

*Serving businesses
for 102 Years*



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**THURSDAY
OCTOBER 18th | 5-7 pm
DOUBLETREE HOTEL**

2018

October Business After Hours

GEAR UP FOR BUSINESS

It's time to **"Gear Up For Business"** at the **October 18th Table Top Expo/ Business After Hours**. More than 40 exhibitors will be "gearing up" to showcase their goods and services at one of the Chamber's most popular events.

The "Gear Up For Business" themed Table Top Expo/Business After Hours will take place on Thursday, October 18th, 5-7pm, at the DoubleTree Hotel. Bring your colleagues, friends and neighbors as this event is open to the public and offers something for everyone!

The cost is only \$10 per person, which includes food, beverages and lots and lots of door prizes. So grab your "gear" and head on over to the DoubleTree – this is one event you don't want to miss!

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and GOAL Academy High School.**
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NEWS & EVENTS

From the Executive Director's pen . . .



Your Vote Counts Jack Llewellyn, Chamber Director

'Tis the season, and no, I am not referring to the holidays, but rather election season. As politics rears its sometimes crazy, sometimes ugly and hopefully serious head, it is important for us to take the time to educate ourselves on the lengthy ballot issues and candidates. Remember every vote counts. In 2011 Ignacio school district bond measure passed by one vote!

Ballots will be mailed out October 15th. This gives us voters ample time to research and make our voices heard. This fall's ballot has what could be described as a mind-numbing number of items for voters to consider, in addition to the candidates for public office.

We all know business owners are bright, diverse, and "stretched thin" people and, as busy individuals, you are concentrating on running your business, keeping your doors open, making payroll and keeping your employees happy. Wading through the "Blue Book" is probably low on the priority list.

This is where the Chamber of Commerce can assist. You know us, grabbing every opportunity to focus on educating our members and the community.

Below is a link for exact statute provisions or constitutional provisions and language, as well as who is supporting and who is opposing the initiatives at the state level. Take the time to educate yourselves. ([Click Here](#))

The "Blue Book" should have arrived in the mail. If you did not receive your copy, here is an electronic link: ([Click Here](#))

Link to all the ballot examples. Confirm your precinct for the correct ballot example:

(City of Durango Precinct 1, pages 9 and 10).

([Click Here](#))

Link to the City of Durango's 2A fact sheet:

([Click Here](#))

Please take the election seriously and let your voice be heard and vote.

As a member-based organization, your Durango Chamber of

Commerce has a mission to "promote and support the local business community through communication, advocacy, education, leadership and financial viability." It is our job to help keep you informed to the best of our ability and listen to your concerns. When we hold forums, we make the parameters very clear to our presenters and we strive to offer opportunities for both sides of an issue to present.

During my 10-year tenure, the Chamber has used its marketing platforms to educate the membership, served on committees, and/or held forums on the following for the benefit of our members and community:

- Look Local First-buy local campaign (Buck, Moolah, Penny, Cash)
- Hosted the City at the September 2017 Business After Hours appreciation party at the Rec Center.
- Waste Water Treatment Plant pros and cons of remaining in Santa Rita location.
- Construction of a new airport terminal.
- The plastic bag ordinance.
- LPEA Franchise Agreement.
- Twin Buttes annexation and approval.
- Road Impact fee structure.
- Vendor Fee implementation.

The Chamber also meets regularly with the La Plata Economic Development Alliance, Business Improvement District (BID), Durango Area Tourism Office (DATO), and Local First. We discuss how to support one another and our members. This was recently reinforced during the 416 Fire where we collaborated, financially contributed and supported the design and launch of the SW Colorado Disaster Assistance website ([Click Here](#)).

Durango is an incredible place to live, work and play. The Chamber has been supporting businesses for 102 years. As always, we welcome your input and encourage you to get involved, be part of the solution.

President

Charles Spence, *Maynes Bradford Shipps 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, Oct 2nd
In celebration of
International Coffee Day | Oct. 1st
our Coffee at Carver's on October 2nd
will feature Mike Hurst with Carver
Brewing Co. and Zach Ray with Desert
Sun Coffee who will share their passion
about ...
you guessed it....
Coffee!

**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 weeks **BLOG:**

Pack this: How to travel for business in a single carry-on

Whether you're next business trip involves catching a flight, boarding a train, or heading out on a road trip, packing everything you need in a single carry-on can cut costs and reduce stress while you're away from home.

[Click for more](#)

Lunch & Learn Thank You

Thank you to **Erin Allen** and **Sara Walker** with **Buttoned Up Consulting** for a very informative Lunch and Learn presentation on September 26th. The topic "**Effective Communication**" offered some great tips and tricks on how to communicate with your co-workers, family and friends. If you would like to find out more about the services offered by Buttoned Up Consulting visit www.buttonedupconsulting.us or give them a call at 510.316.8528.

OCTOBER
Business After Hours
TABLE TOP EXPO
THURSDAY, OCT. 18TH
5 - 7 pm
DoubleTree Hotel
501 Camino Del Rio
\$10 Chamber Members & Guests

**O
C
T
O
B
E
R**

OCT 2nd	Coffee@Carver's	7:45 am	Carver Brewing
OCT 4th	Diplomat Meeting	5:15 pm	Keller Williams
OCT 9th	YPOD Lunches with Leaders	11:30 am	Ore House
OCT 9th	LLP Steering Committee	5:00 pm	Wells Group
OCT 17th	Lunch & Learn	12 Noon	Durango Public Library
OCT 18th	Business After Hours/Table Top Expo	5:00 pm	DoubleTree Hotel
OCT 24th	LLP Curriculum	4:30 pm	TBK Bank
OCT 31st	HAPPY HALLOWEEN		



Sponsored by:

NEWS & EVENTS

TBK  BANK*Note Early Date!
Note Location Change!**October
Lunch & Learn***Are you prepared for the new Colorado Data Breach Notification Rules?***presented by* **Scott Fasken** *with* Colorado Document Security**Wednesday, October 17, 2018 | 12 Noon**
Durango Public Library | 1900 E. 3rd Avenue

All Colorado businesses that keep Personal Identifying Information need to take direct action under this law. House Bill 11-1128 went into effect September 1st.

If your company has customers in Colorado, get ready to revamp your policies notifying victims of a data breach. Colorado's Data Breach Notification is the most stringent in the nation. Companies need to take "reasonable" (i.e. what you can defend in court) security practices and procedures that protect personal information

Under the new law, if an individual's personal information is part of a breach, they must be notified within 30 days after discovery — no exceptions. In addition, the law broadens the definition of personally identifying information to including health care and financial data.

[Click to Register](#)

The new notification requirement will have a special impact on organizations that must notify individuals of a HIPAA breach because it takes precedence over the federal 60-day notification window.

Notification requirements include telling affected individuals which data was released and the estimated data of the breach. A Written Information Security Policy needs to be developed and appropriate security procedures put into place.

Please make plans to attend this very informative Lunch & Learn presentation on Wednesday, October 17th at 12 Noon at the Durango Public Library. Scott Fasken, owner of Colorado Document Security, will explain the new rules and requirements facing your business.

Lunch & Learn will be held Wednesday, October 17th at 12 Noon at Durango Public Library. 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 October 12th will be invoiced.

NEWS & EVENTS

Chamber Building Is Almost “MOVE-IN READY!”

Anyone driving up North Main lately cannot miss the progress on the new Chamber building. Soooooo exciting! With no delays, we are anticipating moving in sometime in mid-December or early January. The Chamber looks forward to continuing to serve its members at this new location and helping them grow their business. The new location will offer amenities including a board room providing meeting space for up to 30 people, extended outside patio area, display TV monitors, state of the art technology and upgraded interior finishes. The La Plata Economic Development Alliance will relocate to the building making it a one-stop shop business information center.

None of this would be possible without the support of our sponsors:

LEGACY CONTRIBUTORS



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A & L Coors
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Keith Brant
Durango Diplomats
Four Corners Community Banks
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Mountain Bike Specialists
Business Improvement District
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Classique Builders

NEWS & EVENTS



DURANGO ROCKS | JANUARY 17, 2019

IT'S TIME TO NOMINATE

The deadline to submit nominations for the Durango Rocks Awards Event is Monday, November 12th. If you know a business or individual who is doing exemplary things for their employees, community, etc., this is your chance to have them recognized at the Chamber's premier event. Durango Rocks will take place on Thursday, January 17th, 2019 beginning at 5:30pm at the Community Concert Hall at Fort Lewis College. Tickets will go on sale mid- November.

Nominating is easy! Just click on the categories on the right and fill out the form and click submit! The more information you share about your nominee, the easier it is for the selection committee to make their decisions – so please be thorough in your descriptions.

For more information please email rita@durangobusiness.org.

- [Business of the Year](#)
- [Small Business of the Year](#)
- [Entrepreneur of the Year](#)
- [Non-Profit of the Year](#)
- [Citizen of the Year Award](#)
- [Volunteer of the Year Award](#)
- [Young Professional of the Year Award \(YPOD\)](#)
- [Barbara Conrad Award \(LLP\)](#)
- [Morley Ballantine Award](#)



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NEWS & EVENTS

Leadership La Plata Welcomes New Class

Leadership La Plata, a program of the Durango Chamber of Commerce, welcomed the 2018-2019 class members at the kick-off retreat held September 14-16 at Elk Point Lodge.

2018-2019 Class includes:

New class members are **Jess Adams** (Animas High School), **Denise Park** (Elwood Staffing), **Haley Engstrom** (Coldwell Banker Heritage House Realtors), **Devon Parson** (Durango 9-R Pathways to Independence), **Candy Heide** (TBK Bank), **Matt Payne** (Community Connections), **Kristin Jensen** (BP), **James Plotnik** (Property Brothers of Colorado - Keller Williams Realty Southwest Associates), **David Kerns** (Fort Lewis College), **Mark Mastalski** (Fort Lewis College), **Drea Pressley** (Edward

Jones Investments), **Laurie Meininger** (Department of State), **James Simmons** (PESCO, Inc.), **Alyssa Murray** (Conservation Legacy), **Carly Van Hof Thompson** (Zia Taqueria), **Colleen O'Brien** (City of Durango), **Molly Pagano** (San Juan Paralegal Services) and **Gisele Panzse** (Compass College Consulting).



Save The Date



HEALTHCARE FORUM

Exploring Your Options on the Western Slope



WEDNESDAY, NOVEMBER 14TH

8am – 11:30pm

\$25 CHAMBER/ALLIANCE MEMBERS

\$35 NON-MEMBERS

(includes Continental Breakfast and Panel of Experts)



Hosted by: Durango Chamber of Commerce and La Plata Economic Development Alliance

WATCH FOR MORE DETAILS COMING SOON!

RIBBON CUTTINGS

DURANGO OLIVE OIL & SPICE

The Durango Diplomats hosted a Ribbon Cutting ceremony for Durango Olive Oil & Spice on Thursday, September 13th. New owners Stephen and Michiko Burns have been at the helm for four months and are excited to offer their customers a new website along with some great new products. Conveniently located in historic downtown Durango at 640 Main, customers are encouraged to stop in and take your taste buds on a test drive. Almost everything is available for tasting and they have several new oils including Cilantro Lime, Lavender and Harissa. They are now also offering Lelani's Tea & Spice, which brings an Hawaiian flair to the store. If you would like more information visit

www.durangooliveoilcompany.com where they offer some great shipping rates or give them a call at 970.247.0410 or better yet... stop in at 640 Main and take a taste.



GOAL ACADEMY HIGH SCHOOL

The Durango Diplomats joined the GOAL Academy High School staff for a Ribbon Cutting ceremony on Thursday, September 20th. Conveniently located at 2800 Main Avenue, GOAL Academy High School is an accredited multi-district online charter high school authorized through Falcon School District 49. They provide an engaging program for students to earn their diploma at their own pace through an online curriculum. Local teachers meet with the students face-to-face to provide additional support and tutoring, which makes this online high school unique. The GOAL Academy program is free and computer and internet access can be provided for those students that need it. The staff is dedicated to helping all students achieve their full potential in a caring, supportive and personalized environment. If you would like more information on the services offered at GOAL High School visit www.goalac.org or give them a call at 877.776.4625 or check out their new office located at 2800 Main Avenue.



RIBBON CUTTINGS

LIBERTY SCHOOL

The Durango Diplomats performed a grand opening ribbon cutting ceremony for The Liberty School on Thursday, September 27th. The Liberty School is now located at 3107 Western Avenue in a brand new, beautiful 7200 square foot facility. Liberty provides individualized, dynamic education for dyslexic, gifted and twice-exceptional students. Liberty also provides dyslexic screening for concerned families. The Liberty School partners with Fort Lewis College to develop student teachers and offers gifted after-school classes available to the public and provides community education on a variety of topics. The staff loves the abundance of outdoor recreation activities Durango has to offer and the wonderful supportive community that helps them accomplish their mission. For more information visit www.thelibertyschool.org or call 970.385.4834.



SW COLORADO COMMUNITY COLLEGE

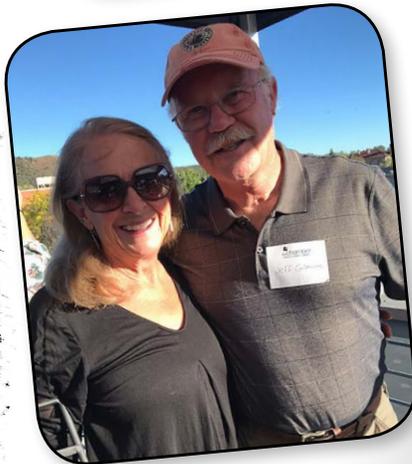
The Durango Diplomats celebrated the grand opening of SW Colorado Community College / Pueblo CC on Monday, September 17th! Now conveniently located in the West Wing of Durango High School, PCC is able to serve both Durango High School students and all community members with quality, affordable higher education opportunities. PCC has been offering classes in southwestern Colorado for the past three decades. PCC's courses and associate degrees are guaranteed to transfer to any public four-year school in Colorado. Course offerings include early childhood education, psychology, biology, business, pre-nursing, EMS and social sciences. For more information about classes, visit pueblocc.edu, call James Hall at 970.385.2020 or stop by the campus located at 2320 Main Avenue.



PHOTO GALLERY

Business After Hours Thank You

Thank you to all the Chamber members who attended our Member Appreciation Party on September 20th. Special thanks to our sponsor and host **Alpine Bank** and our **Non-Profit partners: Big Brothers Big Sisters, Trails 2000 and Women's Resource Center.** Steamworks and El Moro Spirits & Tavern prepared some tasty appetizers along with their great beer selection. Of course no event happens without some heavy lifting courtesy of the **Durango Diplomats!**



NEW MEMBERS

4 The Children

Ashley Hein
102 West 18th Street
Durango, CO 81301
(970) 259-0310
www.casasw.org
Non-Profit

Adela Floral

Natalie McLain
3710 Main Ave STE 301
Durango, CO 81301
(970) 769-2854
www.adelafloral.com
Florist

Brandon Roberts

1923 Glenisle Ave
Durango, CO 81301
Individuals

Falfa Pumpkin Patch

Tom Jensen
54 CR 221
Durango, CO 81303
(970) 769-0252
www.falfapumpkinpatch.com
Agriculture/Agriculture Related

Jack's Meats. Poultry. Seafood.

Sherri Watson
300 S Camino del Rio
Durango, CO 81301
(970) 247-1988
Grocery Stores

KateArtDeal.com

Kate Haxel
68 Blue Sky Dr
Durango, CO 81301
(970) 382-0213
www.KateArtDeal.com
Art Dealer

Next Level

Nic Conroy
7801 E Main St
Farmington, NM 87402
(970) 426-5051
www.nextlevelus.com
Electronics (Home & Business),
Automation, Theaters

Plvan Real Estate LLC

Sue Plvan
700 Main Ave
Durango, CO 81301
(970) 426-8066
buyselldurangohomes.com
Real Estate

Reising Stage Event Center

Marie Paul
2729 County Road 228
Durango, CO 81301
(970) 799-3632
www.reisingstage.com
Wedding and Event Planning



Buck says ...

Buy-Durango!

RENEWED MEMBERS

{re}Love Consign & Design
Absolute Physical Therapy & Wellness
Accounting Services of Durango, Inc.
Aiko Aiko Sound
AJ Road Company
Alpine Leadership
Alzheimer's Association
Animas Capital Management, Ltd.
Backcountry Experience
Bailey Plumbing & Heating Inc
Classique Builders
Community Banks of Colorado
Dalton Ranch & Golf Club
Derailed Pour House
Dugas and Associates
Durango & Silverton Narrow Gauge Railroad
Durango Car Care

Durango Earlybird Toastmasters
Durango Harley-Davidson
Durango Premier Vacation Rentals
Employers Council
Epture LLC
Four Corners HealthCare/ Junction Creek Rehab
Hampton Inn
Intelligent Investment Management, LLP
The Irish Embassy Pub
Ken Temple & Associates P.C.
Pet Haus
Priority Financial Partners
Shining Star Caregivers, LLC
Splendid Kitchens LLC
Twin Buttes of Durango
Verde Brand Communications
Worldpay

BUSINESS CONNECTION

Conundrum Escape Rooms • Hanna Pierce, Owner

written by Sara Lynn (Kuntz) Valentine

In October 2015, recent Fort Lewis College graduates and newlyweds Hanna and Chris Pierce visited friends in Boulder and went to their first Escape Room. An Escape Room, also known as an “escape game”, is a physical adventure in which players work together, strategizing to solve a series of thematic puzzles, using clues and codes to gain access to secret compartments and hidden keys, ultimately leading (if the players are successful) to escape from the room.

“We like to think of ourselves as adventurous and it sounded like something unique and different to do,” Hanna says. “It blew my mind! It was so impressive! It was so awesome that we spent an hour in a space with good friends sharing the task of solving all these puzzles - because in our day and age there’s sometimes a disconnect between people, and instead of spending quality time together, people are often buried in their devices.”

It seemed to Hanna that an Escape Room would do very well in Durango, given how popular games and competitions are. “Durango has a remarkable number of trivia nights every week. We also are an adventure town. People that live in Durango love challenges. The more I thought about it the more I wanted to open an Escape Room in Durango. My husband agreed that it was an intriguing idea and we talked about it for a while - but there didn’t seem to be a reasonable way to make it happen. We’d only been married three months and were in our early twenties. How would we do it?”

Still...Hanna couldn’t get the idea out of her mind. She started doing research, delving into the history of Escape Rooms, finding out how the puzzles are created and the rooms built. She spent the next three months putting together a business plan. Chris was impressed. So Hanna and Chris, young entrepreneurs with an interesting idea and a great work ethic but zero business experience, went to SBDC, the Small Business Development Center at Fort Lewis, where they learned a lot of nuts and bolts basics and received valuable guidance. “They were tremendously helpful,” Hanna says. “We also worked closely with Karolla Hanks, Fire Marshall for the Durango Fire Department. A business that says ‘We’re going to put people in a room and lock them in’ doesn’t necessarily go over well with the Fire Department! We wanted to let them know up front that we would do things the right way, that they could trust us. There were challenges and last minute issues right up against our opening date - but thanks to Karolla brainstorming solutions with us, we opened on time.”

Ironically, their opening date of 6/10/2016 is a palindrome (a word, phrase, number, or other sequence of symbols whose

meaning may be interpreted the same way in either forward or reverse) - a perfect complement to Conundrum’s puzzle theme.

Hanna recalls a sweet moment the day Conundrum opened. “We had begun taking reservations a couple weeks in advance. The first group had such a great time that before leaving they made another reservation for the second room that was soon to open. They also bought puzzles and games from our retail store. Chris and I looked at each other and said, ‘Oh my gosh, this is really going to work!’”

Conundrum, located at 736 Main Avenue (walk back from Main Avenue toward the alley, as if you’re going to Grassburger, Hanna says) now has three Escape Rooms, each with its own theme. Current themes are The Return of Dr. Frankenstein, Agents of Influence and The Speakeasy of Al Capone. Hanna designs the puzzles and builds the rooms, so each is one-of-a-kind, not duplicated anywhere else in the world.

“We appeal to both tourists and locals. Our involvement with the Durango Chamber has been a phenomenal experience for us. My mom has her own business in another town and she’s amazed when I tell her what our Chamber does for us. Her Chamber does nothing like Durango does!”

“Something I didn’t appreciate when we first opened,” Hanna says, “is how great this would be for middle-aged and older people. We have a lot of groups and typically, when they first come in, Grandpa’s not overly thrilled to be part of it. But he ends up being the most excited and the most involved person in the game. This is such a great thing for mixed age groups to do - and quite a few times customers have commented on what a great opportunity the Escape Room has provided for meaningful interactions among mixed age family members.

We recently had a comment from a thirteen year old girl who came with her family for their first Escape Room experience. They exited the room all pumped up, and the girl’s words were, ‘You think you don’t need to do one. Then you do one and you want to do 10,000 more!’”

Learn more at www.durangoescaperooms.co (NOT .com). You may call Hanna at 970-764-4545 or email her at conundrumllc@gmail.com.



ARE YOU PREPARED FOR THE NEW COLORADO DATA BREACH NOTIFICATION RULES?

If your company has customers in Colorado, get ready to revamp your policies notifying victims of a data breach. Colorado's Data Breach Notification is the most stringent in the nation. Companies need to take "reasonable" (i.e. what you can defend in court) security practices and procedures that protect personal information.

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presented by

Scott Fasken owner of
Colorado Document Security



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OCT
LUNCH & LEARN

WEDNESDAY
Oct. 17th - NOON

➔ (Note Early Date)

Durango Public Library

➔ (Note Location Change)

\$13 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

October 12th will be invoiced.

CLICK TO REGISTER

TABLET TOP


theChamber
DURANGO CHAMBER of COMMERCE

EXPO

2018

October

Business After Hours

**THURSDAY OCTOBER 18th • 5-7 pm
DOUBLETREE HOTEL**

GEAR UP FOR BUSINESS

**MORE THAN
40 EXHIBITORS**

**PARTNERING
SPONSOR**



Supporting Sponsors:

Basin Printing & Imaging, Cedar Networks,
Four Corners Health Care/Junction Creek Rehab
and GOAL Academy High School.

**Games!
Awesome Door
Prizes!
Beer Provided by
A&L Coors
Don't miss this!**

**Join us for a Fun
Evening of Networking!
Beer! Wine! And Great
Food!
\$10 pp / Chamber
Members & Guest**

A large orange pumpkin is the central focus, surrounded by several autumn leaves in shades of yellow, orange, and red. The background is a light yellow with a subtle pattern of small dots. Silhouettes of bats are scattered throughout the scene.

DOWNTOWN DURANGO CHILDREN'S HALLOWEEN

TRICK OR TREAT

with our

DOWNTOWN MERCHANTS

OCTOBER 31 FROM 4-6PM

Come downtown & join the fun!