

Business Connection

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Three Springs - Tim Zink

written by Sara Lynn (Kuntz) Valentine

Three Springs is a 680 acre, mixed-use community, developed by the Tierra Group, a wholly-owned business of the Southern Ute Indian Tribe Growth Fund. Tim Zink, Real Estate Portfolio Manager, says 'new urbanism' is a good way to describe Three Springs. "Yes, we live in the West and we all love our cars," Tim says, "but Three Springs' design limits the need for a car.

"It's been fun to watch since Mercy Regional Medical Center broke ground thirteen years ago, going from a concept on paper to building infrastructure - power lines, sewer, etc.... to the vertical construction phase that's still underway. We're watching the design come to fruition. A pedestrian migration of people employed at the hospital or in the commercial offices and services walk to work, as a chosen alternative lifestyle. We have a bank, dentist, restaurants, a fitness center, and many more services provided within the village core. A wide demographic, from young singles to families, to middle aged professionals, to elderly call Three Springs home.

"We, as Three Springs, focus on selling lots. About eight local builders are currently working on about forty units. Thirty of those are already under contract. Three Springs construction has probably pulled close to 50% of building permits for new home construction in Durango in the past three years, with more like 75% this past year. There are so few vacant building lots in Durango. The overall buildout

is probably between twenty and thirty years. At this point, around 1,000 residents live in about 400 homes. There's a lot of demand, and we're excited about that!

"We sponsor a number of events in order to showcase what we have here. Trick and treaters love our Fall Festival. We have free outdoor movie nights in the summer, usually family oriented pictures, under the stars. We have an August and September concert series, an extension of Buckley Park's concert series. We're the venue for various runs - like the Mercy Foundation's Journey of Hope, a breast cancer awareness 5 K, and the American Cancer Society's Relay of Life. Habitat for Humanity and the Home Builders Association hold their annual yard sale here in June. Coming to an event helps people understand what life can be like here.

"We're a member of the Durango Chamber of Commerce and we've hosted a number of 'Business After Hours' at Three Springs. We've loved those opportunities and welcome any Chamber members who would like to take a tour!"

Find out more about Three Springs by calling 970.764.6000 - or by visiting their website, www.threespringsdurango.com.



TIM ZINK

Mountain Bike Specialists • Ed Zink and John Glover

written by Sara Lynn (Kuntz) Valentine

The story of Mountain Bike Specialists began in 1968 when Durango native Ed Zink purchased Crawley's Sporting Goods store at 949 Main Avenue. Ed changed the name to The Outdoorsman, and stocked the new business with Honda motorcycles, hunting and fishing equipment, athletic gear, and Schwinn bicycles. "The business prospered thanks to lots of hard work and employees who delivered good service," says Ed. By the 1980s, the Outdoorsman had outgrown its space, making it necessary to move the Honda motorcycle business to south Camino del Rio. Soon after, Ed purchased Mountain Bike Specialists, a mail order company with a worldwide client base. They sold mountain bike gear that was largely unavailable in traditional bicycle shops.

"We had a great mail order business, well before the internet," Ed says. "In the late '80s and early '90s Durango became an international mountain bike Mecca. The Iron Horse Classic was becoming a big deal. National championship events were becoming common. The first ever Mountain Bike World Championship was hosted by Durango in 1990. The biking part of our business was thriving so we changed the name to Mountain Bike Specialists, dropped the general sporting goods, and focused just on bikes. We've continued to grow and to be very involved in local biking. We support the Iron Horse Bicycle Classic, Trails 2000,

Fort Lewis, Devo, the high school, and many other cycling events and programs. We have supported many local national champions, world champions, and several Olympians, the most recent being Howard Grotts, who raced for the USA in Rio. The enthusiastic cycling community in Durango is a huge part of our success.

We've been a member and consistent supporter of The Durango Chamber for the forty nine years we have been in business - I was even a board member in the '70s. The Chamber does great work!"

Mountain Bike Specialists has several times been named one of the hundred best bike shops in America, and in 2016 was named THE Best Mountain Bike shop in America. John Glover, the shop's manager, came to Durango to attend FLC and worked in the shop while a student - and thirty six years later Ed refers to him as the backbone of the organization. For more information, visit Mountain Bike Specialists at 949 Main Avenue, call 970.247.4066 or check out the website at www.mountainbikespecialists.com.



JOHN GLOVER