



the chamber connection

DURANGO CHAMBER of COMMERCE



February 2015



The Durango Chamber of Commerce and The Home Builders Association are partnering to bring you

The Power of Understanding People – Hollywood Style! Understanding your own and others' communication styles

Featuring Nationally Acclaimed Speaker **Dave Mitchell**

Thursday, February 12th • 5:30pm (reception) • 6:30pm (keynote speaker)

Join us on Thursday, February 12th for this info-filled, energizing training event that provides an ideal combination of strong educational content, laugh-out-loud humor and audience interaction.



Dave Mitchell

The Durango Chamber of Commerce and the Home Builders Association along with our corporate sponsors are partnering to bring this highly sought after speaker to Durango. Don't miss this opportunity to better understand your own and others' unique interactive style.

Thursday, February 12th • DoubleTree Hotel

5:30pm – reception with appetizer station/slider station/dessert station & cash bar

6:30pm – key note speech featuring Dave Mitchell

Cost: \$35 per person (includes reception and key note speaker)

Reservations are required, so please use our convenient on-line registration at

www.durangobusiness.org or call **247.0312**.

No shows and cancellations after February 9th will be invoiced.



Our proud executive sponsors



Our proud partner



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Who "Rocked" at Durango Rocks?

Our "Rock Star" Winners:

January 22nd was a night to remember as the Durango Chamber of Commerce played host to business owners and community members at the Annual Awards Event "Durango Rocks." Honoring those who have gone above and beyond in either their business or personal lives – this event showcased Durango's best!



Citizen of the Year:
Sidny Zink



Business of the Year
Coldwell Banker Heritage House Realtors



Entrepreneur of the Year
Mountain View TLC



Small Business of the Year
Tafoya Barrett and Associates PC



Morley Ballantine Award
Beth Drum



Spirit of Durango Award:
Vetra Bank



"Bill Mashaw" Volunteer of the Year Award
Ron Corkish



Lela Boyer



*Outstanding Contribution to the Community
In Memory of Lela Boyer*



Diplomat of the Year:
Marily Berger



Non-Profit of the Year:
Alternative Horizons



Young Professional of the Year Award
Paul Eckenrode



Barbara Conrad Award
Laura Lewis-Marchino

**photographs courtesy of Jonas Grushkin Photography; www.grushkin.com; 970.259.2718

Diamond Sponsor:



Platinum Sponsors:



Gold Sponsors:

Basin Printing & Imaging • La Plata Electric Association • Mercury
 Rocky Mountain Health Plans
 Sky Ute Casino & Resort • Seasons Rotisserie & Grill

February Lunch & Learn

Wednesday, February 25th

Solar & Your Bottom Line

presented by 4CORE/Shaw Solar/SolarWorks!

12 Noon at First National Bank of Durango (259 W. 9th)

\$10 Chamber Members/\$20 Non-Members

includes a delicious lunch catered by **THREE PEAKS DELI & GRILL**

Come and explore how other local businesses have benefitted from going solar. You are probably aware of the environmental aspect of solar, but did you know that there are strong financial and marketing advantages as well? Learn how solar power can help to decrease your operation costs and grow your business.

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FEBRUARY

BUSINESS AFTER HOURS

THURSDAY, FEB. 19th

5 - 7PM

EL MORO

SPIRITS AND TAVERN

(945 Main Avenue)

\$7 Chamber Members & Guests

Business After Hours Thank You

Thank you to Four Corners Broadcasting and the DoubleTree Hotel for hosting a Steampunk'd Business After Hours on January 28th. Winners of the Steampunk Costume Contest were: 1st Dean Fagner, 2nd Tom Morrissey. Special thanks to A & L Coors for providing the beer!



TUESDAY TALK COFFEE @ CARVER'S

February 3rd
7:45 - 9:00am

Carver's Backroom Pub

TOPIC
The advantages of proper mechanics regarding gait, posture and alignment with Kevin Dehlinger of Mountain View TLC/Fitness

Register today at www.durangobusiness.org
Complimentary coffee provided by Carver Brewing Co.

Lunch & Learn Thank You

Thank you to Jasper Welch with Four Corners Management Systems for a very informative January Lunch & Learn topic: Personal Branding and Development. What a great topic to kick off 2015!

TECH-KNOWLEDGE 2015

C O N F E R E N C E

SPONSORED BY 

The Durango Chamber of Commerce is excited to announce its first ever Technology Conference to be held Tuesday, March 17th at the DoubleTree Hotel (501 Camino del Rio). Explore new tools to tackle your most pressing technology challenges and needs. Gain knowledge and insight into technology issues most related to your work. If you want to be successful, it is not enough to simply know the trends; you must also know how to leverage them for your organization.

Join us for a day of technology inspired, educational sessions.

Keynote Speaker
sponsored by



7:30am – 8am
8am – 8:25am
8:40am – 9:20am
9:30am – 10:10am
10:20am – 11:00am
11:10am – 11:50am
12:15PM – 1:15PM

Registration & Continental Breakfast
Welcome
Breakout Sessions #1
Breakout Sessions #2
Breakout Sessions #3
Breakout Sessions #4
Lunch and Keynote Speaker
(sponsored by La Plata Economic Development Alliance)
Wrap Up
Mix and Mingle
(sponsored by Constant Contact)

Mix and Mingle
sponsored by



Details on the breakout sessions as they become available will be posted on www.durangobusiness.org

The cost is only \$40 for Chamber Members and \$60 for non-members. 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 12th will be invoiced.

FEBRUARY CALENDAR

Feb. 3rd	Tuesday Talk Coffee @ Carver's	7:45am	@ Carver Brewing Company
Feb. 4th	Diplomat Meeting	5:15pm	@ Keller Williams
Feb. 10th	YPOD Lunches with Leaders	11:30am	@ The Ore House Restaurant
Feb. 11th	LLP Steering Committee	4:00pm	@ Alpine Bank
Feb. 12th	Power of Understanding People	5:30pm	@ DoubleTree Hotel
Feb. 19nd	Business After Hours	5-7pm	@ El Moro Spirits & Tavern
Feb. 25th	Lunch & Learn	12Noon	@ First National Bank

A & L Coors, Inc.
AAA Colorado
Adaptive Sports Association
Animas Water Co.
Animas Wine & Spirits
Another Dimension Design
Atmos Energy
Bar D Chuckwagon
Basin Coop, Inc.
Basin Printing & Imaging
Lexie Bauer
Best Western Durango Inn & Suites
Best Western Rio Grande Inn
Big O Tires – Durango
CAL Steel & Sheet Metal
Charter Business
Closets Plus, Inc.
Coca Cola
Cocktails and Creations
Coldwell Banker
Colorado Trails Ranch
Community Connections, Inc.
Condos East & West
Dietz Market, Inc.
Digestive Health Associates PC

Durango Joe's Coffee House
Durango Party Rental
Durango Threadworks
Farmers Insurance/Courtney Harshberger
Four Corners Laser & Aesthetics
Four Corners Materials
Gardenswartz Sporting Goods
Gateway Reservations
Honeyville/Culhane, Inc.
Honnen Equipment Co.
Housing Solutions for the SW
Jay Short Insurance
The Jewelry Works
La Plata County
Lander & Associates, LLC
Lewis Mercantile
Liquor World
Local First
May Palace
Maycock Insurance Agency
Maynes Bradford Shipp's Sheffel
Model Tire Store
Mountain West Insurance and Financial LLC
Nichols Electric, Inc.
Olde Tymer's Café

Online Web Services US Inc.
Pine Needle Mountaineering
PJ's Gourmet Market
RE/MAX Pinnacle – Aaron Diem
Records and Data Management, Inc.
Region 9 Economic Development District of SWCO
Regional Housing Alliance of La Plata County
Rivergate Pharmacy
RMBA Architects
Rocky Mtn Chocolate Factory
Roseberrys' Plumbing & Heating
Sexual Assault Services Organization
Snowmobile Adventures, Inc. Purgatory Resort
Sorrel Sky Gallery
Southwest Womens Health
Steve Eccher Design & Planning LLC
Strater Hotel
Tafoya Barrett and Associates PC
Tosch & Associates
Tour Central Europe
Vaughn Johnson DDS MS Orthodontics
Vectra Bank
Waste Management of Colorado
Wells Fargo Home Mortgage

NEW MEMBERS - CURRENT COUNT: 816

Southwest Party Rental

Lorey Lindt
249 Jenkins Ranch Road
Durango, CO 81301
(719) 200-2108
www.southwestpartyrental.com
Rental – Equipment & Party Rentals

Wendy Most Insurance Agency Inc.

Wendy Most
1315 Main St. Ste 211
Durango, CO 81301
(970) 259-2550
www.durango-insurance.com
Insurance

Candice E. Realty

Candice Eidenschink
700 Main Ave
Durango, CO 81301
(970) 375-3256
www.livedurangodream.com
Real Estate

Schlotsky's

Christina Calhoun
846 Main Ave
Durango, CO 81301
www.schlotskys.com
Restaurants/Bars

The Durango Chef

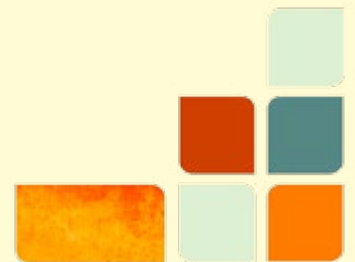
Marjory Leist
Durango, CO 81303
(970) 734-6008
www.thedurangochef.com
Other

Vacasa

Kari Morlock
3934 NE Martin Luther King Jr. Blvd
Suite 204
Portland, OR 97212
(503) 345-9399
www.vacasa.com/usa/colorado/durango
Cabins/Homes/Lodges

Vacation Accommodations of Durango

Hal Lott
777 Main Ave #206
Durango, CO 81301
(970) 749-5893
www.vadDurango.com
Cabin/Homes/Lodges



The Durango Diplomats were on hand for a Ribbon Cutting ceremony on January 7th, to celebrate the grand opening of Wendy Most Insurance. Now with offices at 1315 Main Ave., Wendy Most, who is from Durango, has worked for State Farm for 11 years and as an agent for four years,



most recently in Farmington. When the opportunity arose to both work and live in Durango she and her husband jumped at the chance and took over the State Farm office previously owned by Ken Willyard. Now with three employees, they offer full service insurance and financial services. Stop by Wendy's office at 1315 Main, Suite 201 or give her a call at 970.259.2550.

The Durango Diplomats performed a Grand Opening Ribbon Cutting ceremony on January 23rd for Sticks and Stones Handmade LLC. Owners and artists Tim and Micki Hassemer are very excited about their new shop which features finely crafted handmade gifts and keepsakes along with custom specialty orders; all made in and around



Durango. Starting their business more than 1 ½ years ago inside Four Leaves Winery, the Hassemers have only been in their new location at 734 Main Avenue for a couple of weeks – but are already grateful for the support shown by the Durango community. Stop by the shop and meet Tim and Micki or visit their website www.sticksandstoneshandmade.com or call 970.317.5696.

By Malia Durbano

Karma Bhotia – Himalayan Kitchen Trip back to his roots

Karma Bhotia has come a long way from his boyhood in Nepal working as a porter. He started working at 12 years old for 10 cents a day carrying the bags for trekking tourists. His dream was to come to the United States and bring tourists back to see his beautiful country.

Karma has lived in Austria, Wisconsin and Durango but his heart is still in his home village of Chyamtang, Nepal. Although he originally came to the United States in 2000 to start a tour company, he got sidetracked in the restaurant business and opened the Himalayan Kitchen, on the corner of 10th and Main.

In October of 2013, he took his first group from Durango to do a three day trek in each direction in Langtang National Park in Nepal. “After 13 years my dream finally came true,” he shares emotionally.

In October of 2014, his second group trekked six days in to the village where he grew up but hasn’t seen for 25 years. Karma and his wife Jyamu have been sending money to the village to help build a school and a library. Karma brought the group to help repair the school that was damaged by an earthquake.

Eleven people, 37 Sherpa’s and 15 donkeys arrived at Chyamtang to a huge welcoming celebration. The remote village of 600 people still live primarily off the land, with no running water or electricity. The group repaired the school, stocked the library and started a lunch program for the children in the

school. They spent 10 days in the village teaching, learning, touching lives and making friends.

“Education is the best way to change somebody’s life,” Karma explains. In the Buddhist tradition, they believe it’s important to help others. Buddhists believe in reincarnation and to merit good karma, you have to do good. “We are guests in this world. It’s our responsibility to leave it a better place than when we came.”

The couple recently formed the Bhotia Foundation to continue to support the needs of the village. “I am so grateful for the opportunity to give back to Nepal.”

In April, Karma will take his third group on the popular Pokhara trek – one of the most beautiful areas of Nepal. The 15 day trek will take place in Chitwan National Park in south central Nepal and will culminate in Lumbini- the birthplace of Buddha.

To learn more about the trek or to contribute to the Bhotia Foundation, stop in the restaurant and talk to Karma or go to: www.Bhotiafoundation.org.



Jonas Grushkin – Photogenesis Photography – A Bit of Everything



Jonas Grushkin’s introduction to photography came from his father who was a world-renowned book designer and calligrapher. His father would send him out on photo shoots, and then he’d develop the shots in the dark room in their home.

Jonas is a self-taught piano player and explains, “Photography is an expression of my music and the music is an expression of my photography.” After studying photojournalism at Syracuse University, he was able to combine his two passions as the official photographer for the Grateful Dead in the 60’s and 70’s.

He enjoys capturing human emotion and his book, *Life of a Dead Head*, was a portrait study of Grateful Dead fans. For a while, he lived in California, built barns as a carpenter and lived on Neal Young’s ranch, jamming with him and forming his own band, *The Bonus Band*.

Along the way, he has built custom dark-rooms and taught photography at Stanford.

Jonas moved to Durango in 1992 and raised his two sons at Hartwood Co-housing Community. He offers commercial photography services, advertising and graphic design work to

local businesses. “One of my favorite things is to take pictures of people in their work environment – with their tools and capturing their personalities.”

Performance photography is a passion and he takes pictures at the Fort Lewis Concert Hall and for the theater department. “I also love bringing people together in group photography, engaging their personalities in special moments, like weddings, family reunions, and shows.”

His studio on Farmington Hill is totally off-the-grid and the photographic equipment all runs on sunshine. Big, high doors allow cars, horses and other big subjects in for portraits. Although his work is primarily digital, he still has some film camera’s and “was an antique camera fanatic” when he was younger.

In 2013, he created a photo documentary of the Tibetan people while on a trip to the eastern plateau of China. It is available on his webpage.

Currently, he runs production at Fast Signs and wants time to get back to playing music. Blues, Boogie-Woogie, Jazz and Funky piano are calling. Plans to produce his second cd are in the works.

Check out his Follies photos and other work at: www.grushkin.com

By Indiana Reed, BID Communications Coordinator



Gearing up for a great 2015

As 2015 starts moving along faster than most of us would prefer, the BID is getting started on its programs for the year. At its core, BID is focusing on efforts to make Downtown Durango, and the entire Business Improvement District, which includes North Main, a welcome place for everyone.

The BID does exist to enhance the economic vitality of the District, and this continues to be an important mission, especially in light of increased internet sales across the country. The BID Board of Directors and staff understand that to spur local retail activity, Durango has to be warm, welcome and attractive.

A first step, to be completed in the coming weeks, is a survey of businesses in the District. The BID wants to know, "How was 2014"? Various sectors fared differently. Knowing the good and the challenges will assist the BID in developing programs, and position those programs during the appropriate time of year. Watch the BID e-news to participate in the survey. (Not signed up for the e-news? Visit www.downtowndurango.org.)

Monday through Friday, Feb. 9-13, is national Random Acts of Kindness Week, so the BID is taking this opportunity to "kindly" reward folks who shop in the District with our own "random act of kindness." The BID is once again partnering with Bank of Colorado and will give out gift cards to 10 lucky shoppers each day to thank them for shopping locally.

To further the Downtown parking education effort, the BID will reprise its FREE parking giveaway program twice during the year. In cooperation with Downtown merchants, who will take sign-ups in their stores, the BID will give away 100 parking "smart" cards at the end of April and November. The cards will be "loaded" with \$20 and can be used in all meters throughout Downtown – so, in essence, that is \$20 of free parking Downtown. More details to come.

The BID is also exploring feasibility of an Urban Renewal Authority (URA) and/or a Downtown Development Authority (DDA) – both of which would be designed to enhance sections of town such as North Main and the riverfront, improve access to businesses and increase walkability, to name just a few ideas. The URA and DDA have different requirements and legal stipulations, but the idea is to expand the "charm" of Downtown, and, as stated, make these different areas more welcoming to visitors and locals alike.

The BID has agreed to take over coordination of the Fourth of July festivities. It's not too early to arrange to partner on an event during the day. Contact Executive Director Tim Walsworth, 375.5068, to get involved.

Oktoberfest and Singing with Santa will return, and additional ideas are also on the horizon. The BID will hold its annual board/staff retreat in March, so stay tuned to what promises to be a jam-packed 2015.

New location for BCC

The BID Coffee & Conversation is moving to a new home: the First National Bank of Durango on W. 9th St. in Downtown. Due to new scheduling conflicts with the City of Durango, the council chambers are no longer available on the second Friday of the month for the BID meeting.

Mark your calendars for Friday, Feb. 13, 8:30-9:30 a.m. for the next BCC. The meeting will be held in the bank's downstairs conference room, which is a great location. Complimentary coffee and pastries, also courtesy FNB – plus networking and an update about the ever-evolving PARKING efforts Downtown.

Make it a "Spectacular Spring"

The BID is gearing up for its Spectacular Spring umbrella promotion – helping get the word out about all public Durango events held Mar. 1-May 31. Deadline to be included in the marketing materials is Feb. 6. Event planners: post your events at www.downtowndurango.org/events-calendar.

www.DowntownDurango.org

The Durango Business Improvement District was formed in 1997 with a goal and mission to support businesses within the District 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 and Durango Area Tourism Office. BID Board members are Karen Barger, presiding officer; Bob Allen, Rod Barker, Antonia Clark and John Wells.



DAVE MITCHELL

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THE POWER
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TECH-KNOWLEDGE 2015

CONFERENCE



SPONSORED BY



Join Us for a day of technology inspired, educational sessions.

MARCH 17, 2015 • DOUBLETREE HOTEL

501 CAMINO DEL RIO

The cost is only \$40 for Chamber Members and \$60 for non-members.

Explore new tools to tackle your most pressing technology challenges and needs. If you want to be successful, it is not enough to simply know the trends; you must also know how to leverage them for your organization.

7:30AM-8AM

8AM-8:25AM

8:40AM-9:20AM

9:30AM-10:10AM

10:20AM-11:00AM

11:10AM-11:50AM

12:15PM-1:15PM

REGISTRATION & CONTINENTAL BREAKFAST

WELCOME

BREAKOUT SESSIONS #1

BREAKOUT SESSIONS #2

BREAKOUT SESSIONS #3

BREAKOUT SESSIONS #4

LUNCH AND KEYNOTE SPEAKER

SPONSORED BY



Pioneer Spirit. Business Smart.

1:15PM-1:30PM

1:30PM-2:30PM

WRAP UP

MIX AND MINGLE

SPONSORED BY



For details on the breakout sessions visit www.durangobusiness.org

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Sponsored by First National Bank of Durango.



February

Business After Hours

Thursday February 19th
5-7 pm

Hosted by El Moro Spirits and Tavern
(945 Main Avenue)

\$7 Chamber Members & Guests
Lots of Doorprizes
Food & Beverages courtesy of the
El Moro Spirits and Tavern



Love Durango?



Be a part of the 59th consecutive edition of Durango Magazine.



PHOTO: SCARCE

W

ith placement in-room at the area's finest accommodations, the Summer/Fall 2015 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
March 16**

**Materials are due
April 1**

DURANGO
Magazine

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

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EVENTS CENTER

IT'S VALENTINE'S DAY – KICK UP YOUR HEELS
WITH THE BAND THAT EVERYONE LOVES!

*Hot
Valentine's*

DINNER &
DANCE

PRIME RIB BUFFET
DINNER @ 5:30PM | DANCE @ 8PM

\$25 ♥
PER PERSON

\$40
PER COUPLE

HIGH ROLLERS

FEBRUARY 14, 2015



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

Purchase tickets online at skyutecasino.com, by calling 888.842.4180, at the Sky Ute Casino Gift Shop or at the door. Ask about Stay & Play Packages!



La Plata County
Economic Development
ALLIANCE

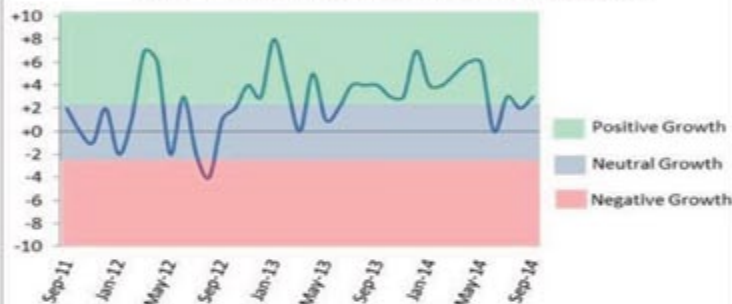
Pioneer Spirit. Business Smart.

December 2014 Economic Indicators

Employment Trends

December 2014	County	State	Nationwide
Unemployment Rate	3.2%	4.0%	5.6%
Unemployed	1,006	112,600	8,680,000
Employed	30,490	2,696,400	147,442,000
Total Labor Force	31,496	2,809,000	156,122,000

La Plata County Year-Over-Year Economic Indicator



Building Permits La Plata County

December	Single Family	Multi-Family	Commercial
Totals			
2014	10	0	0
Valuation	\$5,174,000	\$0	\$0
2013	6	0	0
Valuation	\$1,397,900	\$0	\$0
2012	4	0	0
Valuation	\$930,000	\$0	\$0

Enplanements La Plata County Airport

December	Total Month	% Change Month	% Change YTD
2014	15,537	12.25%	.81%
2013	13,841	-11.3%	2.9%
2012	15,596	8.4%	6.7%

Did you know... Did you know... the Alliance

helped over 60 businesses in 2014 with questions ranging from space to permitting to networking contacts to state incentives. The Alliance is your first stop for any business question you have, or a business you know might have. Contact us today at info@yeslpc.com to learn how we and our partners can help your business grow and succeed in La Plata County!

Sales Tax Collections

December 2014	% of Total	Current YTD	% of Total
Central Business District			
\$510,999	32%	\$6,884,230	32%
North Durango			
\$173,012	11%	\$2,548,237	12%
South Durango			
\$754,364	47%	\$8,809,530	42%
Other Durango			
\$174,191	10%	\$2,945,134	14%
Total	100%	21,187,131	100%

Above totals do not include dollars paid as a result of penalties and interest on delinquent sales tax, or dollars paid by miscellaneous one-time vendors. Percentages may be affected by rounding. The City implemented an additional 1/2 cent tax increase effective July 1, 2005. Source: www.durangogov.org

Real Estate Market 4th Quarter Oct-Dec 2014

	2014	2013	2012
Homes In-Town Durango			
Median Price	\$410,000	\$364,500	\$348,642
Number Sold	51	46	48
Homes In-Town Bayfield			
Median Price	\$265,000	\$244,750	\$220,317
Number Sold	11	12	14
Home In-Town Ignacio			
Median Price	\$120,000	\$0	\$60,000
Number Sold	4	0	1
Country Homes Combined			
Median Price	\$339,000	\$320,000	\$322,000
Number Sold	123	105	90
Commercial Business Opportunities			
Median Price	\$282,5000	\$550,000	\$1,300,000
Number Sold	2	1	1
Commercial Land			
Median Price	\$392,000	\$412,500	\$400,000
Number Sold	1	2	1
Commercial Multi-Family			
Median Price	\$0	\$0	\$0
Number Sold	0	0	0

Source: Durango Area Association of Realtors



EFFECTIVE JANUARY 1, 2015
DUE TO INCREASED

credit card fees, all Durango Dollar

GIFT CARDS SOLD WILL INCLUDE A

\$2⁹⁵
per card
- activation fee -

THANK YOU *FOR*
BUYING LOCAL!

www.durangobusiness.org

111 S. Camino del Rio (in Santa Rita Park) • 970.247.0312


the chamber
DURANGO CHAMBER of COMMERCE