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for 102 Years*



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Health Care Forum Exploring Your Insurance Options on the Western Slope



Wednesday, November 14th • 8:00-11:30AM

DoubleTree Hotel • 501 S. Camino Del Rio

On Wednesday, November 14, 2018, the La Plata County Economic Development Alliance and the Durango Chamber of Commerce will host a forum entitled: **Exploring Your Insurance Options on the Western Slope.** For many in the private sector, including small businesses, sole proprietors or independent contractors, paying for health insurance is becoming increasingly challenging. The Western Slope of Colorado has some of the highest insurance premium costs in the nation. This forum will focus on solutions and will present various insurance coverage options available. Speakers will include health care and insurance experts, government officials, and a representative from the San Juan Basin Health Department to discuss Colorado's Insurance Exchange. The event is from 8:00 to 11:30 a.m. at the DoubleTree Hotel. The cost is only \$25 for Chamber/Alliance members and \$35 for non-members and includes a Continental breakfast.

8:00am: Check in and Continental Breakfast
8:30am – 10am: Panel of Experts

- Kevin O'Conner, San Juan Basin Health-Health Care Exchange
- Ken Bates, Durango Insurance Professionals-Small Group Plans and Partial Self-Funded plans for small businesses
- Merida Odiorne, US Health Advisors
- Dylan Fitzsimmons, JustWorks - PEO's
- Erin Patla, AFLAC and Dan Schaefer, Whole Health Family Medicine Clinic

10:00am – 10:15am: BREAK
10:15am – 11:00am:

- Doug McCarthy, President, Issues Research Inc.
Topic: State of Insurance in the State of Colorado and the Western Slope

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Economic Development
ALLIANCE
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the chamber
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RESERVATIONS ARE REQUIRED, so please use our convenient online registration at www.durangobusiness.org or call 970.247.0312. *No shows and cancellations after November 9th will be invoiced.*

NEWS & EVENTS

From the Executive Director's pen . . .



Ultimate Pay It Forward Jack Llewellyn, Chamber Director

To be on stage at the Community Concert Hall at Fort Lewis College is an exhilarating experience for anyone. But I'll have to tell you, when I'm on that stage as the Emcee for the Durango Rocks! Awards, it's not only exhilarating, it is also a privilege. Durango is home to so many talented, skilled and giving people, businesses and organizations that to share the stage with a fraction of them, is extremely humbling.

Our next Durango Rocks! awards night will be held on January 17, 2019 and the deadline for nominations is coming up quickly Monday, November 12th! You can honor someone and make the magic happen for them and nominate them today!

Please take a moment to get your nominations in! Admittedly it takes a little thought and time to nominate someone and the more you can tell us about your nominee, the better. There are so many deserving businesses, non-profits and individuals in this town that have impacted our lives or at the very least impressed us. It is our duty to acknowledge their dedication and commitment to our community and honoring them as one of the best, nominate today!

The judging committee for Durango Rocks! is comprised of a broad cross-section of Chamber members. I have absolutely nothing to do with the selection process, nor are the finalists revealed to me before the night of the Awards Ceremony. You can torture me or ply me with beers, but I will not be able

to reveal the names of any of the recipients. It'll be like "getting blood from a stone". I too am anxious and celebrate the finalists and the recipient the night of the Durango Rocks! event.

I'd be remised if I didn't thank all those who scurry around and gather photographs to display on the big screens on stage. (I need to shout out to Rita Simon, chamber manager who directs, produces and selects the music to coincide with the recipient.

Links to all the award nomination categories are on Page 5 of this newsletter. Please take a look, give it some thought, give it some time, and give us your words of praise for those in our community that have gone the extra mile for you.

There are also several awards for which we don't announce the finalists - The Barbara Conrad Award (named from Leadership La Plata graduates), The Morley Ballantine Award (named from a woman who has made a difference to women in the community) and the Durango Diplomats Spirit of Durango Award.

Each time an honoree is called to the Concert Hall stage, it makes me swell with pride, (as they are stunned and shaking from excitement). In my mind, you ALL deserve to be up there, sharing the spotlight!

What better way to honor those in our community, nominate today and be part of the celebration! Our Chamber members are truly what makes Durango Rock!

President

Charles Spence, *Maynes Bradford Shipp's Sheftel*

Board Members

Joe Lloyd, Past President, *Durango Joe's Coffee House*

Mark Jastorff, *Fort Lewis College Foundation*

Amanda Erickson, *Durango Area Association of Realtors*

Christi Zeller, *La Plata County Energy Council*

Greg Behn, *Bank of Colorado*

Suzanne Phare, *Real Ideal Coaching*

Brian Lundstrom, *Sky Ute Casino*

Chris Bettin, City of Durango Representative

Durango Land & Homes

Tara Kiene, Leadership La Plata Representative

Community Connections, Inc.

Diana Murray, Diplomat Representative

ASAP Accounting & Payroll

Zeb Smith, YPOD Representative

Ascent Accounting

2018

CHAMBER BOARD OF DIRECTORS & STAFF

Staff

Jack Llewellyn, Executive Director

Rita Simon, Chamber Manager

Peggy McCulloch, Office Assistant

Jennifer Dickens, Communications Coordinator

1199 Main Avenue, Suite 217 | Durango CO 81301

970.247.0312 | Fax 970.385.7884

www.durangobusiness.org

chamber@durangobusiness.org

NEWS & EVENTS

Join us at 7:45am on
Tuesday, Nov 6th
for another Great Casual
Networking Event!

With Guest
**Local First &
Durango Creative
District**

And enjoy a FREE cup of
Coffee!
Hosted by
Carver Brewing Co.

**Tuesday
Talk**
Coffee at Carver's

**DURANGO
Carver
Brewing
Co.
COLORADO**

the chamber
DURANGO CHAMBER OF COMMERCE

Breakfast available (dutch treat)
Reservations are required,
please click to register or
call 247.0312.

click to register



Check out this week's **BLOG:**

How To Turn Social Media Into Business Media

Wondering how to transform social media sites like Facebook, Instagram, and Twitter into powerful marketing tools for your business?

[Click for more](#)

Lunch & Learn Thank You

Thank you to **Scott Fasken** with **Colorado Document Security** for a very informative Lunch & Learn program on October 17th. With the new law regarding data breach notification rules that went into effect September 1st, it was good to hear from an expert what best practices need to be put into place. If you would like more information about this topic or any of the services offered by Colorado Document Security visit www.coloradodocumentsecurity.org or give Scott at call at 970.464.4859.

NOVEMBER
Business After Hours
**ANIMAS SURGICAL
HOSPITAL**
THURSDAY, NOV. 15TH
5 - 7 pm
575 Rivergate Lane
\$10 Chamber Members & Guests

**N
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NOV 1st Dipolmat Meeting
NOV 6th Coffee@Carver's
NOV 13th YPOD Lunches with Leaders
NOV 13th LLP Steering Committee
NOV 14th Health Care Forum
NOV 15th Chamber YOUiversity
NOV 15th Business After Hours
NOV 22nd **HAPPY THANKSGIVING!**
NOV 28th Lunch & Learn
NOV 28th LLP Curriculum

5:15 pm Keller Williams
7:45 am Carver Brewing
11:30 am Ore House
5:00 pm Wells Group
8:00 am DoubleTree Hotel
8:30 am Durango Public Library
5:00 pm Animas Surgical Hospital

12 Noon TBK Bank
4:30 pm TBK Bank



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NEWS & EVENTS

Lunch & Learn**What You Should Know Before Hiring a Financial Advisor***presented by* James Brost, General Partner *with* Intelligent Investment Management, LLP**Wednesday, November 28, 2018 | 12 Noon**
TBK Bank | 259 W. 9th St.

Please make plans to attend this very informative Lunch & Learn presentation on Wednesday, November 28th at 12 Noon at TBK Bank. James Brost, General Partner, Intelligent Investment Management, LLP will cover the discussion points listed below... so bring your questions.

- What is the significance of working with a financial advisor who has a fiduciary obligation.
- Understanding financial credentials and designations.
- Why you should know how your advisor gets paid: structured fees vs. commissions.
- Learn about different investment approaches.
- Important questions to ask when selecting a financial advisor.

The cost is only \$13 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 online registration at www.durangobusiness.org or call 970.247.0312. No shows and cancellations after November 23rd will be invoiced. *Please use street parking and reserve the parking lot for bank customers.*

[Click to Register](#)***Top Ten Reasons To Buy Locally***

- ✓ Keep money in the community – it only makes sense!
- ✓ Embrace what makes us different – if we wanted to live somewhere that looked like everywhere else, we wouldn't be living here!
- ✓ Get Better Service – Buy from who you know, you'll always get better service!
- ✓ Buy What You Want – Durango has numerous businesses to choose from. We just ask that you try to buy here first!
- ✓ Create More Good Jobs – The more you buy, the more jobs created!
- ✓ Help out the Environment – shopping in our community means less gas used to travel elsewhere!
- ✓ Invest in the Community – people who live here and work here are more invested in our community
- ✓ Put Your Taxes to Good Use – sales tax creates funding for all those amenities we enjoy
- ✓ Quality of Life – need we say more
- ✓ Believe in Durango/La Plata County – What's spent in La Plata County, stays in La Plata County.

NEWS & EVENTS


 DURANGO ROCKS

DURANGO ROCKS | JANUARY 17, 2019

GET YOUR NOMINATIONS IN BY NOVEMBER 12TH

The good news is you still have 12 days to get your awards nominations submitted for DURANGO ROCKS!, the bad news is you only have twelve days left to get your awards nominations in for DURANGO ROCKS! So whichever way you decide to look at it (half full or half empty) please submit your nominations by November 12th and help us honor those businesses and individuals who deserve to be recognized!

Mark your calendars now for the DURANGO ROCKS! event which will be held on Thursday, January 17, 2019 beginning at 5:30pm at the Community Concert Hall at FLC. Tickets will be going on sales very soon!

Here are the categories:

- Business of the Year
- Small Business of the Year
- Non Profit of the Year
- Citizen of the Year
- Entrepreneur of the Year
- Volunteer of the Year
- Young Professional of the Year
- Morley Ballantine Award
- Barbara Conrad Leadership Award

[*Click Here To Nominate*](#)



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NEWS & EVENTS

Chamber **YOU**niversity coming November 15th

Are you taking advantage of your Chamber member benefits?



For those who are new to the Chamber and for those who need a refresher – Chamber **YOU**niversity is for **YOU**!

Join us on **Thursday, November 15th** for our Chamber **YOU**niversity and learn how to take advantage of your benefits so your membership pays for itself!

Durango Public Library (1900 E. Third Avenue); 8:30am – 10:30am

All members (new and old) are invited to attend and learn how to utilize your member benefits and make the most of your membership investment. From FREE benefits such as job postings and coupons, Reference USA datamining sessions,

radio show appearances and business facts announcements, there are so many ways to use 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 a very small investment!

This event is **FREE** for all Chamber members, but reservations are required to reserve your seat. To RSVP use our convenient online registration at www.durangobusiness.org or call 970.247.0312.

Coffee and light snacks will be provided.

Click to register

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NEWS & EVENTS

CHAMBER BUILDING NEARS COMPLETION!

The new Chamber building is in its final stages of completion and we hope to be moving into our new digs mid-December. So far everything has been on time and on budget thanks to our builder Frank Enea and his crew at Classique Builders.

Of course none of this would be possible without the support of our generous Chamber members:

LEGACY CONTRIBUTORS



CEO CONTRIBUTORS

A & L Coors
StoneAge
ImageNet Consulting

EXECUTIVE CONTRIBUTORS

Durango & Silverton Narrow
Gauge Railroad
T L Roofing

DIRECTOR CONTRIBUTORS

Peter Marshall
Christi Zeller
Jack Llewellyn
Kent Curtis
Bank of The San Juans
Coldwell Banker
Jaynes Corp
Vectra Bank
Durango Electrical
Coca Cola
Wells Group
Classique Builders

SUPPORTING CONTRIBUTORS

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Ed Zink
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Joe Lloyd
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Amanda Erickson
Keith Brant
Durango Diplomats
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Mountain Bike Specialists
Business Improvement District
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Sandra Joyce Real Estate
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Tafoya Barrett and Associates
Hillcrest Golf Course
Mark Schwantes
Bear Paw Lodge
Frank Lockwood Professional
Development
Shining Star Caregivers
Casey Lynch CPA
Fran Hart
ASAP Accounting
Alpine Lumber
Tile & Light Art Of Durango
2180 Design
Eagle Block
Advanced Concrete

RIBBON CUTTINGS

IGNITED IMAGERY

The Durango Diplomats held a ribbon cutting ceremony for Ignited Imagery on Thursday, October 11th. Conveniently located at 1065 Main Avenue, Suite 205A, in Historic Downtown Durango, Ignited Imagery offers video and photography services including headshots, product photography, promotional photography and video, branding video, educational video and much more. Owner, Angie Wingerd, loves helping businesses and individuals tell their stories in a vivid and powerful way with the use of photography and video. If you would like to learn more about the services offered at Ignited Imagery visit www.ignitedimagery.com or give Angie a call at 970.749.3728.



SRA PAIN & LASER CENTER OA

The Durango Diplomats held a ribbon cutting ceremony for new Chamber member SRA PAIN & Laser Centers OA on Friday, October 19th. Located at 1401 Main Street, Suite A, owner, Dr. Frank Jarrell, offers predictable, low cost care, immediate or near immediate measurable results, shorter care plans and patient oriented self-care training, which puts most patients back in a position of control over their pain and complaints. Services include infrared imaging to isolate real time inflammation and advanced high frequency/high power infrared laser for immediate improvement in pain and function.

Dr. Jarrell has operated numerous health care and professional educational businesses in both Durango and La Plata County since 1990. He believes there is no better location to start, and grow a business with a population that is well educated, active, supportive of each other, health orientated and happy to live and play in this stunning mountain community. If you would like more information about the services offered by SRA Pain & Laser Centers OA visit www.sralaser.org or give them a call at 970.884.0657.



RIBBON CUTTINGS

EXIT REALTY

The Durango Diplomats were on hand for the October 4th Grand Opening celebration of Exit Realty's new location at 1032 Main Avenue. Owners Jessica and Shelly Low have been in business for three years and currently have 19 agents working in their office. They offer their agents the highest level of training, technology and support, but they are more than just a real estate company. Out of each transaction they donate to Habitat for Humanity and Durango 9R Pantry Program – and they don't just donate, they "show up" and take an active role in giving back. Jessica and Shelly love owning a business in Durango and the overwhelming sense of community that is so prevalent here. If you would like more information about Exit Realty visit www.exitrealtydurango.com or call 970.247.3948.



ABSOLUTE
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&
WELLNESS
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Announcing

SueB joins Absolute Physical Therapy & Wellness

Absolute Physical Therapy and Wellness is delighted to welcome SueB to our team of physical therapists! SueB has been a physical therapist in Durango for 24 years and is certified in spinal manipulation and dry needling and has extensive experience treating orthopedic conditions. She is passionate about foot and ankle function as well as diagnoses affecting areas between the foot and the lower back. SueB will begin treating patients at Absolute Physical Therapy and Wellness on November 5th. Call to make an appointment today! 970-764-4094. Absolute Physical Therapy and Wellness 277 E 8th Ave, Durango. Welcome SueB! We are delighted to welcome you to our team!



PHOTO GALLERY

Business After Hours Thank You

Thank you to the 44 exhibitors and all the attendees who participated in the Table Top Expo/Business After Hours on October 18th at the DoubleTree Hotel. The theme "Gear Up For Business" brought out the creativity of the vendors, which was evident in the costumes and booth décor!

Special Thanks to our Sponsors:

Partnering Sponsor: **The Payroll Department**

Supporting Sponsors: **Basin Printing, Cedar Networks, Four Corners Health Care/Junction Creek Rehab & GOAL High School. Beer provided by A & L Coors**

Best Decorated Booth

1st place: **La Plata Electric Association**

2nd place: **Visiting Angels**

3rd place: **Wendy Most Insurance Agency**



To See More Photos [Click Here](#)

NEW MEMBERS

Affordable Blinds

Jeanene Valdes
863 1/2 Main Ave, STE 8
Durango, CO 81301
(505) 860-2582

<https://www.AffordableBlindsCo.com>
Window Coverings

Mike Pundmann

524 5th St
Durango, CO 81301
(630) 347-2006
Individuals

PhRMA

Brad McCloud
205 N 4th Street, STE 401
Grand Junction, CO 81501
(970) 241-3008
<https://www.phrma.org>
Advocacy

Southwest Business Builders BNI

Brad Cook
13228 County Road 250, APT 6
Durango, CO 81301
(970) 749-5488
Non-Profit

WeFill LLC

Cristin Salaz
3465 Main Ave
Durango, CO 81301
(970) 880-2175
<http://wefillcolorado.com>
Retail

West Slope PharmaLogic

Brad McCloud
205 N 4th Street, STE 401
Grand Junction, CO 81501
(970) 241-3008
<https://www.phrma.org>
Non-Profit

Writing With Eloquence

Laura Ritz
PO Box 433
Ignacio, CO 81137
(970) 403-2881

<http://www.writingwitheloquence.com>
Administrative Services



RENEWED MEMBERS

A Buyer's Choice Home Inspections - Southwest CO

Ascent Accounting & Consulting, LLC

Big Brothers Big Sisters of Southwest Colorado

Brickhouse Adventures Depot

Cascade Water-Coffee Service

CMIT Solutions of Durango and Farmington

Colorado Document Security

Colorado Highland Helicopters

Colvig Silver Camps

Designs By RVB, LLC

Durango Area Human Resource Managers

Durango Discovery Map

Durango Independent Film Festival

Durango Montessori School

The Durango Team

Edward Jones Investments

Eppich Photography

Firestone of Durango

Four Corners OB/GYN

The Gallery A Division of Task Masters

Gardenswartz Sporting Goods

Holiday Inn & Suites - Durango

Holt Sheet Metal, Inc.

KOBF T.V.

Leland House Bed & Breakfast

The Mac Ranch

Maurices

Mountain Auto Care

Old Hundred Gold Mine Tour

PASCO/ S.W., Inc

Phoenix Recycling LLC

Quality Inn

Rock Solid Radio, Inc

Rocky Mountain Health Plans

Squeegee Monkey Window Washing LLC

StoneAge, Inc.

Target Rental

Ted's Rental & Sales, Inc.

Terryl Peterson CFO Services LLC

United Way of SW Colorado

The Yellow Carrot

BUSINESS CONNECTION

Horse Empower

written by Sara Lynn (Kuntz) Valentine

Kim Hardesty developed a passion for horses early on, when she began riding at the age of three. She worked with horses throughout her youth in Maryland, before moving to Durango in 1991 to attend Fort Lewis College. Kim graduated Summa Cum Laude with a BA in Southwest Studies. Four generations of women in her family now call Durango home - both her mother and grandmother followed Kim to Durango, and Kim's fourteen year old daughter was born here.

Kim earned her certification as an Equine Specialist in 2010 and established Horse Empower, an Equine Assisted Learning (EAL) Center and Equine Assisted Psychotherapy (EAP) Center, in 2012, with the mission of helping people of all ages and all walks of life achieve happiness and success by tapping into solution-based strategies for the challenges that face them.

"EAL helps individuals and/or teams unleash their full potential - and the results are lasting," Kim says. "Working with thousand pound animals builds self esteem and increases confidence. I custom design activities around whatever it is my clients are trying to target. These activities require the participants to think outside the box, and to strategize while problem solving." Kim is not a therapist or a counselor - so on the EAP side, Equine Empower co-facilitates with licensed therapists or social workers who are skilled in psychotherapy. Horse Empower is an LLC, not a non-profit - but Kim hates to have to turn anyone in need away. "We are thinking of going non-profit so we can work on a sliding scale. We'd like to develop a scholarship program."

Horse Empower works with many organizations - such as the Boys and Girls Club of the Southern Ute Tribe, La Plata Youth Services, New Mexico Drug & Wellness Courts, Durango and Ignacio School Districts, Human Services, DAHRM (Durango Area Human Resource Managers), and Leadership LaPlata - on goal-setting, team building and leadership development.

"The Southern Ute Tribe has been a valued client since 2012," Kim says. They contract with us annually for a variety of programming ranging from youth advocacy to corporate to culturally based programming." Working with the Tribe, along with local corporations like Worldpay (formerly Vantiv), and Advanced Eye Care, creates operational sustainability that has allowed Horse Empower to offer some pro-bono programs to groups and individuals that can't afford to pay. "We have served clients ranging from a 7 year old child to a 73 year old



veteran. The veteran called and said, 'I can't find my rhythm. I want to master horseback riding.' We gave him riding lessons and when he had achieved his goals he left money for us to sponsor the next vet."

Organizations sometimes have concerns about sending employees with disabilities, or employees who are fearful, to a program involving horses. "Our safety record is pristine," Kim says. "Corporate work with the horses is done on the ground, not in the saddle. Our horses are amazing. They're not dude string horses; they are sentient beings. What I mean by that is that they have their own thoughts and behavior and personalities. Participants in our programs are going to have to work with each horse according to that horse's personality. They have to find a way to communicate non-verbally with the horse, and also with their peers and colleagues in the program."

Kim points out that herd dynamics - the defined roles individual horses occupy within their social settings, as well as their moods and attitudes - provide powerful illustrations of leadership, teamwork, non-verbal communication, setting boundaries and managing group and family dynamics. "Horses show humans different ways of relating with our environments, with other humans, and even with ourselves. They teach us awareness, trust, integrity, assertiveness and respect.

Successfully achieving a task with a thousand pound horse provides a template for dealing with other intimidating and challenging situations in life." Kim joined the Durango Chamber soon after starting Horse Empower. "I got involved with Leadership LaPlata through the Chamber. The connections I made there - and through the Chamber - have benefitted me enormously."

Find out more (including testimonials from a broad base of program participants) at www.HorseEmpower.com. You may email Kim at kim@horseempower.com or call her at 970.749.3971.



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Health Care Forum

Exploring Your Insurance Options on the Western Slope

Wednesday, November 14th
8AM - 11:30AM

DoubleTree Hotel • 501 S Camino Del Rio

Featured Speakers

Ken Bates, Durango Insurance

Topic: Small Group and Partially Self-funded Health Care

Kevin O'Connor, San Juan Basin Health

Topic: Health Care Exchange and options

Merida Odiorne, USHealth Advisors

Topic: US Health non-compliant insurance

Dylan Fitzsimmons, JustWorks

Topic: PEOs

Erin Patla, AFLAC and Dr. Dan Schaefer, Whole Health Family Medicine Clinic

Topic: DPC+: an affordable alternative to traditional insurance that combines Direct Primary Care and indemnity insurance.

Doug McCarthy, President, Issues Research Inc.

Topic: State of Insurance in the State of Colorado and the Western Slope



**Click NOW to
make your reservation!**

**\$25 Chamber & Alliance Members
\$35 Non-Members
Includes Continental Breakfast**

RESERVATIONS ARE REQUIRED, so please register at www.durangobusiness.org or 970.247.0312

Chamber **YOU**niversity

Are you taking advantage of your Chamber member benefits?

Join us on **Thursday, November 15th** for our Chamber **YOU**NIVERSITY and learn how to take advantage of your benefits so your membership pays for itself!

8:30 – 10:30am

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or **970.247.0312**

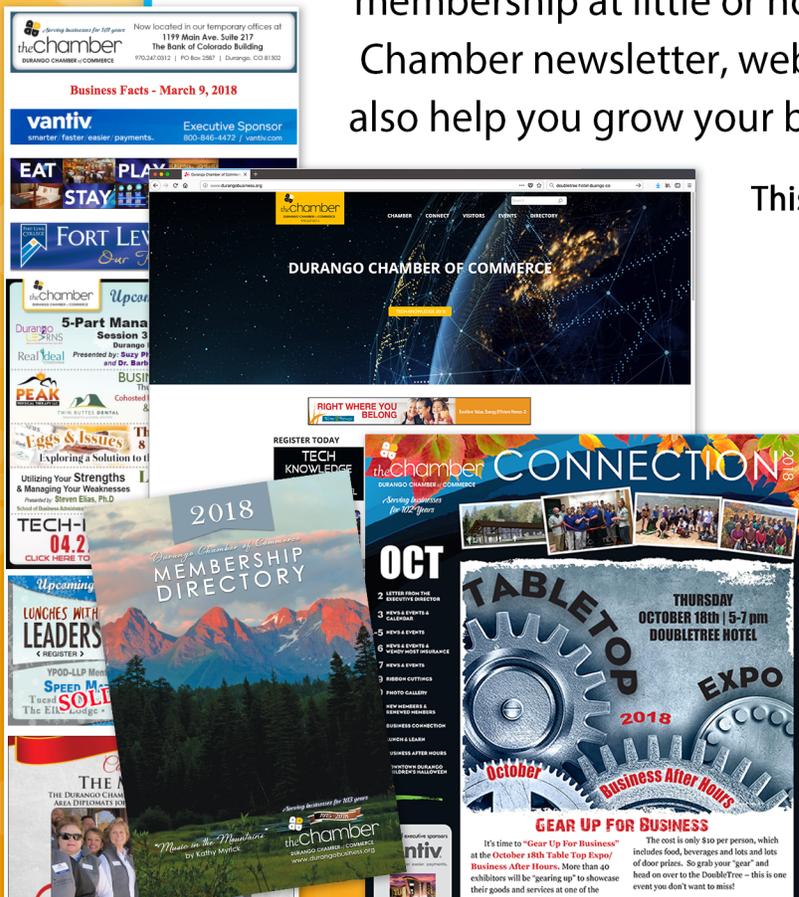
Coffee and light snacks will be provided.

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NOVEMBER

BUSINESS

After

HOURS

5 TO 7 PM



THURSDAY ♦ NOVEMBER 15TH

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\$10 pp Chamber members & Guest



What You Should Know Before Hiring a Financial Advisor

NOVEMBER LUNCH & LEARN

Nov 28th • 12 Noon
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259 W. 9th Street
\$13 Chamber Members
\$20 Non-Members
includes a delicious lunch
catered by
HOT TOMATOES CATERING

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Presented by

James Brost
General Partner,

Intelligent Investment Management, LLP

 **Intelligent Im**TM

Intelligent Investment Management, LLP
Independent Registered Investment Adviser

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- ▶ Learn about different investment approaches.
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