the chamber connection

DURANGO CHAMBER of COMMERCE

100th YEAR Anniversary

MARCH 2016

TECH-KNOWLEDGE 2016 CONFERENCE

NASA Engineer Christopher Hansen to speak at Technology Conference

Have you wondered how a mobile presence could enhance your business? Is your head in the clouds over Cloud Technology? Is your Facebook page really working for you? These questions and many more will be answered at the 2016 Tech-Knowledge Conference scheduled for Wednesday, March 16th at the DoubleTree Hotel. Highlighting the day will be our keynote speaker, NASA Engineer, Christopher Hansen whose topic **"NASA Technology: Into the Future"** is sure to educate and entertain. So, whether you consider yourself a "geek" or a "technophobe" this conference has something for **YOU**!

If you haven't already registered there are still a few spaces left. To register *click here.*

This one day conference promises to explore technology trends that benefit your business today, tomorrow and into the future.

For a list of all our sessions please see our flyer on page 11

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FIRST NATIONAL BANK OF DURANGO Member FDIC

NEWS & EVENTS

March Lunch & Learn

Wednesday, March 23, 2016 | 12 Noon
First National Bank of Durango
How to Create Advertising That Sells More

presented by Nick Spence, *owner of* The Marketing Department.

The Marketing Department

Make plans to join us for our March 23rd Lunch & Learn presentation "How to Create Advertising That Sells More!" Presented by Nick Spence of the Marketing Department. The Marketing Department has been helping businesses sell more products and services for 26 years. Over that time, they have researched and tested learning that works! This presentation will share some of the things they have learned over the years. Nick Spence is the principal and creative director of the Marketing Department with more than 45 years experience in marketing and advertising.

Lunch & Learn will be held Wednesday, March 23rd at 12 Noon at FIRST NATIONAL BANK OF DURANGO (259 W. 9th Street).

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 and cancellations after March 18th will be invoiced. Please remember to use street parking and reserve the parking lot for bank customers.

Click to register:
www.durangobusiness.org
or call **247.0312**.

March Calendar

MAR 1st	Tuesday Talk Coffee @ Carver's	7:45 am	Carver Brewing Company
MAR 3rd	Diplomat Meeting	5:15 pm	Keller Williams
MAR 8th	YPOD Lunches with Leaders	11:30 am	The Ore House Restaurant
MAR 8th	LLP Steering Committee	4:00 pm	Alpine Bank
MAR 16th	Tech-Knowledge 2016 Conference	8:00 am	DoubleTree Hotel
MAR 23rd	Lunch & Learn	12 Noon	First National Bank of Durango
MAR 24th	Business After Hours	5-7 pm	StoneAge, Inc.

Chamber YOUniversity slated for April 7th

Are you taking advantage of your Chamber member benefits? Join us on Thursday, April 7th for our Chamber **YOU**niversity and learn about all the benefits the Chamber has to offer. This **FREE** event will take place 8:30 – 10am at the La Plata Electric Association Multi-Purpose Room.

All Chamber members (new and old) are invited to attend and learn how to utilize your member benefits to make the most of your membership investment. From **FREE** benefits such as job postings and coupons, Reference USA Data Mining sessions, radio show appearance and business facts announcements, there are many ways to utilize your membership at little or no cost. Learn how advertising in the Chamber newsletter, website and weekly Business Facts can also help you grow your business for just a small investment.

This event is **FREE** for all Chamber members, but reservations are required to reserve your seat. To RSVP use our convenient on-line registration at www.durangobusiness.org or call 970.247.0312. Coffee and light snacks will be provided.

Special thanks to La Plata Electric Association for providing the room.

Sponsored by 1st SouthWest Bank — We Can Help You Get There™

First Money Received!

Thank you John Wells and Jim Wotkyns for your 3-year financial commitment towards our building renovation. It's businesses like yours that make our community so great!

To learn more about our plans, to pledge, or to talk about possible naming rights, please feel free to contact Jack Llewellyn: jack@durangobusiness.org.

Lunch & Learn Thank You

Thank you to Donna Arment of The Computer Classroom for a very informative Lunch & Learn presentation on Value Proposition: Create the Products and Services Your Customers Want. If you would like to find out more about the services offered by **The Computer Classroom** visit **www.thecomputerclassroom.com** or give Donna a call at **970.946.8587**.

MARCH *Business After Hours*

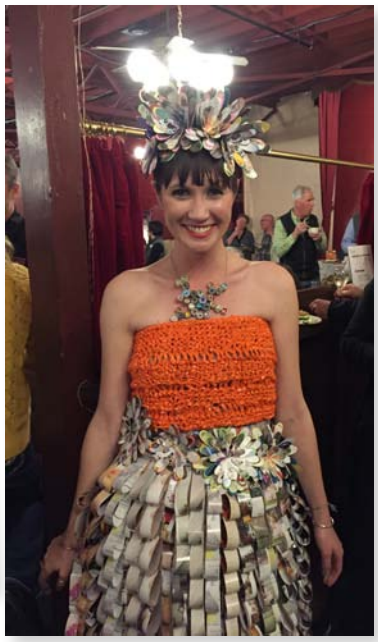
5-7 • THURSDAY MARCH 24TH

StoneAge, Inc.
466 Skylane Drive
Animas Air Park
$7 Chamber Members & Guests

Photo Gallery

Business After Hours Thank You

Thank you to the Strater Hotel for hosting a fabulous Business After Hours on February 18th. Rod Barker and his outstanding crew treated everyone to fabulous food, tours and of course door prizes! If you would like to learn more about the Strater Hotel visit www.strater.com.



RIBBON CUTTINGS

Sodo Wireless/Cricket Wireless

The Durango Diplomats celebrated the Grand Opening of SODO Wireless/ Cricket Wireless with a Ribbon Cutting ceremony on February 5th. Conveniently located at 1145 S. Camino del Rio (near Wal-Mart), manager Raymond Mullahan is excited about the new Durango office, which officially opened on February 6th. Cricket Wireless offers plans that are affordable for everyone with the taxes and fees all rolled into the plan. The 4 local employees are happy to explain how the prepaid wireless plans can work to save you money. Stop by and visit Raymond and his staff, check out this new business and welcome them to Durango!

PHD Advanced Nutrition

The Durango Diplomats were on hand for a Grand Opening Ribbon Cutting ceremony for PHD Advanced Nutrition on February 10th. Owner Dr. Ashley Lucas, focuses on assisting her clients with nutrition, advanced weight loss programs, enhancing sports performance and perioperative care for optimal surgical recovery. Providing an integrative approach with cognitive and behavioral therapy, Dr. Lucas offers customized meal plans, nutrition education and free accountability weigh-ins for maintenance.

Dr. Lucas loves the size of the community and the culture of the people that reside here.

Check out her new offices located at 1201 Main Avenue, Suite 104, or visit **www.phdadvancednutrition.com** to find out more about her services.

RIBBON CUTTINGS

Sculpture Hospitality Four Corners

The Durango Diplomats performed a Ribbon Cutting ceremony on Friday, February 19th for Sculpture Hospitality Four Corners. Owners Jan and Doug Elder purchased the business in September of 2015. Their business model provides businesses that serve liquor a weekly audit of its liquor inventory; weighing bottles and creating a report on what has been sold and what needs to be replaced and restocked. This service enables business owners to keep track of its supplies and train its bartenders to be more responsible in consistent liquor pours. They are currently the only company in Colorado providing this service. If you would like to find out more about Sculpture Hospitality Four Corners visit **www.sculpturehospitality.com** or give them a call at **970.903.9470**.

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Animas Water Co.
Blue Lake Ranch/Ridgewood Event Center
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Brainstorm Internet, Inc.
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City of Durango
Closets Plus, Inc.
Colorado Eagle LLC
Colvig Silver Camps
Dietz Market, Inc.
DoubleTree by Hilton Durango
Duranglers, Inc.
The Durango·Chef
Durango CoWest Insurance LLC
Durango KOA
Durango Soda Company, Inc.
Durango.com
Eagle Block Company
Ecographic Analysis, LLC
Far View Lodge ARAMARK/ Mesa Verde Co.
Four Corners Stoves and Spas
Fox Law Group, LLC
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Glacier Club
Grassburger
Grease Monkey & Car Wash
Heroes Home Advantage
Hillcrest Golf Shop & Club
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Horizon Properties of Durango
Intelligent Investment Management, LLP
Legacy Properties West Sotheby's International Realty
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The Mark Craig Agency Inc. Colo Farm Bureau
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Occasions Bridal Formal Tuxedo
Office Depot
The Payroll Department, Inc.
PJ's Gourmet Market
Pura Vida Natural Healthcare
Purgatory
Rapp Corral
Region 9 Economic Development District of SWCO
Regional Housing Alliance of La Plata County
Rejoyce Real Estate Company
Reliable Power Consultants
River Liquors
Rivergate Pharmacy & Compounding Center
The Rock Lounge
Scenic Aperture
Sorrel Sky Gallery
State Farm Insurance/ Denise Elliott
Sunnyside Meats, Inc.
Sunrise Physical Therapy, LLC
Tall Spruce House
Three Peaks Deli and Grill
Three Springs
Tosch & Associates
TRAVELHOST Magazine of Four Corners
Vaughn Johnson DDS MS Orthodontics
Wagon Wheel Liquors
Waste Management of Colorado
Wells Fargo Bank
Wild Horse Saloon, LLC
WolfDirect, LLC

Join the Dollar-A-Day Club

100th Anniversary
the chamber
DURANGO CHAMBER of COMMERCE

Imagine if we could get all 831 Chamber members to contribute a DOLLAR-A-DAY for 100 days. In just 100 days we could potentially raise $83,100. Help us raise money for your Chamber Building Expansion/Remodel. Every Dollar Counts.

Click here to donate

If you would like more information on how you can be a part of the Durango Chamber of Commerce Capital Campaign, contact Jack Llewellyn: jack@durangobusiness.org or call 970.247.0312.

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LeadershipLaPlata DURANGO CHAMBER of COMMERCE
thediplomats DURANGO CHAMBER of COMMERCE

(And the Board of Directors says you can contribute all at once to make it easy!)

www.durangobusiness.org

NEW MEMBERS

Animas Alano Club, Inc.
Gary Archic
PO Box 1076
Durango, CO 81302
(970) 749-9388
www.animasalanoclub.com
Human Services

Atlas Specific
Dr. Clayton Sullwold
1800 E 3rd Ave STE 108
Durango, CO 81301
(970) 259-6803
durangochiropractor.com
Chiropractors

The Computer Classroom
Donna Arment
PO Box 3224
Durango, CO 81302
(970) 946-8587
www.thecomputerclassroom.com
Computers-Consulting/Training/Service

Total Members: 831

Durango Discovery Map
David Moler
724 Main Ave
Durango, CO 81301
(970) 946-0269
www.durangomap.com
Advertising/Marketing Agencies/Direct Mail

Durango Learns
Dr. Barb
PO Box 163
Durango, CO 81302
Education, Schools & Colleges

Bonny Fetterman
Bonny Fetterman
475 CR 123
Hesperus, CO 81326
(720) 235-7043
Individuals

Pamela Hatten RN Med Spa
Pamela Hatten, RN
3600 Main Ave, Ste B
Durango, CO 81301
(970) 799-6999
Medical/Health Spa-Medical Massage Therapy

Sodo Wireless
Francisco Arciniega
1145 S Camino Del Rio, STE 120
Durango, CO 81303
(505) 301-5571
Telecommunications

Steve Parker
116 Blue Sky Ln
Durango, CO 81301
(970) 982-9551
Individuals

Summit Engineering
Eric Nelson
530 Main Ave, STE D-4
Durango, CO 81301
(970) 946-5147
http://www.summitengs.com/
Engineers

Trout Unlimited - Five Rivers Chapter
Ty Churchwell
1309 E 3rd Ave, Ste 109
Durango, CO 81301
(970) 259-5116
www.tu.org
Non-Profit

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, Shipps & Sheftel*
Mark Thompson, Leadership La Plata Representative
Phoenix Recycling
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

Earth Girls Goodies by Sara Lynn Kuntz

Earth Girls Goodies owners, Kirsten Gum and Emyrald Sinclaire, believe you are what you eat – which is why their products are made with top quality, GMO-free, gluten-free, dairy-free, organic vegan ingredients (including a number of super-foods), with as many as possible locally sourced.

"I became a vegan chef eight years ago," Kirsten explains. "Emyrald and I met each other five years ago in Arizona. I was catering a yoga retreat and Emyrald was teaching yoga and helping out in the kitchen. I had graduated from the Living Light Culinary Art Institute in northern California and after the retreat I returned to LA, where I taught, catered, and was a retreat chef. But I felt called to start a business somewhere less saturated with healthy alternative eateries than LA. I'd been in Durango years before and when I started researching the possibilities, I realized Durango was an ideal location. I got in touch with Emyrald and asked, 'Do you want to start this business with me?' "

Earth Girls Goodies has grown so fast they've had to move twice in two years. "It's been overwhelmingly great," Kirsten says. "We get lots of thank-yous. So many people come in with special dietary needs. Our mission is to help you reconnect— with your food, your body, your soul and this planet. Consuming delicious, creative raw food is the easiest and most direct way to connect consciously. It's the simplest form of accessible energy, plain and simple. Give it a chance and in no time you'll be experiencing its healing effects."

Earth Girls Eatery is not a bakery - but Kirsten acknowledges that their muffins put the eatery on the local map. The menu includes coffee, desserts, smoothies, rolls and wraps, grain and vegetable bowls, salads, falafel, baba ganoush and spreads from hummus and pesto to vegan pates. They put their own twist on healthy comfort foods for winter - soups and casseroles their customers love.

"The Chamber has been amazing," Kirsten says. "We joined as soon as we got to town. It's a great way to meet people. We go to the breakfast and after-hours events to network and reach out."

Kirsten and Emyrald offer generous helpings of hugs along with delicious food. Ask them about their Goodies Boxes!

1849 North Main • 247-1638 • www.earthgirlsgoodies.com

{re}Love Consign & Design

by Sara Lynn Kuntz

Julie Dunn Brown and Paige Schingen have co-owned and operated {re}Love Consign & Design since 2014, but they've known each other for a lifetime. Mom Julie, former owner of Steaming Bean Coffee Company, is an experienced business owner with a personable manner that makes customers feel warmly welcomed. Daughter Paige taps her interior design education and background to help customers find colors and styles that enhance their homes; she also handles graphics, website content and social media marketing.

Julie wanted to woo Paige, who was living in Wisconsin and working in a furniture and design business, back to Durango. Julie suggested they start a business selling gently used furniture and design accessories. Paige says, "I didn't think I would ever come back to Durango. But having the opportunity to own a business changed my mind. It's been great."

"{re}Love is located in what was once a mechanic's garage, " Julie says, gesturing to steel rings in the ceiling that once hoisted up the engines of misbehaving cars. "It was also a hydroponic tomato grow-room…" (she points out drains in the cement floor and closely spaced electrical outlets for lights) "…a thrift store, electrician's workshop, and former home of Fish Connection."

{re}Love is a win-win for customers and consignors. "We get fabulous things when people downsize or move," Julie says. "Unique items from Bavaria, Turkey, Korea, Indonesia and all over the world. Some brand-new items, still wrapped, and locally handcrafted furniture and art. That rustic little bench cluttering your garage might be someone else's treasure. Shabby chic and mid-century modern (1950s and 60s era) are popular. We take things one person no longer wants or needs and put them into the hands of someone who will relove them! We want also to relove our community. Consignors can support favorite causes without opening their wallets, by choosing a local nonprofit to receive funds from a sale. Board members and supporters can call to consign furniture they no longer want, designating their organization as beneficiary. We make it easy by picking up items they want to consign.

Julie's been a Chamber member since 1999, when she bought Steaming Bean. Paige joined as soon as she returned to Durango. "YPOD has been a great way to meet people," Paige says with a smile.

1301C Florida Rd (tucked behind J-Bo's, off Quasar) • 970-403-8711
www.reloveconsign.com

BUSINESS IN THE BID

By **Indiana Reed**,
BID Communications Coordinator

Historic downtown Durango Since 1881
DURANGO BUSINESS IMPROVEMENT DISTRICT

www.DowntownDurango.org

Business in the BID

More on the transient panhandling effort

The 2016 planning efforts to address and attempt to mitigate panhandling by transients in Downtown Durango are coming into focus. The BID is now seeking support of Downtown merchants and others to help ensure the success of its three-part plan.

As outlined last month, the 2016 plan to address panhandling will include a reprise of the "Make it Count! Durango Cares!" program; a new Downtown Ambassadors program; and a targeted Street Performers program. The time period focus will be April 1 through Labor Day weekend.

"Make it Count!" encourages visitors and locals alike to not give to panhandlers, rather give to local charities. Watch for the visual "branding" with the Make it Count! logo on marketing materials around town.

Plus, various merchants in Downtown (primarily those who cater to tourists) will take the extra step to feature Make it Count! "spare change" jars, again encouraging donations to local agencies who actually assist the homeless in need – Homeless Shelter, Manna Soup Kitchen and Durango Food Bank.

Hope is that hotels and restaurants will also work with the BID to spread the word, including a discreet handbill, placed with the check at a restaurant and with the hotel room key packet upon check-in. In simple and positive terms, it will explain what the BID is attempting to do to discourage panhandling and make our streets safe and picturesque.

With the Downtown Ambassadors, BID is partnering with the Chamber to counteract the negativity associated with the transient panhandlers by presenting a positive, friendly and welcoming presence in Downtown. A budget is in place to pay the part-time Ambassadors.

The planned schedule is 60 hours per week, Memorial Day weekend through Labor Day weekend, Thursday-Saturday (4-8 p.m.) and Sunday (1-5 p.m.). The BID is currently building a list of those interested in serving as Ambassadors.

The Street Performers program will launch its pilot effort in June, with the musicians or other performers (versed in the Make it Count! information) scheduled to entertain during high traffic periods in front of the Main Mall, at the Coldstone plaza and at the Railroad Depot. Performers will be paid by the BID, with any "tips" tossed into the proverbial guitar case to be given to the aforementioned agencies.

View the full proposed plan at **www.downtowndurango.org,** and email BID Executive Director Tim Walsworth, **timw@downtowndurango.org,** with comments and suggestions.

Welcome new BID board members!

Two real estate pros have been appointed by the Durango City Council to the BID Board of Directors. We welcome John Mahoney (Coldwell Banker) and Sebastian Hartley (Keller Williams). They join existing board members Bob Allen (Allen & Associates), David Moler (Durango Rivertrippers) and Kris Oyler (Steamworks/El Moro).

Gearing up for 4th of July

The BID is overseeing coordination of the full day of activities for Monday, July 4, 2016 – from the Fun Run and Pancake Breakfast and family-friendly activities at Buckley Park, to the Stars and Stripes Parade and Fireworks at dusk.

Individuals, businesses and organizations – participation in the Parade is free, plus sponsorship opportunities are available. Contact Tim Walsworth, **timw@downtowndurango.org** for parade and sponsorship information.

Coffee & Conversation

The BID Coffee & Conversation is Friday, Mar. 11, 8:30-9:30 a.m., in the new community room at the Downtown Branch of First National Bank of Durango.

The central topic will be the BID's up-coming, on-line Business Directory, including a sneak-peek at what the directory will look like for the end user. Businesses in attendance will also enjoy a "walk-through" of the data entry process.

All interested business people and community members are invited to attend. Enter First National Bank through the door facing Narrow Gauge.

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 ½ Main Ave., Suite 2, Durango.

TECH-KNOWLEDGE 2016

CONFERENCE

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DURANGO CHAMBER of COMMERCE

03.16.16 DOUBLETREE HOTEL
501 CAMINO DEL RIO

JOIN US FOR A DAY OF TECHNOLOGY INSPIRED, EDUCATIONAL SESSIONS.

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Chamber Members only - $45 (by February 29th)
Chamber Member $65 (March 1st) | Non-Members $95

REGISTRATION & CONTINENTAL BREAKFAST
8:00AM - 8:30AM

WELCOME & INTRODUCTIONS
8:30AM - 9:00AM

SESSION 1
9:15AM - 10:05AM

WEBSITES IN 2016 (module 1) TRENDS AND WORDPRESS
presented by Marcy Mitchell, MTECH Internet Marketing

WHY YOUR BUSINESS NEEDS A MOBILE PRESENCE
presented by Chris McCroskey, Idealoop

DYNAMIC CONTENT DISTRIBUTION - A LITTLE SLICE OF HEAVEN FOR MARKETERS
presented by
Paul Eckenrode, 360durango.com

SESSION 2
10:15AM - 11:05AM

HOW TO MAINTAIN A WORDPRESS SITE (MODULE 2) presented by Marcy Mitchell, MTECH Internet Marketing

CYBER SECURITY presented by Juan Fernandez, ImageNet Consulting

CLOUD TECHNOLOGY presented by Koert Council, Kosh Solutions

SESSION 3
11:15AM - 12:05PM

MAXIMIZING YOUR PHONE FOR BUSINESS USE presented by AT&T

EMERGING TECHNOLOGIES
presented by Dr. Ryan Smith & Dr. Ryan Haaland, Fort Lewis College

THE POWER OF EMAIL MARKETING: FEATURING SOCIAL MEDIA ENGAGEMENT
presented by Zak Baron, Constant Contact

LUNCH AND KEYNOTE
12:15PM - 1:15PM
SPEAKER CHRIS HANSEN, NASA CHIEF ENGINEER

SESSION 4
1:30PM - 2:20PM

INTRO TO HASHTAGS (module 1)
presented by Lindsay Nyquist, Fort Lewis College

INTRO TO FACEBOOK ADS (module 1)
presented by Matt Hoaglin, Allison Ragsdale Photography

SESSION 5
2:30PM -3:20PM

TEN WAYS TO TAKE HASHTAGS TO THE NEXT LEVEL (module 2)
presented by Lindsay Nyquist, Fort Lewis College

ADVANCE FACEBOOK ADS AND RETARGETING (module 2)
presented by Matt Hoaglin, Allison Ragsdale Photography

WRAP UP
3:20PM - 3:30PM

MIX-N-MINGLE
3:30PM - 4PM

CLICK HERE TO REGISTER

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the chamber
DURANGO CHAMBER of COMMERCE

BUSINESS AFTER HOURS

March 24, 2016

5:00 - 7:00 pm

$7 Chamber Members & Guest

StoneAge®
ENGINEERING THE POWER OF WATER

Waterblast Tool Demos & Facility Tours *at 5:15, 5:30 & 5:45 pm*

466 S. Skylane Drive, Animas Air Park

Catering by CJ's, beer, wine, soda & water

Fabulous door prizes from:

- Mild to Wild Raft & Jeep Tours
- DoubleTree by Hilton Durango
- StoneAge, Inc.

Don't miss the fun - it will be a *BLAST!*

With placement in-room at the area's finest accommodations, the Summer/Fall 2016 edition will be read by many of the estimated 400,000 guests expected to visit here between Memorial Day and Thanksgiving. 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 summer and fall 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 summer and winter 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 March 21

Materials are due April 4

DURANGO Magazine

P.O. Box 3408
Durango, CO 81302
(970) 385-4030 • Fax: (970) 385-7277
durangomagazine@durango.net • www.durangomagazine.com

the chamber
DURANGO CHAMBER of COMMERCE

FIRST NATIONAL BANK OF DURANGO
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HOW TO CREATE ADVERTISING THAT SELLS MORE

Presented by:

Nick Spence

The Marketing Department™

Make plans to join us for our March 23rd Lunch & Learn presentation **"How to Create Advertising That Sells More!"** Presented by **Nick Spence** of **The Marketing Department.** The Marketing Department has been helping businesses sell more products and services for 26 years. Over that time, they have researched and tested learning that **works!** This presentation will share some of the things they have learned over the years. Nick Spence is the principal and creative director of The Marketing Department with over 45 years' experience in marketing and advertising.

March LUNCH & LEARN

WEDNESDAY

March 23 - NOON

FIRST NATIONAL BANK OF DURANGO (259 W. 9th)

$10 CHAMBER MEMBERS
$20 NON-MEMBERS

Includes a delicious lunch catered by HOT TOMATOES CATERING.

RESERVATIONS ARE REQUIRED, so please register at **www.durangobusiness.org** or **970.247.0312.**
No shows & cancellations after March 18th will be invoiced.
Please use street parking and reserve parking lot for bank customers.

La Plata County Economic Development ALLIANCE

Pioneer Spirit. Business Smart.

2015 Accomplishments

20,000+ people reached through social media

1,100 people attended Alliance events

4 public partners

135 private sector members

$490,000 toward strategic initiatives

1 Alliance

80 businesses assisted

10 people helped through Trailing Spouse Program

85% voter support to opt out of local internet restrictions

4,000 more homes soon to have access to high speed internet

10 new businesses, 24 new jobs, and $1.5 million in investment through SCAPE Accelerator Program

71 employees helped in response to Gold King Mine spill in partnership with Business Improvement Dist. and Community Foundation

65 investors introduced to entrepreneurs

Click HERE to view the 2015 Annual Report

facebook.com/LaPlataEconomicDevelopmentAlliance

@yeslpc

970-259-1700

info@yeslpc.com

www.yeslpc.com

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Play the slots with your Bear Club Card and earn entry tickets during the promotional period. Each hourly winner will enter the Money Booth and *Go For The Green* for 45 seconds to grab as much as $11,250 in cash each Saturday!

HOURLY DRAWINGS
SATURDAYS
5PM-9PM!

Sky Ute Casino Resort
Owned & operated by the Southern Ute Indian Tribe

SKYUTECASINO.COM
888.842.4180
IGNACIO, COLORADO

Promotional period March 1-26, 2016. Hourly drawings Saturdays only 5PM-9PM during promotional period. Rules apply. See Players' Club for details.

the chamber
DURANGO CHAMBER of COMMERCE

Chamber YOUniversity

Are you taking advantage of your chamber member benefits?

Join us on **Thursday, April 7th** for our Chamber **YOU**NIVERSITY and learn about all the benefits the Chamber has to offer.

8:30am – 10am

La Plata Electric Association Multi-Purpose Room.

All members (old and new) are invited to attend and learn how to utilize your member benefits to make the most of your membership investment. From **FREE** benefits such as job postings and coupons, Reference USA Data Mining sessions, radio show appearance and business facts announcements, there are many ways to utilize your membership at little or no cost. Learn how advertising in the Chamber newsletter, website and weekly Business Facts can also help you grow your business for just a small investment.

This event is **FREE** for all Chamber Members but **RESERVATIONS ARE REQUIRED** to reserve your seat, to RSVP use our convenient on-line registration at **www.durangobusiness.org** or **970.247.0312**

Coffee and light snacks will be provided.

*Special thanks to **La Plata Electric Assoc.** for providing the room.*

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