the chamber connection

DURANGO CHAMBER of COMMERCE

JANUARY 2018

DURANGO ROCKS! ON JANUARY 18TH

Find out *"who rocks Durango"* at the Durango Chamber of Commerce Annual Awards Event on Thursday, January 18th at the Community Concert Hall at Fort Lewis College. If you haven't already purchased your tickets, you only have a few days left to get them!

Make plans to attend and show your support for all the great finalists. Bring your staff, family and friends, as this "feel good event" will make you proud to call this community your home!

To Purchase Tickets:

- Call the Chamber 247.0312 or stop by offices located at 1199 Main Avenue, Suite 217
- Visit the Chamber website www.durangobusiness.org
- Community Concert Hall: 970.247.7657 www.durangoconcerts.com
- Welcome Center Ticket Office: 802 Main Ave.

Meet our Finalists

BUSINESS OF THE YEAR
Bank of Colorado
Durango Motor Company
Rochester Hotel

SMALL BUSINESS OF THE YEAR
Four Corners Broadcasting
Hair Fusion
Squeegee Monkey

NON PROFIT OF THE YEAR
Know Your Dough
Southwestern Colorado Area Health Education Center
The Garden Project of SW Colorado

"ED MORLAN" ENTREPRENEUR OF THE YEAR
Tracie Holcomb - Crossfit Catacombs
Kelly MacNiven - Kelly Miranda Photography
Jasper Welch - Durangospace

"BILL MASHAW" VOLUNTEER OF THE YEAR
Pat Barrett
Trish Pegram
Joe Perino

SPIRIT OF DURANGO
El Moro Spirits And Tavern
Pura Vida Natural Healthcare
Redmond Classic Tours

Other awards to be presented include: Citizen of the Year, Morley Ballantine Award, Leadership La Plata Barbara Conrad Award, Young Professional of the Year and Diplomat of the Year.

1st SouthWest Bank — DEDICATED TO THE DOERS OF RURAL COLORADO
Durango Motor Co. — FORD · LINCOLN · TOYOTA · KIA
1ST FIRST NATIONAL BANK OF DURANGO — Member FDIC
LPEA — La Plata Electric Association, Inc. — A Touchstone Energy® Cooperative
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Fort Lewis College

2 NEWS & EVENTS & CALENDAR
3 NEWS & EVENTS
4 NEWS & EVENTS & WENDY MOST INSURANCE
5 BOARD OF DIRECTORS
6 RIBBON CUTTINGS
7 LEADERSHIP LA PLATA
8 PHOTO GALLERY
9 NEW & RENEWED MEMBERS
10 BUSINESS CONNECTION
11 DURANGO ROCKS
12 LUNCH & LEARN
13 BUSINESS AFTER HOURS

NEWS & EVENTS

Lunch & Learn Thank You

Thank you to Ben Frihauf with Ben Frihauf Farmers Insurance for a very informative Lunch & Learn presentation on "What Do You Have To Lose?" Ben shared information every business owner should know about insurance and how it can save you from disaster! If you would like to find out more information about this topic or any insurance needs visit **www.doyouknowben.com** or call 970.247.1292 or stop by his office located at 1911 Main Street, Suite 110.

Coffee @ Carver's

Join us at 7:45am on

Tuesday January 2nd

Topic: **"What are your New Year's resolutions, and how do you plan to keep them?"**

Click Now to Register

Tuesday Talk — Coffee at Carver's

Complimentary coffee provided by Carver Brewing Co.

Durango Carver Brewing Co. Colorado

SNOWDOWN

BUSINESS *after* HOURS

IT'S A "BLACK TIE AFFAIR"

WEDNESDAY, JAN 31st

5 – 7PM

DoubleTree Hotel

Hosted by:

Four Corners Broadcasting

$10 Chamber Members & Guests

DoubleTree by Hilton Durango

Four Corners Broadcasting LLC — KIQX • KIUP • KKDC • KRSJ — 101.3FM 930AM 93.3FM 100.5FM

A&L Coors

Remember to ...

Buy Durango!

January Calendar

JAN 1st	New Year's Day	----------	Chamber Offices Closed
JAN 2nd	Coffee At Carver's	7:45 am	Carver Brewing
JAN 4th	Diplomat Meeting	5:15 pm	Keller Williams
JAN 9th	YPOD Lunches with Leaders	11:30 am	Ore House
JAN 11th	LLP Steering Committee	5:00 pm	The Wells Group
JAN 18th	Durango Rocks!	5:30 pm	Community Concert Hall @ FLC
JAN 24th	Lunch & Learn	12 noon	First National Bank of Durango
JAN 31th	Snowdown Business Ater Hours	5:00 pm	DoubleTree Hotel

Chamber Unveils New Building Plans

The Durango Chamber of Commerce is excited to unveil its plans for a new building to be located at 2301 Main Avenue in Brookside Park. The Chamber sold its building in Santa Rita Park to the City of Durango in late spring, to accommodate the construction of the sewer treatment plan. The Chamber is temporarily housed in the Bank of Colorado building located at 1199 Main Avenue in Suite 217 while plans are underway for the new building. According to Jack Llewellyn, Chamber Executive Director, the new building will enhance the plans to upgrade North Main and will provide staff offices, a Board Room and a small area for brochures. A Capital Campaign is underway to raise money for the new facility.

Chamber Building 1960s -1985

Chamber Announces Artwork for 2018

The Durango Chamber of Commerce recently unveiled the artwork for its 2018 Membership Plaque. Photographer, Kathy Myrick, submitted her photograph "Music in the Mountains" to the Durango Arts Center Annual Members' Environmental Exhibit and was selected the winner from numerous entries. Beginning in 2007 the Chamber has selected artwork from this exhibit and each renewing Chamber member has received a signed and numbered print.

NEWS & EVENTS

Sponsored by FIRST NATIONAL BANK OF DURANGO Member FDIC

January Lunch & Learn
Wednesday, January 24th, 2018 | 12 Noon

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

"Reap What You S.E.W."

***Presented by* Don Roberts, with Fitness Solutions 24/7**

Please join us on Wednesday, January 24th as we kick off our 2018 Lunch & Learn series with a healthy start! **Don Roberts**, owner of **Fitness Solutions 24/7** will give us an in-depth look at what three factors are responsible for fat loss, muscle gain, mental clarity and overall health. So if you're wondering how you are going to make those New Year's Resolutions stick – this might just be the ticket to your success!

click to register

Lunch & Learn will be held **Wednesday, January 24th** at **12 Noon** at **First National Bank of Durango**. The cost is only $10 for Chamber Members and $20 for non-members and includes a delicious lunch catered by **Hot Tomatoes.** RESERVATIONS ARE REQUIRED, so please use our convenient online registration at **www.durangobusiness.org** or call 970.247.0312. No shows and cancellations after January 19th will be invoiced. Please remember to use street parking and reserve the parking lot for bank customers.

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Sky Ute Casino & Resort

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Tara Kiene
Leadership La Plata Representative
Community Connections

Diana Murray
Diplomat Representative
ASAP Accounting & Payroll

Zeb Smith
YPOD Representative
Ascent Accounting

2018 Durango Chamber of Commerce Staff

Jack Llewellyn, Executive Director
Rita Simon, Chamber Manager
Peggy McCulloch, Office Assistant
Jennifer Dickens, Communications Coordinator

1199 Main Avenue, Suite 217, Durango, CO
970.247.0312 | Fax 970.385.7884
www.durangobusiness.org
chamber@durangobusiness.org

RIBBON CUTTINGS

Fairway Independent Mortgage

The Durango Diplomats celebrated the grand opening of Fairway Independent Mortgage with a ribbon cutting ceremony on December 5th. Fellow Diplomats, Nick Johnson and Christal Dye, launched the Fairway Independent Mortgage Durango office officially on October 1, 2017. Conveniently located at 170 E. 12th Street, Suite 10, Nick and Christal are excited to provide hometown service with extremely competitive rates and numerous loan programs. Their goal is to keep the loan process as simple as possible with accurate guidance throughout the entire process, from application to closing and beyond. They can close a loan, at times, in as little as 10 days. For more information about Fairway Independent Mortgage visit **https://www.fairwayindependentmc.com/locations/colorado/durango** or give them a call at 970.403.4946.

Peak Physical Therapy

The Durango Diplomats hosted a Ribbon Cutting Ceremony for Peak Physical Therapy on December 7th. Owner Stephanie Roberts and her staff were celebrating five years in business at their 129 CR 250 location. Stephanie appreciates the support and collaboration she receives from local businesses and loves the small town atmosphere that Durango offers. At Peak Physical Therapy they want their patients to be heard and not herded. They believe in giving each patient one-on-one direct therapy care throughout their entire treatment session, along with very individualized treatment programs. Stephanie's caring personality and sense of humor helps put her patients at ease. If you would like to learn more about Peak Physical Therapy visit **www.peakptdurango.com** or give them a call at 970.259.9366.

Leadership La Plata
DURANGO CHAMBER of COMMERCE

THE LEADERSHIP LINE
News & Events

5 Reasons to Apply for Leadership La Plata in 2018

With the start of 2018, many are considering New Year resolutions: eat better, lose weight, spend more time with family. But have you considered resolutions like building skills to improve your professional or personal role, giving back to the community or finding your purpose? If these interest you, Leadership La Plata may be a great tool toward this achievement. Here are five reasons why participating in LLP will benefit you, your employer and your personal life in 2018.

1. **IDENTIFY TOOLS TO WORK AND LIVE WITH DIFFERENT PERSONALITIES** From the social style assessment, to on-going self-reflection and interaction with classmates you will gain insight to the types of leaders you find in your professional and personal lives.

2. **FIND YOUR BEST WAY TO GIVE BACK** Find a way to give back that's connected to your interests, fits your schedule and matters to you. LLP provides space and resources to learn about the many volunteer opportunities La Plata County has to offer that will leave you with a sense of accomplishment and connection.

3. **LEARN ABOUT OUR COMMUNITY'S DIVERSITY** Most everyone has a routine with people they spend time with, places they go and activities they participate in. With the help of guest speakers, class members and challenging conversations or assignments, seeing the "other side" of our community can be eye-opening through explanation and compassion. We are Leadership LA PLATA COUNTY and strive to find representation of different viewpoints, cultures, passions and purpose.

4. **BUILD A COHORT OF LOCAL PROFESSIONALS THAT YOU CAN TRUST AND RELY ON** Your class will spend a considerable amount of time having meaningful conversations that aren't found to happen at the dinner table or in staff meetings. These vulnerable opportunities provide the classes a chance to find strengths through one another; that often result in trustworthy relationships.

5. **THERE'S NEVER A "BETTER YEAR" TO DO IT** Work-Life balance often gets in the way of many opportunities. If you weren't "balancing" you'd say yes to almost everything! Yet, if you find yourself in a place unable to balance or can never find the right year to apply; it's safe to say that this year is just as good as any!

Walk the Talk

Many Leadership La Plata alumni have found their passion for community and leadership awakened by the resources and relationships they encountered. LLP Class of 2008-2009 alum, Janet Mosher, applied for the program after being encouraged to do so by a mentor. "I learned more about my community, made connections with organizations I was keen to be involved with, and found my avenue to give back after graduation." said Mosher. Even more, Mosher described " Kerry Siggins, StoneAge CEO and fellow LLP classmate, and I remained friends, and two years later, I had the opportunity to join the StoneAge team—talk about life changing!"

December Class
GOVERNMENT

Thank you to our December class sponsor!

Alpine Bank
Member FDIC

New Month New Ideas

"*Tribal Leadership* is an excellent book for anyone who manages people. It's an easy read and has lots of great information about how groups of people work."
- Mark Thompson, Class of 2011-2012

PHOTO GALLERY

Business After Hours Thank You

Thank you to Blair and Walter Matlock owners of Matlock Furniture & Mattress Store for hosting a great December Business After Hours on Friday, December 8th. Everyone enjoyed checking out all the beautiful furniture along with some great food, drinks and door prizes. If you would like more information about Matlock Furniture & Mattress Store stop by their showroom located at 489 S. Camino del Rio or visit **www.matlockfurniture.com** or give them a call at 970.422.8015.

Total Members: 794

NEW MEMBERS

Early Childhood Council of La Plata County
Heather Hawk
130 Rockpoint Drive
Durango, CO 81301
(970) 247-0760
https://www.ecclaplata.org
Non-Profit

Eben Harrell
24 B Coalbank Dr
Durango, CO 81301
(857) 919-8906
Individuals

Fairway Independent Mortgage
Christal Dye
170 E 12th St, STE 10
Durango, CO 81301
(970) 287-1450
http://www.FairwayMortgageDurango.com
Mortgage Companies

McMillan Capital Management Group
Jaime McMillan
101 W 11th St
Durango, CO 81301
(970) 403-4686
http://www.mcmillancapital.com
Financial Services/Planning

Nicole Vette
1099 Main Ave #315
Durango, CO 81301
(970) 259-1211
Individuals

PSTM Architecture and Planning Inc.
Paul Glenn
473 E 3rd Ave
Durango, CO 81301
(815) 382-3737
Architects/Architectural Support

Vernon Aviation
Natalie Riley
1080 W. Navajo, Hangar 11
Farmington, NM 87401
(505) 564-9464
http://www.vernonaviation.com
Airlines/Air Charters

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Accents Plus
Allison Ragsdale Photography
Basin Coop, Inc.
Best Cleaning & Disaster Restoration Services, Inc
Brennan Oil
Built To Last Automotive LLC
Carol Salomon
Coldwell Banker
Community Connections, Inc.
Cooper's Cabins
CrossFit Catacombs
Cumbres & Toltec Scenic RR
Durango High Noon Rotary
Durango Insurance Professionals
Durango School District 9-R
Empowered Energy
Farnsworth Group, Inc.
Fitness Solutions 24/7
Fox Fire Farms
Griego's N Main/Taco House
Holiday Inn & Suites - Durango
Horizon Properties of Durango
Key Light Electrical, LLC
Kosh Solutions
KSUT Public Radio
Legacy Properties West Sotheby's International Realty
Mark Schwantes
Mile High Plumbing, Inc.
Oak Family Dentistry
Olde Tymer's Cafe
Ore House Restaurant
Pagosa Nordic Club
Peaks & Tides
PRO Build
Sarah Taylor
Sorrel Sky Gallery
Southwestern Colorado Area Health Education Center
Star Liquors
SW Colorado Workforce Center
The Blind Guy Durango
The Mac Ranch
The San Juan Angler
United Way of SW Colorado
Vacation Accommodations of Durango

A Smile by Design • Daniella Phillis

written by Sara Lynn (Kuntz) Valentine

Dr. Daniella Phillis (usually called Dani), a board certified orthodontist and owner of A Smile by Design, relocated to Durango from New Hampshire a little over a year ago. "My husband had always wanted to live in Colorado," Dani says. "We were ready for a new adventure so we started looking all over the state. When we learned that this practice was for sale we came out for a visit." They immediately set the wheels in motion for a move. Dani took over the practice on December 1, 2016.

"I currently have patients from seven to late seventies; there is really no age limit in orthodontics. It's never too late to deal with an issue that may have bothered you your whole life - or to correct lapses that occurred because you didn't wear your retainer after you got your braces off years ago! The most common story I hear from adults seeking re-treatment is 'I had braces - but nobody told me how important it was to wear my retainer!' There's so much we can do now. My orthodontic practice focuses on comprehensive treatment correcting tooth alignment and orthopedic jaw function, and includes early intervention therapy, limited treatment, traditional braces, ceramic brackets, space management for implants/restorative work, retainers and night-guards. I also am an Invisalign Provider - which is a newer, clear aligner treatment, and a great alternative to braces."

Smile By Design sees patients at four locations - Durango, Cortez, Bayfield, and Pagosa Springs. Everything from charts to radiographs (x-rays) is digital. Even impressions are digital - no more goopy trays! Dani offers new patients a complimentary appointment which includes photos and panoramic X-rays. Treatment options are provided at that appointment. Learn more about Dani's practice at **www.asmile-bydesign.com** or call 970.247.5874.

"It is great to be in Durango!" Dani says. "We like skiing and have hiked a lot - and we want to get a mountain dog. I do participate in Chamber events. The ones I've attended this year have been great. It's been a very busy first year and I'm hoping to get even more involved this next year."

Daniella and her dad won't be the only dental professionals in the family for long. Her younger sister is in her orthodontist residency, and her younger brother is in dental school.

P 4 Consulting • Ellen Babers

written by Sara Lynn (Kuntz) Valentine

Ellen's circuitous path to Durango began in 1984 at the prestigious Nantahala Outdoor Center in North Carolina where she worked as a whitewater raft guide and instructor alongside world renowned C-1 and kayaker Kent Ford. Ellen also met Betsey Upchurch at Nantahala, where they developed a corporate team building and leadership program. Along the way, a personal plea from Kent to help coordinate local races led Ellen into twenty-plus years of organizing sporting events, including five Olympic Games.

"My job at the Olympics was to hire and train venue managers, and to coordinate stakeholders, all of whom had competing interests," notes Ellen. "For example, in Greece our department (spectator services) hired 200 managers, who had to coordinate planning with 18 other departments. We also trained them to manage 3,000 supervisors who then led 10,000 volunteers. I became very good at managing lots of moving parts and diverse personalities!"

Kent moved to Durango in the early 1990s. In 2000 he invited Ellen to town to work on a whitewater instructional video. That summer she met the man who is now her husband, Michael Ellis. Michael joined her on the Olympic trail for the next few years. They returned to Durango in 2010 to live full-time.

In 2011, Betsey, who had become a successful leadership consultant for global companies, teamed up with Ellen to create P4 Consulting. Their mission is to support organizations that want to be a positive force in the world, that want to grow, innovate, care for people and create wealth. P4 focuses on developing effective leaders and building sustainable cultures.

"We train leaders to effectively manage people so that the work atmosphere is productive and encourages each person to do his or her best work" explains Ellen. "Clear communication, delegation, emotional intelligence, problem solving – these are foundational skills, but they are also the difference between a thriving team and one where people avoid each other in the hallway."

"Durango is a great place to do business," says Ellen. "The Chamber has been an excellent resource and support for us."

Learn more about P4 and their local Professional Development Program for Managers at **www.P4consult.com**. You can speak with Ellen at 970.459.1160.

DURANGO ROCKS AWARDS EVENT

THURSDAY • JANUARY 18, 2018

COMMUNITY CONCERT HALL AT FLC

RECEPTION 5:30 ~ 6:30PM | AWARDS 6:30PM

CLICK HERE TO PURCHASE YOUR TICKETS

TICKETS ON SALE AT:

DURANGO CHAMBER OF COMMERCE 247.0312

1199 MAIN AVE. STE 217 • BANK OF COLORADO BLDG.

CONCERT HALL TICKET OFFICE 247.7657

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Reap what YOU S.E.W.

3 Factors ARE RESPONSIBLE FOR FAT LOSS MUSCLE GAIN MENTAL CLARITY & OVERALL HEALTH

FITNESS Solutions LLC
24 7
Durango, Colorado

presented by **Don Roberts**
owner **Fitness Solutions 24/7**

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JANUARY LUNCH & LEARN

January 24th • 12 Noon
First National Bank of Durango
259 W. 9th Street
$10 Chamber Members
$20 Non-Members
includes a delicious lunch catered by HOT TOMATOES

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or **970.247.0312**

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Click Here to Register

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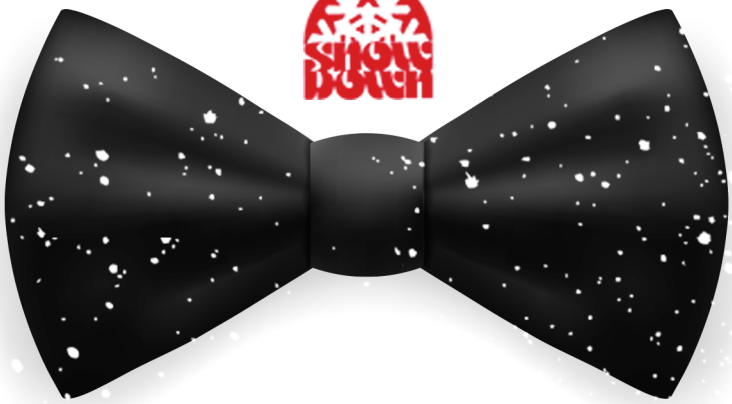
DURANGO CHAMBER of COMMERCE

DOUBLETREE BY HILTON DURANGO



SNOWDOWN AFTER BUSINESS HOURS

5 TO 7 PM

WEDNESDAY
JANUARY 31ST

FOOD • DRINKS • PRIZES

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