



Joseph Durnford



MANAGING PARTNER
JD FORD & Co. LTD.

Age: 33

Key civic affiliations:

Junior Achievement,
Small Business

Administration Active Core Executives
SCORE program, Denver Metro Chamber of
Commerce, Denver Area Youth for Christ

Joe Durnford hasn't struggled for years to earn a reputation as one of Denver's top dealmakers.

In the 18 months since he founded JD Ford & Co., the 33-year-old investment banker has worked \$100 million in transactions.

U.S. Office Products' \$20 million-plus acquisition in January of Professional Travel Corp., the state's largest travel agency, represents his most recognized deal. Professional Travel has since grown to rank among the country's top 10 travel agencies.

JD Ford has put together deals in Colorado's burgeoning magazine business. He also helped the owners of Pumpkin Masters, makers of pumpkin carving kits, sell to Security Capital Corp. of Texas.

Durnford said his goal is to become the "preferred provider" of merger and acquisition services in the Rocky Mountain region and to continue to "assist successful entrepreneurs in the most important transaction of their business careers."

Although he has moved quickly in that direction, Durnford is slower to take credit for it. He attributes his success to his clients and the hot business climate the region has enjoyed.

But Durnford is also a motivated individual. His father died at age 44, leaving him aware that tomorrow isn't always guaranteed.

"You never know how much time you

have, so make your contribution while you have the opportunity to do so," Durnford said. But he also said he wants to stay focused on the things most important to him and keep balance in his life, including family, community and church.

He said many people start fast and furious, only to see the truly important things in life crumble around them. Their opportunity to succeed long-term diminishes once that happens.

"I have a supportive family," Durnford said, adding he won't be truly successful unless he can maintain their support over the long haul.

Durnford is married with a 2-year-old son and another child on the way. He grew up in Northglenn and attended the University of Colorado. He is a certified public accountant, a certified valuation analyst, a Colorado real estate broker and is studying to become a chartered financial analyst.

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— By Aldo Svaldi