CO 81301

970.749.6698

Cabins/Homes/Lodges

Jeffrey Gilmore

1825 Florida Rd #305

Durango, CO 81301

970.769.2295

Know Your Dough, Inc.

Allison Anderson

3710 Main Ave #101

Durango, CO 81301

970.779.0607

www.know-your-dough.org

Non-Profit

Pensmore Software

Todd Youngblood

777 Main Ave STE 201

Durango, CO 81301

800.521.8525

www.pensmore.co

Credit Card Processor

Salvation Army of La Plata County

Judy Duke

14 Falcon Way

Durango, CO 81301

970.946.2247

Non-Profit

The Earth Girls - Earth Girl Goodies

Kirsten Gum

PO Box 155

Durango, CO 81302

310.729.0968

www.earthgirlgoodies.com

Health Food/ Nutrition



The Durango Diplomats were on hand, Friday, October 31st for a Grand Opening Ribbon Cutting ceremony for **Southwest Retina Consultants**. Owner, Moss Fenberg, MD Vitreoretinal Surgeon, has five highly trained staff members ready to serve you. Their specialty involves caring for all reti-

nal conditions including vitreoretinal surgery, macular degeneration, diabetic retinopathy and comprehensive eye care.

Located in the new Horse Gulch Medical Campus at 270 E 8th Avenue, Suite N-101, this specialty eye clinic offers the most advanced diagnostics and treatment of retinal disease in the Four Corners area. If you would like more information about the services offered at Southwest Retina Consultants, please call 970.828.2200 or visit www.swretinaconsultants.com

The Durango Diplomats were on hand to celebrate the Grand Opening of **Ultimate Mountain Living** with a ribbon cutting ceremony on November 7th. Owners Sam & Jenny Christensen are excited to bring quality billiard and game room tables to Durango and the surrounding area. They also offer unique interior furnishings and patio furniture that are different from anyone else; including one of kind furniture made out of reclaimed fishing boats from Bali. Stop by the store and check out all the unique items at their store conveniently located at 858 Main Avenue in historic downtown Durango or visit their website www.ultimatemountainliving.com.



The Durango Diplomats celebrated the expansion of **Advanced Eyecare** on Tuesday, November 4th. Advanced Eyecare has been in Durango for 39 years, with Dr. LeeAnn Hoven taking over ownership in 2008. Four doctors and 13 staff members are available to take care of your eye care needs. Offering same day service on glasses and with a large selection of frames, Advanced EyeCare is the leading provider of optometry services and vision care products in the Durango area. Dr. Hoven loves being involved in the Durango community and being able to contribute.



If you would like more information about the services offered, please call 970.247.8762 or stop by the offices located at 1165 S. Camino del Rio, Suite 100.



The Durango Diplomats were on hand to celebrate the Grand Opening of **Evenings Porch** Assisted Living with a ribbon cutting ceremony on November 13th. Located at 42811 Highway 160 in Bayfield, CO this brand new assisted living center offers caring, qualified staff, 24 hours a day, 7 days a week and includes private suites with

plenty of amenities. Administrator Erin Youngblood and her staff of nine love being part of the Bayfield community and integrate with the local schools, fire and police departments. If you would like more information or a tour, please call 970.884.0101 or visit www.eveningsporch.com.

The Durango Diplomats braved rainy weather and power outages to celebrate with **Durango Outdoor Exchange** at their Ribbon Cutting ceremony on November 14th. Owners Jen and Chase LaCroix have only been in business two months, but are already a shopping destination for quality outdoor gear, sports equipment and apparel. Consignment is the name of the game at Du-



rango Outdoor Exchange, giving used gear a second life. Jen and Chase are grateful for the opportunity and support they have received from the Durango community and love meeting their customers and hearing their stories! Stop by and check out this awesome new business located at 546 E. College, 970.259.0171; www.durangooutdoorexchange.com



The Durango Diplomats performed a ribbon cutting ceremony celebrating the new offices for **Gervais & Associates** now located at 3710 Main Avenue, Suite 101. Owner Paul Gervais has been in business since 1989, with seven top-notch

employees. Specializing in tax advisory and compliance for closely held businesses and high income individuals, Paul Gervais and his staff are ready to serve the Durango community that they are so grateful to be a part of.

The Durango Diplomats celebrated with fellow Diplomat, Ken Duncan, at the grand opening, ribbon cutting ceremony for **Western Wealth Management**. Ken, a true Durango native - born and raised, has been in business six years giving his clients individual attention with comprehensive financial planning, retirement income planning, insurance planning and business retirement planning. Ken loves helping his clients find the path from knowing their dreams to achieving



their dreams. If you would like more information about the services offered by Western Wealth Management give Ken a call at 970.442.0358 or stop by his office at 3710 Main Avenue, Suite 103 .

Keep the dollars flowing in La Plata County

THIS HOLIDAY SEASON

PERFECT HOLIDAY GIFT CARD!

Any increment (\$25 minimum, \$500 max)

Available at the Chamber of Commerce in Santa Rita Park

CALL 247.8312 TO ORDER YOURS IN ADVANCE

employee bonuses • teachers • coaches • birthdays



Thanks for looking local first.



DECEMBER CALENDAR

Dec. 2nd	Tuesday Talk - Coffee at Carver's	7:45am	@ Carver's Brewing Co.
Dec. 4th	Diplomat Christmas Party	6pm	@ Wild Horse Salon
Dec. 6th	YPOD Holiday Party	7pm	@ Powerhouse Science Center
Dec. 9th	YPOD Lunches with Leaders	11:30am	@ The Ore House Restaurant
Dec. 11th	Business After Hours	5-7pm	@ First National Bank of Durango
Dec. 25th	HAPPY HOLIDAY - CHAMBER OFFICES CLOSED		

By Malia Durban

Malaika Mestas - Smart Enterprises

Twenty years ago, Malaika Mestas' parents purchased a glass company. They added other services and today, Smart Enterprises is a full service glass shop offering auto, residential and commercial glass products that include windows and doors, showers, mirrors and sunrooms.

They do the fabrication and installation for all the products, plus retractable awnings, solar screens and pergola's. Wikipedia explains - A pergola or arbor, is a garden feature forming a shaded walkway, passageway, or sitting area of vertical posts or pillars that usually support cross-beams and a sturdy open lattice, often upon which woody vines are trained. While most pergolas are wood, Malaika explains, "Ours are made of aluminum, not wood, so they stand up to the elements here. They are a great way to create an outdoor living space."

All of that is only the tip of the iceberg. They also have a full line of hot tubs, wood stoves, fireplaces and a complete picture framing section. "Our business is not really seasonal - we sell all the products all year long," she explains. "We have products to enhance your home and so many aspects of your life - from a beautiful sunroom, to a billiards table and fireplace for the family room, to creating an outdoor living space with a pergola and hot tub!"

Smart Enterprises has nine full-time employees. The majority have been there for fifteen years or more. "We have a great

group of wonderful people who enjoy what they do. We believe strongly in customer service and in finding the right product for the right person and for the right budget."

The on-going training ensures that all the installers are certified and the work is completed to the customers satisfaction.

The family business gives back to the community in many ways. Mestas, who is a Durango High graduate, has three children, ages 14, 12 and 10 in school, "So, school fundraisers and athletic causes usually get donations." They have given financial contributions or gift certificates to St. Columba School, Liberty School, Durango Montessori and River House Preschool - since she was on the Board. Other donations include Durango High baseball, the Humane Society and Habitat for Humanity.

Stop in on the busy corner where the Train Tracks cross Main and experience the personalized attention from the staff and tempt yourself with something new for your home.



Farnsworth Group - A Full Service Firm



"client-first" firm that was ranked #213 in 2014 among the Top 500 Design Firms by Engineering News Record.

Markets they serve include: education, healthcare, recreation, municipalities, federal, commercial, libraries, museums, worship, higher education and oil and gas. The staff of engineers, architects, surveyors, scientists, technicians and support personnel provide a full range of services in civil, environmental, transportation, mechanical, electrical, structural and municipal engineering; architecture; and surveying.

Jeff Redfern is one of 400 hundred employees who work for the Farnsworth Group. The nationwide firm was founded in 1890 in Bloomington, IL. Redfern, Senior Project Surveyor, manages the Durango office for the Engineering and Architectural firm. They pride themselves on being a

They facilitate projects including development, asset management, interior design, stormwater management and wastewater system engineering as well as landscape architecture and LEED consulting. The firm is focused on creating and enhancing all aspects of the urban environment by applying the latest in science and technology to discover the best solutions for each project.

The main client for the Durango office is the Colorado Department of Transportation, CDOT. They provide engineering support for CDOT, in design the mapping to determine where to put new roads and bridges.

Redfern attended Fort Lewis College, then Colorado State University at Pueblo and has been a Professional Land Surveyor since 1991. He has lived in Durango for 24 years and opened the Farnsworth office here in 2012.

When he was recruited to open the office, he attended the Boot Camp classes offered by the Chamber. He attends After Hours Mixers when he can and thinks, "The Chamber is a wonderful support for the community."

To learn more about projects and capabilities go to: www.f-w.com.

By Indiana Reed, BID Communications Coordinator



It's a Wondrous Winter!

Yes, we're still waiting for significant snow, but that doesn't mean that all of Durango isn't embracing a Wondrous Winter – the BID's marketing promotion to spur activity in town, encourage spending in the District and encourage locals and visitors alike to enjoy all that is Durango in the winter. More than 50 "wondrous" activities or events are part of the Wondrous Winter celebration.

Wondrous Winter officially kicked off on Friday, Nov. 28, with the Singing With Santa caroling procession on Main and holiday tree lighting. The giant 100-ft. spruce at the corner of Main and 12th St. has become a landmark during Durango's holiday season, and its lighting marked the beginning of the traditional holiday season. It's a sight not to miss, so make sure to drive by after dark, or better walk to the park to really savor the beauty.

The BID sends special thanks out to **First National Bank of Durango, Eagle Crane, Durango Motor Company, Durango Electrical Services, La Plata Electric Association, Durango Chamber of Commerce, Durango Diplomats, Directory Plus, McDonald's, Lost Dog Bar and Lounge, Prairie Fire Percherons, City of Durango, La Plata County Mounted Patrol, and Durango Party Rental.** – all of which helped make Singing With Santa a success.

Perhaps the most visible (and most popular) event under the umbrella of Wondrous Winter, is Noel Night, this year slated for Friday, Dec. 5. Noel "Night" is actually all day, 10 a.m.-9 p.m., and it's proven over the years to be the largest, single shopping day/evening of the year – as well as a social event!

Organized by Local First, the non-profit entity that encourages local sustainability, Noel Night planners have organized nearly 100 Downtown merchants to offer sales, specials or drawings throughout the day, extend their evening hours and include "something special" for shoppers who come Downtown. Entertainment will be

scattered about, and city street parking will be free throughout the day/evening.

To further help stimulate local shopping, 40 Downtown merchants are offering Wondrous Winter gift drawings worth a total of approximately \$3,000. Participating merchants are listed on the BID's website (www.downtowndurango.org). The prize drawings will be held sometime during the week after the holidays. Winners will be notified by phone.

Merchants are also helping to ensure that our Downtown is visually wondrous with the annual Window Decorating Contest sponsored by the BID. Representatives of the BID will select the winners on Noel Night, and the top 10 will receive \$50 gift certificates to local restaurants for their efforts. Since the District includes N. Main, the Window Decorating competition stretches well up into Uptown. These businesses are also eligible for the contest.

Wondrous Winter continues through the end of February. The BID promotes all events with posters, flyers and radio commercials. For further information, including a list of all Wondrous Winter events and stores participating in the gift drawing, visit The BID website, www.downtowndurango.org/wondrous-winter.

Have you registered for FREE Parking?

Remember to register for FREE parking in Downtown Durango. The BID is giving away 80 parking "smart cards" each loaded with \$20. The 41 participating entities taking registrations will draw all winners on Monday, Dec. 8 and notify winners by phone.

Be sure, while you're shopping Downtown on Noel Night, to look for the FREE Parking boxes in various stores and register. No limit to the number of times you enter. Hit all 41 locations. The list of participating entities is at www.downtowndurango.org/parking.

BID Coffee & Conversation

Join the BID for a festive holiday celebration at the upcoming BID Coffee & Conversation on Friday, Dec. 12, 8:30-9:30 a.m. at the City Council Chambers. Plus the winners of the Window Decorating Contest will be announced! All community members are welcome.

www.DowntownDurango.org

The Durango Business Improvement District was formed in 1997 with a goal and mission to support businesses within the District 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 and Durango Area Tourism Office. BID Board members are Karen Barger, presiding officer; Bob Allen, Rod Barker, Antonia Clark and John Wells.

WHY NOT FOCUS ON YOUR BUSINESS NEXT YEAR, NOT YOUR PAYROLL?



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or jessiec@payrolldept.biz



**WE'VE CREATED
A MONTH FULL OF**



FOR THE HOLIDAYS.

**JOIN US FOR 31 DAYS OF MERRY!
OVER \$90,000 IN CASH & PRIZES
FOR THE HOLIDAYS.**



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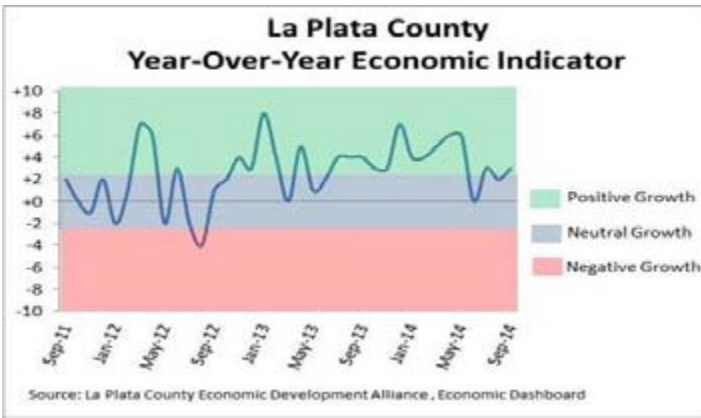


Pioneer Spirit. Business Smart.

October 2014 Economic Indicators

Employment Trends

October 2014	County	State	Nationwide
Unemployment Rate	2.8%	3.7%	5.8%
Unemployed	911	105,000	8,995,000
Employed	31,531	2,713,200	147,283,000
Total Labor Force	32,442	2,818,200	156,278,000



Building Permits La Plata County

October	Single Family	Multi-Family	Commercial
Totals			
2014	22	0	1
Valuation	\$4,959,000	\$0	\$150,000
2013	7	0	0
Valuation	\$3,565,000	\$0	\$0
2012	7	0	2
Valuation	\$2,487,000	\$0	\$1,600,000

Enplanements La Plata County Airport

October	Total Month	% Change Month	% Change YTD
2014	19,406	11.9%	-1.1%
2013	17,347	-5.5%	7.5%
2012	18,347	10.1%	5.0%
2011	16,670	5.4%	5.5%

Did you know... According to CDOT, the Durango La Plata County airport contributes almost \$300 million per year to our regional economy and helps support over 2,600 jobs? This impact is generated by employees who work at the airport and for the airport, as well as the dollars spent here by tourists, second homeowners, and businesses. For more information on the economic contribution of DRO to our region, contact the Alliance at 970-259-1700 or info@yeslpc.com.

Sales Tax Collections

October 2014	% of Total	Current YTD	% of Total
Central Business District			
\$653,569	33%	\$5,817,706	33%
\$239,827	12%	\$2,174,890	12%
\$771,003	39%	\$7,338,509	41%
\$329,793	16%	\$2,567,492	14%
Total	100%	\$17,898,597	100%

Above totals do not include dollars paid as a result of penalties and interest on delinquent sales tax, or dollars paid by miscellaneous one-time vendors. Percentages may be affected by rounding. The City implemented an additional 1/2 cent tax increase effective July 1, 2005. Source: www.durangogov.org

Real Estate Market 3rd quarter Jul-Sep 2014

	2014	2013	2012
Homes In-Town Durango			
Median Price	\$378,000	\$382,500	\$340,000
Number Sold	58	54	48
Homes In-Town Bayfield			
Median Price	\$252,500	\$265,000	\$223,800
Number Sold	14	19	14
Home In-Town Ignacio			
Median Price	\$227,000	\$0	\$0
Number Sold	2	0	0
Country Homes Combined			
Median Price	\$353,750	\$315,000	\$339,000
Number Sold	148	147	123
Commercial Business Opportunities			
Median Price	\$0	\$20,000	\$0
Number Sold	0	1	0
Commercial Land			
Median Price	\$127,630	\$1,125,000	\$137,500
Number Sold	8	1	1
Commercial Multi-Family			
Median Price	\$627,000	\$450,000	\$329,000
Number Sold	1	1	3

Source: Durango Area Association of Realtors



Want to help your business soar?



Advertise in the 2015 Durango Chamber of Commerce Membership Directory!

1,500 copies of the 2015 Durango Chamber of Commerce Membership Directory are printed & distributed

- ✓ Mailed to all the chamber members (even outside of the Durango area)
- ✓ Included in relocation packets
- ✓ Available for pick-up at the Chamber office

Space reservation deadline is January 30, don't delay!



PUBLISHED & PRINTED LOCALLY!

	Ad Size	B&W	Color
Full Page- Back Cover *	5" w x 7.75" h		\$750
Full Page- Inside Back Cover *	5" w x 7.75" h		\$550
Full Page- Inside Front Cover *	5" w x 7.75" h		\$550
Full Page- Page One *	5" w x 7.75" h		\$550
Full Page- Page Two * (opposite Advertiser Index)	5" w x 7.75" h		\$385
Full Page- Page Four * (opposite Chamber board & staff listing)	5" w x 7.75" h		\$385
Full Page- Last Page *	5" w x 7.75" h		\$385
Full Page	5" w x 7.75" h	\$150	\$275
Half Page	5" w x 3.75" h	\$100	\$175
Quarter Page	5" w x 1.75" h	\$75	\$125
Additional Category Listings (up to 5)		\$25 each	
Bold Text & Logo In-Column (up to 5)	Category Listing only	\$30 each	
Business Card Magnet on Cover *	3.5" w x 2" h		\$1,000
Card Inserted into Directory * NEW!	4.25" h x 6" w		\$750
Brochure Inserted into Directory * NEW!	4" w x 8" h (4 panels)		\$1,250
Ad Design AVAILABLE	all sizes	\$75	\$75

PREMIUM POSITIONS

February 6
Ad Materials Deadline

April 10
Directory Published & Mailed

Lisa Mackey
lisamackey@bresnan.net
247-3004

Kermitt Barrett
kermitt@toschandassociates.com
247-4168

*Only one space available, first come, first served.





FIRST NATIONAL BANK OF DURANGO

(259 WEST 9th ST.) *to host*

DECEMBER BUSINESS

❖ *after* HOURS ❖



Thursday, DECEMBER 11TH, 5-7PM

\$7 CHAMBER MEMBERS & GUESTS

Enjoy a special holiday menu from the Strater Catering & Events and holiday cheer from Durango Liquor & Wine Co. Come learn how you can join us in the Spirit of Giving. Be sure to bring a business card to register for the fabulous door-prizes!

