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DURANGO ROCKS

DURANGO ROCKS! TICKETS ON SALE NOW BUY EARLY AND SAVE!

Tickets are now on sale for the Durango Chamber of Commerce “Durango Rocks!” Awards Event. This prestigious event will take place on **Thursday, January 17, 2019** at the Community Concert Hall at Fort Lewis College.

Tickets purchased by December 31st are at the discounted price of only \$25 and beginning January 1, 2019 tickets will revert to the original price of \$30.

Make plans now to attend this premier event on January 17th beginning at 5:30pm with a pre-awards reception featuring hors d’oeuvres by Kennebec Catering and cash bar. The awards presentation will begin promptly at 6:30pm.

So don’t wait until you are buried in Christmas shopping woes and holiday travels, order your tickets today and **SAVE!**

To purchase tickets:
Chamber of Commerce Offices

- Call 970.247.0312
- www.durangobusiness.org
- 1199 Main Avenue, Suite 217 (through Dec. 14th)
- 2301 N. Main (beginning Dec. 17th)

Community Concert Hall Ticket Office

- 970-247-7657
- www.durangoconcerts.com
- 802 Main Avenue

Purchase Tickets!

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NEWS & EVENTS

From the Executive Director's pen . . .



The Holidays are here... Jack Llewellyn, Chamber Director

It's difficult to believe, but we're coming to the close of 2018 and the holiday shopping season has begun! You all know what I'm going to say next, right? Of course you do. "Look Local First!"

Remember that Durango, as a whole, is still in recovery mode from the economic effects of the 416 Fire. We owe it to ourselves to put our holiday spending money back in our own pockets.

When you spend your dollars locally, it helps stimulate our economy. The equation is like this ... you purchase from a local business, they pay their employees, who purchase items or food from a local business, and the stronger the business, the more they can contribute to non-profits (as well as pay more taxes that fund the City coffers and help maintain the amenities we have come to love and appreciate in our community). It's what's known as the multiplier effect. The more times a dollar circulates in La Plata County, the more we all benefit.

We've had a great kick-off to the holiday season with the Business Improvement District's (BID's) event, Singing with Santa. Thanks go out to Tim Walsworth and his team, as well as Eagle Crane and La Plata Electric for decorating what is now known as Durango's Christmas Tree at the

corner of Main and 12th St. in Buckley Park.

BID also held the Red Balloon Shop Local Event as well as Small Business Saturday, both of which encouraged local shopping. Coming up is the social shopping party of the season, Noel Night (and Day) on Friday, Dec. 7. Local First has once again coordinated this event. We all are looking forward to strolling carolers, street entertainment, music, refreshments and of course those shopping specials. Plan to come Downtown to get in the spirit of the holiday season.

And speaking of Local First – the Be Local Coupon Book is now out, including hundreds of dollars in discounts and specials. Learn more and see where you can purchase the books at www.local-first.org. (Hint: the coupon book makes a GREAT holiday gift that will keep on giving to our economy throughout the year.)

To our Chamber business members, remember to post your coupons, events and if you offer gift cards/certificates onto our website. You can do this any time of year and now is a great time to take advantage of that opportunity.

Look Local First! Every little bit helps. Happy Holidays to you all.

President

Charles Spence, *Maynes Bradford Shipp's Sheftel*

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

Mark Jastorff, *Fort Lewis College Foundation*

Amanda Erickson, *Durango Area Association of Realtors*

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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

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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

(note early date)

DECEMBER
Business After Hours
THURSDAY
DECEMBER 6TH
5-7PM
Four Corners
Community Bank
 2685 Main Ave
\$10 Chamber Members & Guests

Check out this week's
BLOG:

**Is Your Business Among The Top 100
 Most Searched For Local Businesses?**

Thanks to the internet, consumer behavior has dramatically shifted over the past decade - especially when it comes to searching for local businesses. [Click for more](#)

Lunch & Learn Thank You

Thank you to James Brost, General Partner, Intelligent Investment Management, LLP for a very informative Lunch & Learn program on November 28th. James did a great job explaining what to look for when hiring a financial advisor. If you would like to know about this topic and the services offered by Intelligent Investment Management, LLP visit www.intelligentIM.com or give them a call at 970.403.1234.

Join us at 7:45am on
Tuesday, Dec 4th
 for another Great Casual
 Networking Event!

With Guest
Paul Eckenrode
 with 360 Durango

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

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

[click to register](#)

December **Calendar**

DEC 4th	Coffee@Carver's	7:45 am	Carver Brewing
DEC 5th	Dipolmat Holiday Party	5:15 pm	
DEC 6th	Business After Hours	5:00 pm	Four Corners Community Bank
DEC 11th	YPOD Lunches with Leaders	11:30 am	Ore House
DEC 11th	LLP Steering Committee	5:00 pm	Wells Group
DEC 12th	Lunch & Learn	12 Noon	TBK Bank
DEC 14th	YPOD Holiday Party	6:00 pm	Powerhouse Science Center
DEC 24th	Christmas Eve	---	Office Closed
DEC 25th	Happy Holidays	---	Office Closed
DEC 31st	New Years Eve	---	Office Closed

Sponsored by:



NEWS & EVENTS

Lunch & Learn



“I Wish I had Thought of That: Why Protecting Your Ideas and Inventions Give You an Edge”

presented by Donna Arment, Patent & Trademark Coordinator at the Durango Public Library
and Eric Prosser, Campus Copyright Librarian at Fort Lewis College.

Wednesday, December 12th, 2018 | 12 Noon
TBK Bank | 259 W. 9th St.

Please make plans to attend this very informative Lunch & Learn session that will cover the basics of copyrights, patents, and trademarks, and why a business needs to consider all three aspects of intellectual property to compete.

[Click to Register](#)

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 December 7th will be invoiced.

Please use street parking and reserve the parking lot for bank customers.



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NEWS & EVENTS

Understanding Your Christmas Customer

As you are setting up your store for Christmas, keep in mind that your “Christmas customer” is probably different from your day-to-day customer. The difference may be subtle, but it’s important!

Your day-to-day customer is likely to be someone who knows, understands, enjoys, and uses the merchandise you sell.

Your Christmas customer isn’t usually the “end-user,” they are a gift-giver!

Display and sign your merchandise to make the experience super easy for your Christmas customer to find the gift they are looking for. Put yourself in their shoes. Think as they think.

Here’s what might be going on in their heads...

“I need a gift for my wife - and it had better be a good one.”

“I need to get something for my son’s teacher and I only want to spend \$10.”

“I need a gift for Uncle Jim, but I have NO idea what he likes AND the family limit is \$20.”

“I want to get a great outfit for my teenaged daughter and I used to know what she likes, but I’m not sure anymore...”

“I need a stocking stuffer for my Mom.”

Christmas customers are shopping with a specific problem to solve. Make the solution apparent in your visual merchandising and you’ve made the sale!



NEWS & EVENTS

Chamber to Move to New Building

In the words of the Pointer Sisters....We're so excited...and we just can't hide it! The Chamber staff is anxiously awaiting the big "move-in" date tentatively scheduled for December 17th! Classique Builders is putting the finishing touches on this modern, yet comfortable home for your Durango Chamber of Commerce and we can't wait to show it off! According to Jack Llewellyn, Executive Director, "Once we get moved in and settled, we will throw a big party to celebrate this accomplishment not only for the Chamber and its members but for the entire community." Of course none of this would be possible without the financial support of our generous members.

LEGACY CONTRIBUTORS



CEO CONTRIBUTORS

A & L Coors
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ImageNet Consulting
Reynolds Ash & Associates

EXECUTIVE CONTRIBUTORS

Durango & Silverton Narrow
Gauge Railroad
T L Roofing

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Christi Zeller
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Coldwell Banker
Holt Sheet Metal
Jaynes Corp
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Durango Electrical
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Classique Builders

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Business Improvement District
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Sandra Joyce Real Estate
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Colorado Document Securities
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Half Price Tees
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Comfort Keepers
TJ-5 Properties
Steamworks
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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 Solutions

RIBBON CUTTINGS

WRITING WITH ELOQUENCE

The Durango Diplomats joined new Chamber Member Laura Ritz with Writing with Eloquence for a ribbon cutting ceremony on November 19th. Laura has been in business for one year and is a professional writer and editor for businesses small and large. As a freelance content editor, Laura can help your business achieve excellence in written communications. Whether you need help with your websites, blogs, marketing materials, manuals, handbooks, resumes and cover letters, Writing with Eloquence

is here to help you. According to Laura, great writing is all about how you are perceived. You are judged by the quality of your written publications. If you would like to find out more about the services offered by Writing with Eloquence visit www.writingwitheloquence.com or give Laura a call at 970.403.2881.



CAREGIVER LEARNING ACADEMY

The Durango Diplomats held a ribbon cutting ceremony for the Caregiver Learning Academy on November 15th. Caregiver Learning Academy is one of the new services offered by Comfort Keepers, which is owned by Linda and Ray Schaffer and has been in operation for 10 years. Their current services include: 24/7 care, class A medical, non-medical, private duty nursing and community care specialists. The company has a great communication standard for clients and employees that results in a higher quality of care. Comfort keepers is locally owned

providing excellent training and support to employees. They love owning a business in Durango because the community is involved, collaborates and is a network of caring people. If you would like more information about Comfort Keepers and the Caregiver Learning Academy visit www.caregiverlearningacademy.com or www.comfortkeepers.com/durango.



PHOTO GALLERY

Business After Hours Thank You

A big shout out and thank you to Animas Surgical Hospital for hosting the November 15th Business After Hours. Everyone enjoyed checking out the facilities along with some great food and beverages.

If you are contemplating an upcoming surgery check out the services offered at Animas Surgical Hospital at www.animassurgical.com or call 970.247.3537. Animas Surgical Hospital is a physician owned hospital located at 575 Rivergate Lane.



NEW MEMBERS

Digitcom Electronics

Bob Benz
38 E. Owen Rd, Unit 2
Durango, CO 81301
(970) 828-3800
<http://www.digitcomelectronics.com>
Communications

Early Motion LLC

Nathan Beck
236 West Park Ave
Durango, CO 81301
(970) 426-5177
<https://www.earlymotion.com>
Web Site Design

JRS Sage Ventures, LLC

James Schwinghammer
266 River Birch St
Durango, CO 81301
(720) 799-5289
<https://www.patriceandassociates.com/denver-80218/>
Employment Service

Lily Oswald

3220 W 4th Ave
Durango, CO 81301
(970) 764-8647
Individuals

Nancy Ottman

1000 Rim Drive 7152 FLC
Durango, CO 81301
(970) 759-1052
Individuals

Unstoppable You Academy

Jan Shaw
41743 US Highway 160
Bayfield, CO 81122
(970) 852-4450
<https://www.thesuccessalchemist.net>
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Buck says ...

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&
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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!

RENEWED MEMBERS

Allison Ragsdale Photography

J. Paul & Debbie Brown

Cooper's Cabins

Cornerstone Home Lending/
Veniece Fagerlin

Country Sunshine Bed & Breakfast

Create Art & Tea LLC

Durango Nursery & Supply Inc.

Durango Organics

Elk Point Lodge

Farnsworth Group, Inc.

FCI Constructors, Inc.

First Cut General Contractor/
First Melt Snow-Melt Systems

Fort Lewis College

Fox Fire Farms

Kiwanis Club of Durango

KSUT Public Radio

R.H. Crossland Foundation
Historic Museum

Rimrock Outfitters

Riverside RV Park

Carol Salomon

San Juan Services

TechnaGlass

YESS the Book Hutch

Save the Date!

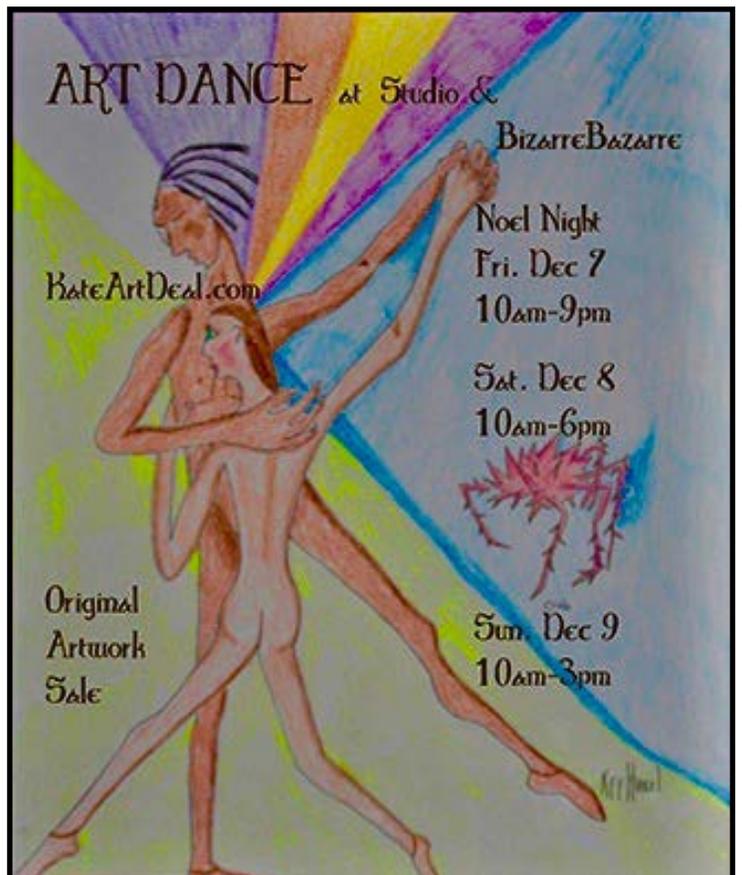
You don't want to miss this!

MARCH 14, 2019

TECHKNOWLEDGE
CONFERENCE
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More Details Coming Soon!



ART DANCE at Studio & BizarreBazaar

Noel Night
Fri. Dec 7
10am-9pm

Sat. Dec 8
10am-6pm

Sun. Dec 9
10am-3pm

KateArtDeal.com

Original Artwork Sale

BUSINESS CONNECTION

The Garden Project of Southwest Colorado

Sandhya Tillotson written by Sara Lynn (Kuntz) Valentine

Shari Fitzgerald started The Garden Project of Southwest Colorado in 1988 when she was a sociology student at Fort Lewis. She wanted to find a way to more genuinely connect with the at-risk youth she worked with. Gardening together in a plot next to the Smiley building provided many therapeutic opportunities as the kids experienced the trials and tribulations, as well as the thrills and successes, of digging their hands into the soil and growing wholesome food. They learned to believe in themselves and to trust each other. They experienced the pleasure of 'giving back' to the community.

As that first garden grew and thrived, Shari's original vision expanded to encompass the idea of building a healthier, more empowered and sustainable community-at-large through hands-on gardening programs, education, and making nutritious, locally-grown produce available to the public. Since then, The Garden Project has helped develop 22 school and community gardens in La Plata County and worked with people of all ages and experiences, guided by the belief that everyone, regardless of income or circumstances, should have the opportunity to grow and eat nutritious food.

"This is The Garden Project's twentieth anniversary year," says Sandhya Tillotson, Executive Director of The Garden Project since 2013. Sandhya was born and raised in Santa Barbara, California and recalls her school's garden as her favorite place to be in elementary school. Sandhya earned a degree in Environmental Science from Colorado College before moving to Durango with her husband in 2010. She found a position with 4CORE (a nonprofit resource for the effective and efficient use of energy in Southwest Colorado) and became a volunteer with Durango Nature Studies. In 2013 she went to the Homegrown Food Retreat at Fort Lewis College, an event advocating a fair, sustainable local food system that reaches all incomes, ages and cultures. "I was blown away," Sandhya says. "Climate change and food sustainability are such important issues. I came away with a deep desire to work in this area. Soon after that I saw a job posting for a new Director for The Garden Project. I applied and got the job. It felt like coming full circle from my elementary school garden experience."

The Garden Project has programs at most of the Durango 9r elementary and middle schools. Even when a school doesn't have an outdoor garden plot, they can grow seeds in windowsills, and teach nutrition and garden-based science lessons. The Garden Project's main gardens include Needham Elementary School Garden, Manna Soup Kitchen Garden and the Ohana Kuleana Community Garden near Riverview Elementary.

"If you don't have your own growing space, deer fencing, or water," Sandhya says, "you can rent a plot alongside other folks. It's about growing community, not just growing food. We see that at Ohana Kuleana as older neighbors work alongside Riverview Elementary students. Gardening builds connections at a time when there's a loneliness epidemic."

According to The Garden Project's website, ninety percent of children living in Colorado don't eat the recommended amount of fruits and veggies. Twenty five percent of them are overweight, along with fifty percent of adults. In response to these figures, the Garden Project provides educational programs on nutrition and healthy cooking. Targeted participant populations include youth and low-income families and individuals. Produce from the Manna Soup Kitchen's large garden goes directly into the Soup Kitchen meals. It is also given away at the Manna Market on Wednesday nights through the summer, along with generous donations of produce from local farmers who sell their fruits and vegetables at Durango's Saturday downtown market.

"We are big on collaboration," Sandhya says. "We want to work creatively with local organizations to help our community. Manna Soup Kitchen and Durango 9-R are valued partners. So is an organization that helps parents and caregivers struggling with limited food budgets learn how to shop for and cook healthy, affordable meals. They teach 6 week long series of cooking classes. Participants get produce at the Manna Market and take it to class to learn how to prepare it. The people we serve often don't know what to do with whole, unprocessed healthy foods.

"During the winter we bed down the gardens and put them to sleep. Of course the education goes on throughout the winter. And we're building a new greenhouse at Manna. We're looking for donors and business sponsors for that project. We want to grow our own seed starts for the gardens and provide job training skills for Manna clients so they can learn what it takes to work in a greenhouse."

Annually, over 1,500 participants benefit from the 10,300 educational hours, 4,300 volunteer hours, and 5,000 pounds of local produce provided by The Garden Project.

"We've been a Chamber member for the past eighteen months," Sandhya says. "It's helped connect us to the community and to leaders in the community, and has been tremendously valuable for networking and fund raising. We were awarded the 2017 Non-Profit of the Year in January. That gives us a certain level of recognition, both within our community and outside, and has definitely made a difference when we apply for grants."

The Garden Project of Southwest Colorado is all about "growing a healthier community... one garden at a time." Questions? Call Sandhya at 970.259.3123 - or email her at sandhya@thegardenprojectswcolorado.org. Read more about the Garden Project of Southwest Colorado at thegardenprojectswcolorado.org



Note Early Date!


the chamber
DURANGO CHAMBER of COMMERCE

BUSINESS *after* HOURS

Thursday
Dec 6th 5-7 pm

Please join us for a wonderful evening
of Networking!

Hosted by


four corners
Community Bank
2685 Main Ave

Yummy
Food!
Beer & Wine!

**Awesome
Door Prizes!**

\$10 pp Chamber Members & Guest

YPOD HOLIDAY PARTY

FRIDAY • DECEMBER 14TH
6-9PM @ THE POWERHOUSE
\$15 ONLINE OR AT THE DOOR

THEME:
CHRISTMAS VACATION
(LIKE THE MOVIE!)



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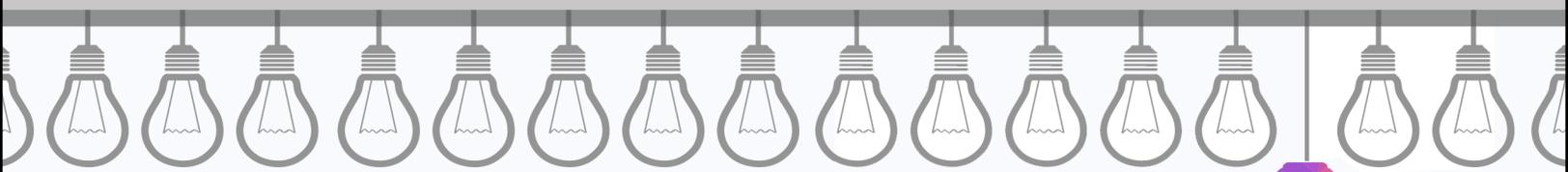
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young professionals of durango
DURANGO CHAMBER of COMMERCE

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“I Wish I had **THOUGHT**
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Your **Ideas** and **Inventions**
Give You an Edge”



Presented by **Donna Arment**, Patent & Trademark Coordinator
at the Durango Public Library & **Eric Prosser**, Campus Copyright
Librarian at Fort Lewis College.

Please make plans to attend
this very informative Lunch &
Learn session which will cover
the basics of copyrights,
patents, and trademarks, and
why a business needs to
consider all three aspects of
intellectual property to
compete.

**DECEMBER
LUNCH & LEARN**

December 12th • 12 Noon
TBK Bank

259 W. 9th Street
\$13 Chamber Members
\$20 Non-Members
includes a delicious lunch
catered by
HOT TOMATOES

RESERVATIONS ARE REQUIRED

please register at

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or 970.247.0312

No shows & cancellations after

December 7th will be invoiced.

Please remember to use street parking and reserve the
parking lot for bank customers.

Click Now to
Register

SALES TAX WORKSHOP

Thursday, December 13th • 4:30-6:30pm
Strater Hotel's Pullman Room

Sponsored by FredrickZink & Associates,
Durango Chamber of Commerce and Business Improvement District

The workshop is intended to inform and educate you on the latest sales tax changes affecting businesses that sell and/or ship products outside of Durango.

This event is free to the public, so feel free to invite any other community members that may benefit from this knowledge. Arrive early for the best seating, as the event is expected to reach its maximum occupancy. Complimentary coffee and cookies will be available. Please RSVP to kcowham@durangocpas.com if you plan on attending, or have any questions. Event details will also be posted on our FaceBook page. Hope to see you there!

About the Workshop

The current U. S. Supreme Court *Wayfair* decision and the Colorado Department of Revenue's application of that decision have dramatically changed how sales tax is assessed in Colorado. The changes will impact everyone making sales in Colorado and reverses more than 50 years of precedent.

In this presentation, Bruce Nelson, will explain the issues and discuss the implications of the Court's decision and detail what we know, what we do not know, and what specific steps businesses should immediately take. In addition, he will address the drastic (and arguably unnecessary) sales tax sourcing change recently promulgated by the Department of Revenue. The topics addressed will include:

- An explanation of the issues examined in the *Wayfair* decision.
- The current nexus standard for sales tax.
- How states are reacting to the *Wayfair* decision.
- An explanation of the Department's new emergency regulation.
- How to apply the Department's new rules for sourcing sales tax.

About the Presenter

Bruce M. Nelson, MA, is a CPA with over 30 years' experience in federal and state and local tax (SALT), most recently as the former Director of the SALT group at EKS&H, LLLP. Prior to joining EKS&H, Bruce spent three years with a law firm specializing in tax audit defense and litigation; two years as the Manager of Tax Policy at the State of Colorado; and before that, he was a Senior Tax Manager for several years in a "Big Four" accounting firm. Bruce earned a Bachelor of Arts degree from the University of Nebraska-Lincoln and a Master's degree from Colorado State University, and he is a certified public accountant in the state of Colorado.

Currently, Bruce is a frequent seminar speaker and teaches continuing education classes for various state CPA societies and the American Institute of CPAs. Bruce has published more than fifty tax articles in many publications including the *Journal of Accountancy*, *Tax Executive*, *Journal of State Taxation*, the *Journal of Multistate Taxation*, *State Tax Notes*, and *Colorado Lawyer*. He is the author of *The Adviser's Guide to Multistate Income Taxation* and co-author of the *Sales and Use Tax Answer Book*.





DURANGO ROCKS AWARDS EVENT

THURSDAY • JANUARY 17, 2019
COMMUNITY CONCERT HALL AT FLC

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

CLICK HERE TO PURCHASE YOUR TICKETS

\$25 BEFORE DECEMBER 31ST
\$30 BEGINNING JANUARY 1ST, 2018

TICKETS ON SALE AT:

DURANGO CHAMBER OF COMMERCE 247.0312

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