

2021 County Performance Reports

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2021 Performance Report Archuleta County, Colorado

The Region 9 Economic Development District of Southwest Colorado Inc. (Region 9) is a nonprofit, 501 (c) 6 public private partnership that promotes and coordinates economic and community development efforts throughout southwest Colorado. Region 9 covers five counties, ten municipalities and the two Native American Tribes in Colorado (Ute Mountain Ute and Southern Ute). Incorporated in 1989, Region 9 is led by a 26-member board of directors; 17 from local governmental jurisdictions and 9 from the private sector.

2021 Archuleta Representatives

Todd Weaver – Archuleta County
Jennie Green – Pagosa Springs
Mary Jo Coulehan – At large, Vice Chair
Derek Farrah – Loan Committee
Livia Lynch – Loan Committee



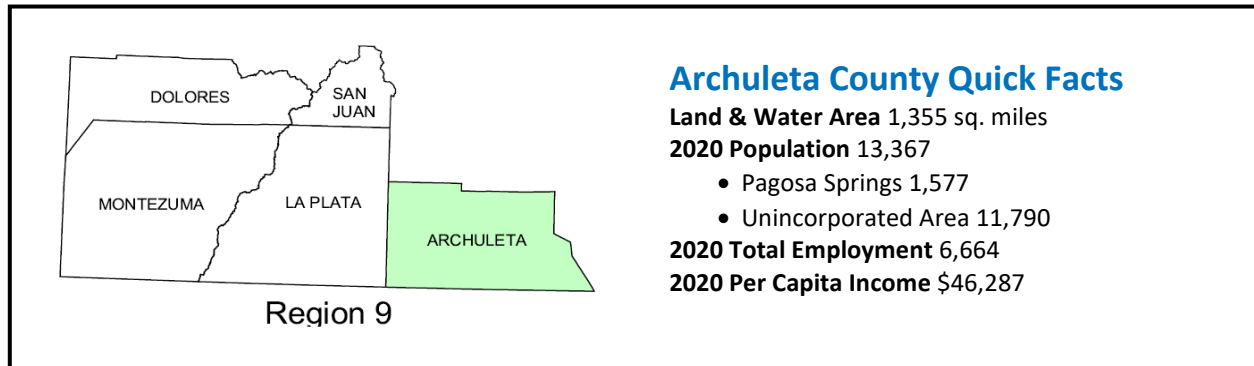
Region 9 Staff

Laura Lewis Marchino – Executive Director
Brian Rose – Deputy Director
Jenny Stollar – Business Loan Officer
Terry Blair-Burton – Program Administrator
Stephani Burditt – Office Manager
Shirley Jones – Comptroller

Heather Otter – Economic Development Project Manager
Elizabeth Marsh – SCAPE Director
Brittany Cupp – SCAPE Outreach Coordinator
Fort Lewis College Intern – Blake Common
Fort Lewis College Intern – Matthew Farmer

Region 9 Programs and Services

- Business loans
- Colorado State Data Center local affiliate
- Technical assistance and special projects
- Southwest Enterprise Zone administration
- Research for community and regional projects
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Administrative support for San Juan Development Association financials and microloan program
- Administrative support for regional opioid settlement



Technical Assistance – Region 9 provides technical assistance in Archuleta County and Pagosa Springs by participating in community meetings, researching, and administering grants, and advocating for communities at regional, state, and federal levels. Activities are listed below.

County-wide

- **Responded to 182 inquiries** (up from 135 in 2020) covering business resources, grant, and data requests.

Where	Loans	Data	EZ	Grants	General Inquiry	OZ	Totals
Archuleta	4	21	38	6	50	2	121
Pagosa Springs	11	3	22	0	25	0	61

- **Assisted** Archuleta County with the HUB Zone application.
- **Worked** with County to submit REDI Grant for Pagosa Springs CDC.
- **Participated** in Economic Recovery Taskforce Meetings.
- **Participated** in monthly CDC board meetings and assisted with interview process for new director.
- **Participated** in Archuleta County Small Business Relief Fund Selection Committee.
- **Partnered** with Pagosa Springs CDC on microloan program.
- **Provided** Economic Development Training to Archuleta County BOCC.
- **Successfully** completed the 2021 Archuleta Community Development Action Plan (CDAP).
- **Successfully** extended Habitat of Humanity’s EZ Contribution Project status.
- **Worked** closely with the Pagosa Springs Community Development Corporation (CDC) to facilitate the 5-year update for the Comprehensive Economic Development Strategy (CEDS).
- **Cold Case Gear, a consumer goods start-up based in Pagosa Springs, Colorado, becomes the first participant from Archuleta County to be accepted into Colorado's Rural Jump-Start Program.**

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of regional boards and committees. Staff members also serve on several state-wide boards including Laura chairing the Economic Development Council of Colorado Board (EDCC). All of us at Region 9 feel grateful to have weathered well what has been a tough year for many. Our Team is the key to our success and being recognized as the “Nonprofit of the Year” by the Durango Chamber only highlights our commitment to improving economic conditions across our region. In 2021, we:

- **Gained** financial stability through SCAPE investment return.
- **Completed** the 5-year Comprehensive Economic Development Strategy for the region.
- **Continue to forward** our strategic plan goals and support our county and municipal level economic developers.
- **Facilitated** creation of a regional council to manage the opioid settlement funds.
- **Participated** closely with economic development organizations continuing to address COVID recovery.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **Provided** more focus on our economic data including our data dashboard.
- **Received** National Association of Development Organizations (NADO) award for COVID Business Assistance programs in partnership with Montezuma, Cortez, Dolores, Mancos, Pagosa Springs, the Dolores County Development Corporation and Pagosa Springs Community Development Corporation.
- **Responded** to 1,760 inquiries covering business resources, grant, and data requests. This number is up from 1,228 in 2020 and 1,176 in 2019.
- **Served** on the B:Side Capital Loan Committee.
- **Served** on the Homes Fund Board to stay current on housing issues region wide.
- **Served** on the Southwest Colorado Community College Advisory Board to promote regional workforce and job training needs.
- **Served** on the Small Business Development Center Advisory Committee.
- **Served** on the Southwest Colorado Workforce Investment Board.
- **Served** on the Fort Lewis College Business Advisory Council, School of Business Administration.
- **Successfully** continued partnership with Fort Lewis College School of Business to hire and develop interns for future work in civic, non-profit, business, finance or community facing fields.

Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in depth mentoring, education, and access to equity funding for early stage and growing companies. The program has launched 43 companies based in rural southwest Colorado. These businesses raised \$25M in capital contributing to the creation of 182 local jobs. SCAPE companies have been recognized as Colorado Companies to Watch and been recipients of the Colorado Early Seed Stage grant. SCAPE is the hub of the entrepreneurial ecosystem and hosts regional investment and startup initiatives. Visit www.goscape.org/. Region 9 is a proud investor in this program.

Enterprise Zones – Certain sections of Archuleta County are designated Enhanced Rural Enterprise Zones (EREZ) through 2022. Enterprise Zone boundaries are reviewed every 10 years to ensure distress criteria are met. The boundaries were last reviewed in 2016. This program provides financial incentives to businesses to promote and encourage new job creation. A business which includes farming and

mining located within the Enterprise zone may be eligible for EZ tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other incentives. Since 1992 Archuleta County businesses have claimed approximately \$96M in eligible investments, resulting in nearly \$3.5M in certified tax credits, and reported 1,598 new jobs. **In 2021, Region 9 received 502 inquiries regarding the Enterprise Zone Program. Archuleta County businesses claimed \$78,654 in tax credits and creating 12 jobs. In 2020, businesses claimed \$279,435 in tax credits and created 8 jobs.**

This State designation also allows donor contributions of at least \$100 (depending on the organization) to Enterprise Zone contribution projects to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. Region-wide, in 2021 there were 30 designated Enterprise Zone Contribution Projects. There were no new projects but three were re-designated to continue into 2022 and six projects are ending. Projects generated \$1.46 million in economic activity through direct and in-kind contributions. This is significantly lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic impacted the number of donations. For comparison, there were 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Enterprise Zone Contribution Projects that impacted Archuleta County in 2021 are below.

- Aspen House
- Pagosa Springs Medical Center Foundation
- Habitat for Humanity of Archuleta County
- Homes Fund
- Housing Solutions for the Southwest
- KSUT Radio- Pagosa Festivals
- Pagosa Springs Community Development Corporation
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

Reports – Region 9 prepared strategy and research reports that included data specific to Montezuma County in 2021. Region 9 is a Colorado State Data Center local affiliate, and provides reliable, unbiased, and timely regional socio-economic data to citizens and policymakers. All the District's reports and economic impact studies can be found at www.region9edd.org.

- Region 9 Comprehensive Economic Development Strategy (CEDS) 2021
- Archuleta County Community Development Action Plan (CDAP) 2021

Data Dashboard – A Regional Data Dashboard is available on our website. Explore demographics, economic indicators that impact businesses, workforce data and much more. Visit www.region9edd.org/dashboards.

Loans – Region 9 had 228 loans as of December 31, 2021, with a total balance of \$7.3M, an increase of \$1.1M over 2020 that had 233 loans receivable. Region 9 closed 66 loans creating or retaining 123 jobs compared to 99 loans and 82 jobs in 2020, and 33 loans and 70 jobs in 2019. The higher job number

and loan volume for 2021 demonstrates that many businesses are beginning to recover and expand from the COVID-19 pandemic. Thirty-nine loans paid off in 2021 compared to 27 loans in 2020, and 21 in 2019. Four loans were written off.

In the past 31 years, Region 9 provided business loans totaling **\$2.5M** resulting in **125 jobs** in Archuleta County. In 2021, the County generated **15 business loan inquiries to Region 9, down from 69 in 2020.** There was **1** new loan. Six loans paid off. **DALP** stands for Disaster Assistance Loan Program.

Boundless Beauty	\$30,000	NEW
Cabe's Collision and Customs	\$5,000	DALP
Crawford, LLC.	\$28,000	DALP \$8,000 of the \$20,000
CrossFit Pagosa	\$8,000	DALP
In Balance Physical Therapy	\$5,000	DALP
Just Click Printing	\$30,000	
The Lustre Group	\$24,950	
PS Chocolates	\$21,500	

Paid Off

Alpine Medical and Specialty Practice	\$13,750
Cabe's Collision and Customs	\$25,000
Motel SOCO	\$6,000 DALP
Pagosa Mountain Sports	\$9,000 DALP
Professional Refrigeration Services	\$45,000
Wild N Crazy Critters	\$12,000



2021 Performance Report Dolores County, Colorado

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2021 Dolores Representatives

Dan Fernandez – At Large, Secretary
Steve Garchar/Dennis Goldbricht – Dolores County
Kari Distefano – Rico
Brett Martin – Dove Creek
Bryce Capron – Loan Committee
Gus Westerman – Loan Committee



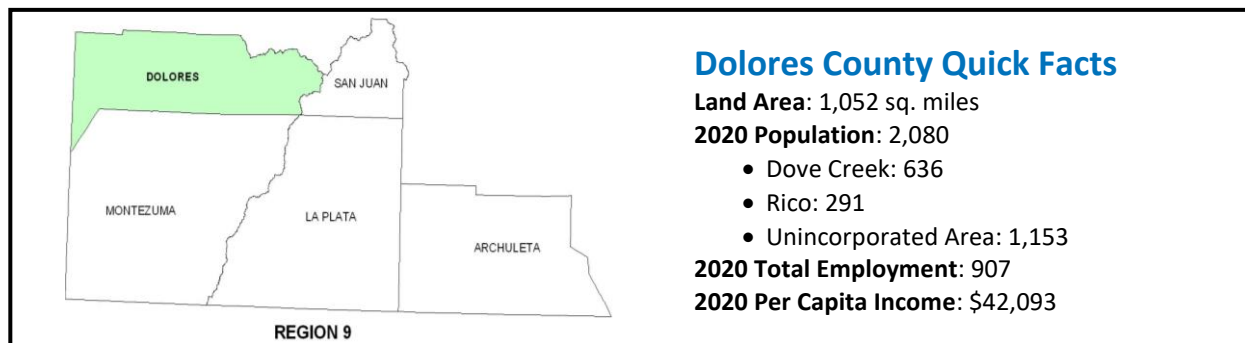
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- Administrative support for regional opioid settlement



Technical Assistance – Region 9 provides technical assistance in Dolores County, Dove Creek and Rico by participating in community meetings, researching, and administering grants, and advocating for communities at regional, state, and federal levels. Activities are listed below.

County-wide

- **Worked** closely with **Dolores County Development Corporation (DCDC):**
 - Served on **DCDC Board** and attended monthly meetings.
 - Helped support the **DCDC microloan** fund.
- **Responded to 35 inquiries** covering business resources, grant, and data requests.
- **Member** of Dove Creek Chamber.
- **Provided** Dolores County & communities' recovery resources and information on the Southwest Colorado Disaster Assistance (SWCODA) website.
- **Successfully** updated the 2021 Dolores Community Development Action Plan.
- **Worked** with Rico regarding potential business investments and projects.
- **Assisted with marketing and promotion** for several Enterprise Zone and loan clients by coordinating professional photo shoots.
- **Participated** in the Dove Creek/Dolores County Grant and Community Projects workshop.
- **Assisted** Dolores County/Dove Creek with RFP for the Energize CO Sustainable Rural Housing Pilot Project.
- **Partnered** with Town of Rico, Dolores and Montezuma Counties on High Alpine Roadmap Initiative.
- **Supported** the Town of Rico's efforts toward grant funding for recycling project.
- **Provided** Region 9 orientation for Dolores County Extension Office's intern.

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of regional boards and committees. Staff members also serve on several state-wide boards including Laura chairing the Economic Development Council of Colorado Board (EDCC). All of us at Region 9 feel grateful to have weathered well what has been a tough year for many. Our Team is the key to our success and being recognized as the “Nonprofit of the Year” by the Durango Chamber only highlights our commitment to improving economic conditions across our region. In 2021, we:

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- **Continue to forward** our strategic plan goals and support our county and municipal level economic developers.
- **Facilitated** creation of a regional council to manage the opioid settlement funds.
- **Participated** closely with economic development organizations continuing to address COVID recovery.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **Provided** more focus on our economic data including our data dashboard.
- **Received** National Association of Development Organizations (NADO) award for COVID Business Assistance programs in partnership with Montezuma, Cortez, Dolores, Mancos, Pagosa Springs, the Dolores County Development Corporation and Pagosa Springs Community Development Corporation.
- **Responded** to 1,760 inquiries covering business resources, grant and data requests. This number is up from 1,228 in 2020 and 1,176 in 2019.
- **Served** on the B:Side Capital Loan Committee.
- **Served** on the Homes Fund Board to stay current on housing issues region wide.
- **Served** on the Southwest Colorado Community College Advisory Board to promote regional workforce and job training needs.
- **Served** on the Small Business Development Center Advisory Committee.
- **Served** on the Southwest Colorado Workforce Investment Board.
- **Served** on the Fort Lewis College Business Advisory Council, School of Business Administration.
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Enterprise Zones – All of Dolores County is a designated Enhanced Rural Enterprise Zone (EREZ) through 2022. Enterprise Zone boundaries are reviewed every 10 years to ensure distress criteria are met. The boundaries were last reviewed in 2016. This program provides financial incentives to businesses to promote and encourage new job creation. A business which includes farming and mining

located within the Enterprise zone may be eligible for EZ tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other incentives. Since 1992 Dolores County businesses have claimed approximately \$46M in eligible investments, resulting in \$3.4M in certified tax credits, and reported 134 new jobs. In 2021, Region 9 received 502 inquiries regarding the Enterprise Zone Program. Of those, Dolores County generated 13 inquiries. In 2021, 31 businesses claimed \$34,312 in tax credits; and participating businesses created 1 new job. EZ activity was down significantly from 2020 when there were \$404,438 in tax credits and 8 new jobs.

This State designation also allows donor contributions of at least \$100 (depending on the organization) to Enterprise Zone contribution projects to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. Region-wide, in 2021 there were 30 designated Enterprise Zone Contribution Projects. There were no new projects but three were re-designated to continue into 2022 and six projects are ending. Projects generated \$1.46 million in economic activity through direct and in-kind contributions. This is significantly lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic impacted the number of donations. For comparison, there were 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Enterprise Zone Contribution Projects that impacted Dolores County in 2021 are below.

- Homes Fund
- Housing Solutions for the Southwest
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

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In the past 31 years, Region 9 provided business loans totaling approximately **\$1.8M** resulting in **77 jobs** in Dolores County. In 2021, the County generated **4 business loan inquiries to Region 9, resulting in 1 new loan. No loans paid off. DALP** stands for Disaster Assistance Loan Program.

2 Rico	\$ 75,000	
5R Farm & Trucking, LLC	\$ 20,406	
Banger’s Bar & Pizza	\$ 88,667	
Carhart Customs	\$ 63,000	
DC Rack Haus	\$ 30,000	
Dickson Electric NEW	\$50,000	
Dove Creek Sinclair	\$ 80,250	
Enterprise Bar & Grill	\$ 10,000	DALP
JT’s Country Store	\$ 50,000	
K & J Customs	\$ 43,000	
La Watha Bakery	\$ 49,000	
Rico Mineshaft Inn NEW	\$81,000	
Thirsty Bird Energy Services	\$175,000	



2021 Performance Report La Plata County, Colorado

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2021 La Plata Representatives

Ashleigh Tarkington – Bayfield, Executive Committee
Clyde Church – La Plata County, Executive Committee
Colleen O’Brien – Treasurer, At large
Eric Jones – Loan Committee
Gina Piccoli – Loan Committee
Kris Oyler – Loan Committee, Vice Chair
Terryl Peterson – Loan Committee, Chair
Alex Rugoff/Tommy Crosby – Durango
Tuggy Dunton – Ignacio
Eric Thayer/Meade Harbison – Southern Ute Indian Tribe
Justin Osborn – At large
Robert Whitson – At large
Steve Elias – At large, Fort Lewis College



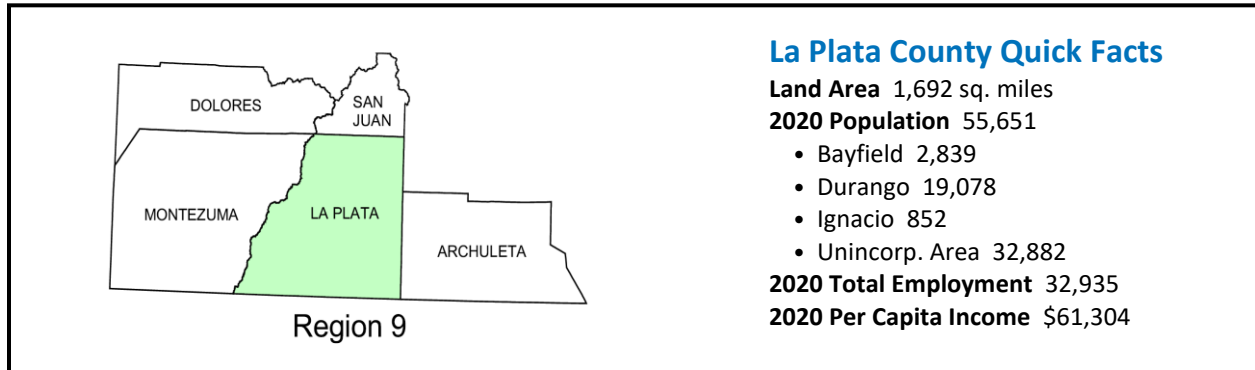
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Technical Assistance – Region 9 provides technical assistance in La Plata County and area municipalities by participating in community meetings, researching, and administering grants, and advocating for communities at regional, state, and federal levels. Activities are listed below.

County-wide

- **Responded** to over **505 inquiries (up from 460 in 2020)** covering business resources, grant, and data requests.
- **Participated** in La Plata Business Taskforce Meetings.
- **Participated** The Southwestern Colorado Opioid Overdose Planning (SCOOP) Consortium meetings to develop a substance misuse strategic plan for La Plata County.
- **Participated** in Planning Grant for Opioid Settlement Regional Council with La Plata County as fiscal agent.
- **Participated** in community organization meetings with La Plata County regarding ARPA fund usage.
- **Partnered** with Durango School District 9R, the La Plata County Economic Development Alliance, First Southwest Bank, and the Southwest Small Business Development Center to Launch Bond-to-Business Initiative.
- **Attended** La Plata Economic Alliance meetings and presented economic updates.
- **Attended** Ignacio Chamber of Commerce meetings and presented economic updates.
- **Worked** with La Plata County Commissioners on approval and extension of CDBG funds.
- **Presented** at several SBDC Starting Your Small Business Workshops for La Plata County businesses.
- **Presented** on Economic Development Fundamentals to the La Plata County Commissioners.
- **Received award** for Durango Chamber’s Nonprofit of the Year.

- **Served** on the Durango High School Homegrown Talent Initiative Advisory Committee, participated in school to work events, and supported student intern activities.
- **Served** as Treasurer on Ignacio Creative District Board and successfully submitted grant for \$1,000.
- **Served on** Durango Independent Film Festival’s Board.
- **Served** on Leadership La Plata Barbara Conrad Award Committee.

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development tax credits, and other incentives. Since 1992 La Plata County businesses have claimed approximately \$705M in eligible investments, resulting in \$20.4M in certified tax credits, and reported 5,135 new jobs. In 2021, Region 9 received 502 inquiries regarding the Enterprise Zone Program. Of those, La Plata County communities generated 166 inquiries. Businesses claimed \$136,258 in tax credits and created 39 jobs. Inquiries and job creation were up from 2020.

This State designation also allows donor contributions of at least \$100 (depending on the organization) to Enterprise Zone contribution projects to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. Region-wide, in 2021 there were 30 designated Enterprise Zone Contribution Projects. There were no new projects but three were re-designated to continue into 2022 and six projects are ending. Projects generated \$1.46 million in economic activity through direct and in-kind contributions. This is significantly lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic impacted the number of donations. For comparison, there were 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Enterprise Zone contribution projects that impacted La Plata County in 2021 are below.

- Fort Lewis College Foundation
- Habitat for Humanity of La Plata County
- Housing Solutions for the Southwest
- Homes Fund
- Manna Soup Kitchen
- Mercy Health Foundation
- Region 9 Economic Development District & COVID Business Support
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
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- Volunteers of America – Southwest Colorado Branch

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In the past 31 years, Region 9 has provided over **\$21M** in loans to La Plata County businesses resulting in **1,211** jobs. In 2021, the County generated **107** loan inquiries to Region 9, up from 83 in 2020. There were **17** new loans. **Twelve** loans paid off. Current loan activity is listed below. **DALP** stands for Disaster Assistance Loan Program.

County (Unincorporated Area)

Dancing Raven Stoneworks DALP	\$8,000
Kingdom Builders	\$60,000
Medicina NEW	\$55,000
Megan Slater Acupuncture DALP	\$3,000
Mountain Home and Design	\$20,000
Momentum Tree Service NEW	\$54,081
Ohana Physical Therapy DALP	\$8,000
Peaks & Tides DALP	\$5,000
Shampooch Mobile Grooming NEW	\$40,000
Stacy Reuille-Dupont	\$300,000
Table to Farm Compost NEW	\$125,000
TBR Service	\$73,600
Timber Age System	\$80,000
TNT Innovations NEW	\$120,000
Trautner Geotech NEW	\$80,000
Well on Wheels NEW	\$375,000

City of Durango

360 Durango.com	\$43,000
Advertising Innovations	\$85,000
Aldrich Art DALP	\$42,000
Alpine Aerial Acrobatics DALP	\$5,500
Animas Chocolate	\$40,000
Animas High School	\$200,000
April's Garden	\$95,600
Baby Basecamp	\$80,000
Balcony Bar and Grill	\$60,000
Black Bear Bakery NEW	\$25,000
Blackwood Tattoo DALP	\$5,000
Bo Dean's Towing	\$132,000
Bookcase & Barber	\$45,000
Candace Cross Photography	\$15,000
Cantera	\$100,000
Chavez Tortilleria Factory	\$70,000
Cliffside Ski & Sport DALP	\$6,000
Coldstone Ice Cream NEW	\$60,000
Durango Insurance Professionals	\$65,000

Durango Beverage NEW	\$250,000
Durango Soda Company	\$90,000
Durango Space DALP	\$6,500
Enliven DALP	\$3,000
Euphoria Salon DALP	\$6,000
Fired Up Pizzeria	\$250,000
Guild House Games	\$35,000
Habit	\$40,000
Happy Pappy's	\$76,000
Jitter's Java DALP	\$30,000
Joyful Nook Gallery	\$65,000
Jungle Gym DGO	\$41,069
Local NEWS Network	\$75,000
Modstreet NEW	\$124,000
Old Tymer's Café NEW	\$45,000
Pause Studio NEW	\$20,000
Pediatric Associates of Durango	\$199,900
Phoenix Physical Therapy NEW	\$75,000
R&D Suspension	\$11,000
Reign Salon	\$65,000
Remedy Body Center	\$115,400
San Juan Waterworks	\$117,300
Ski Barn	\$10,000
Tandem Hospitality	\$125,000
Taste Coffee NEW	\$30,000
The Rock Lounge	\$50,000
The Soup Palette	\$17,000
Waxed	\$60,000
Will Built	\$5,000

Town of Bayfield

Et Voila Catering NEW	\$50,000
Far West Enterprises	\$15,000
Grasshoppers Landscaping	\$65,000
Incognito Salon DALP	\$6,000
Safety Connection	\$15,000

Town of Ignacio

Krobarr Forestry Management	\$300,000
Mike's Dispose-All NEW	\$15,000
Walker Holding Company	\$180,200

Vallecito

Elk Point Lodge	\$5,000
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Paid Off

Agile Space Propulsion	\$60,000
Create Art & Tea	\$15,000
Cream Bean Berry	\$37,000
Desert Sun Roasters	\$150,000
Durango Board & Boat	\$7,500
Durango RV	\$170,000
Hollywood Finishes	\$31,100
IV Fluid Balance & Restoration DALP	\$6,500
Mercury Leads	\$30,000
Prairie Fire	\$9,750
The Vault	\$90,000
Wrench Star	\$60,000



2021 Performance Report Montezuma County, Colorado

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2021 Montezuma Representatives

Jim Candelaria – Montezuma County
John Dougherty/Kelly Koskie – Cortez
Ken Charles – Dolores
Rachael Marchbanks/Janice Bryan – Mancos
Dewayne Findley – At large
Shawn Gregory – At large & Loan Committee
Jon Callender – Loan Committee
Vacant – Ute Mountain Ute Tribe



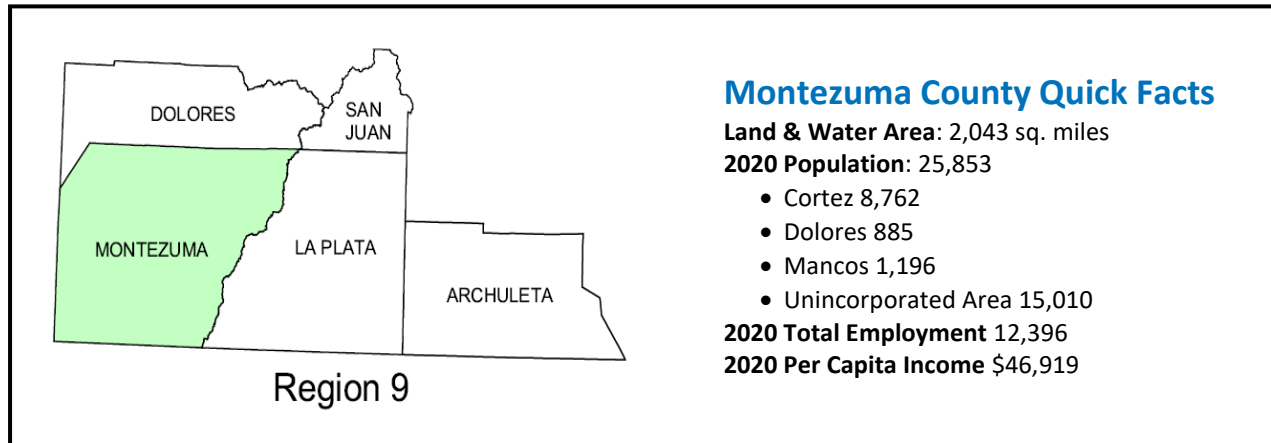
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Brian Rose – Deputy Director
Jenny Stollar – Business Loan Officer
Terry Blair-Burton – Program Administrator
Stephani Burditt – Office Manager
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Heather Otter – Economic Development Project Manager
Elizabeth Marsh – SCAPE Director
Brittany Cupp – SCAPE Outreach Coordinator
Fort Lewis College Intern – Blake Common
Fort Lewis College Intern – Matthew Farmer

Region 9 Programs and Services

- Business loans
- Colorado State Data Center local affiliate
- Technical assistance and special projects
- Southwest Enterprise Zone administration
- Research for community and regional projects
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Administrative support for San Juan Development Association financials and microloan program
- Administrative support for regional opioid settlement



Technical Assistance – Region 9 provides technical assistance in Montezuma County and area municipalities by participating in community meetings, researching, and administering grants, and advocating for communities at regional, state, and federal levels. Activities are listed below.

County-wide

- Responded to 436 inquiries covering business resources, grant, and data requests. The inquiries were up from 308 in 2020.

Where	Loans	Data	EZ	Grants	General Inquiry	OZ	Totals
Montezuma	22	23	115	44	61	0	265
Cortez	30	2	37	7	15	0	91
Dolores	12	0	4	2	6	0	24
Mancos	5	2	8	4	21	0	40
Ute Mountain	0	3	0	1	12	0	16

- **Administered** EZ Contribution Project applications and Economic Development Commission approval of Habitat Montezuma as a renewing Enterprise Zone project.
- **Facilitated** Cortez and Mancos participation as Rural Jumpstart communities.
- **Coordinated** applications for Montezuma CARES Grant Business Relief funds. Thirty-one businesses received a total of 100K.
- **Participated** in Montezuma Economic Development Team meetings.
- **Participated** on the EDA Recovery Roadmap team.
- **Participated** on the Montezuma Cortez Homegrown Talent Advisory Committee.
- **Provided** Economic Development Training to Montezuma County BOCC, planning staff and economic development team.
- **Successfully nominated** the County for an Economic Development Council of Colorado EDIE Award, winning Medium Sized Community of the Year.
- **Successfully** completed the 2021 Montezuma Community Development Action Plan (CDAP).
- **Supported** Ute Mt Tribe’s continued work to develop a grocery store near Towaoc.
- **Worked** with Tri-County Chamber to promote business recovery activities and relocation guide.
- **Worked** closely with the Montezuma County Economic Development Team on business relocation and expansion inquiries including manufactured homes and pellet companies.

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of regional boards and committees. Staff members also serve on several state-wide boards including Laura chairing the Economic Development Council of Colorado Board (EDCC). All of us at Region 9 feel grateful to have weathered well what has been a tough year for many. Our Team is the key to our success and being recognized as the “Nonprofit of the Year” by the Durango Chamber only highlights our commitment to improving economic conditions across our region. In 2021, we:

- **Gained** financial stability through SCAPE investment return.
- **Completed** the 5-year Comprehensive Economic Development Strategy for the region.
- **Continue to forward** our strategic plan goals and support our county and municipal level economic developers.
- **Facilitated** creation of a regional council to manage the opioid settlement funds.
- **Participated** closely with economic development organizations continuing to address COVID recovery.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **Provided** more focus on our economic data including our data dashboard.
- **Received** National Association of Development Organizations (NADO) award for COVID Business Assistance programs in partnership with Montezuma, Cortez, Dolores, Mancos, Pagosa Springs, the Dolores County Development Corporation and Pagosa Springs Community Development Corporation.
- **Responded** to 1,760 inquiries covering business resources, grant, and data requests. This number is up from 1,228 in 2020 and 1,176 in 2019.
- **Served** on the B:Side Capital Loan Committee.
- **Served** on the Homes Fund Board to stay current on housing issues region wide.
- **Served** on the Southwest Colorado Community College Advisory Board to promote regional workforce and job training needs.
- **Served** on the Small Business Development Center Advisory Committee.
- **Served** on the Southwest Colorado Workforce Investment Board.

- **Served** on the Fort Lewis College Business Advisory Council, School of Business Administration.
- **Successfully** continued partnership with Fort Lewis College School of Business to hire and develop interns for future work in civic, non-profit, business, finance or community facing fields.

Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in depth mentoring, education, and access to equity funding for early stage and growing companies. The program has launched 43 companies based in rural southwest Colorado. These businesses raised \$25M in capital contributing to the creation of 182 local jobs. SCAPE companies have been recognized as Colorado Companies to Watch and been recipients of the Colorado Early Seed Stage grant. SCAPE is the hub of the entrepreneurial ecosystem and hosts regional investment and startup initiatives. Visit www.goscape.org/. Region 9 is a proud investor in this program.

Enterprise Zones – All of Montezuma County is a designated Enhanced Rural Enterprise Zone (EREZ) through 2022. Enterprise Zone boundaries are reviewed every 10 years to ensure distress criteria are met. The boundaries were last reviewed in 2016. This program provides financial incentives to businesses to promote and encourage new job creation. A business which includes farming and mining located within the Enterprise zone may be eligible for EZ tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other incentives. Since 1992 Montezuma County businesses have claimed approximately \$734M in eligible investments, resulting in nearly \$15M in certified tax credits, and reported 2,166 new jobs. **In 2021, Region 9 received 502 inquiries regarding the Enterprise Zone Program. Montezuma continues to lead the region in business participation with 150 businesses claiming \$279,435 in tax credits and creating 8 jobs. While inquiries were way up, tax credits and job creation were down from 2020.**

This State designation also allows donor contributions of at least \$100 (depending on the organization) to Enterprise Zone contribution projects to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. Region-wide, in 2021 there were 30 designated Enterprise Zone Contribution Projects. There were no new projects but three were re-designated to continue into 2022 and six projects are ending. Projects generated \$1.46 million in economic activity through direct and in-kind contributions. This is significantly lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic impacted the number of donations. For comparison, there were 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Region 9 Enterprise Zone contribution projects that impacted Montezuma County in 2021 are below.

Bridge Emergency Shelter	Montezuma Food Systems
Cortez Cultural Center	Pinon Project
Crow Canyon Archaeological Center	Sharehouse
Habitat for Humanity of Montezuma County	SCAPE
Homes Fund	Small Business Development Center (SBDC)
Hospice of Montezuma	Southwest Memorial Hospital Foundation
Housing Solutions for the Southwest	Sunflower Theatre

Reports – Region 9 prepared strategy and research reports that included data specific to Montezuma County in 2021. Region 9 is a Colorado State Data Center local affiliate, and provides reliable, unbiased, and timely regional socio-economic data to citizens and policymakers. All the District’s reports and economic impact studies can be found at www.region9edd.org.

- Region 9 Comprehensive Economic Development Strategy (CEDS) 2021
- Montezuma County Community Development Action Plan (CDAP) 2021

Data Dashboard – A Regional Data Dashboard is available on our website. Explore demographics, economic indicators that impact businesses, workforce data and much more. Visit www.region9edd.org/dashboards.

Loans – Region 9 had 228 loans as of December 31, 2021, with a total balance of \$7.3M, an increase of \$1.1M over 2020 that had 233 loans receivable. Region 9 closed 66 loans creating or retaining 123 jobs compared to 99 loans and 82 jobs in 2020, and 33 loans and 70 jobs in 2019. The higher job number and loan volume for 2021 demonstrates that many businesses are beginning to recover and expand from the COVID-19 pandemic. Thirty-nine loans paid off in 2021 compared to 27 loans in 2020, and 21 in 2019. Four loans were written off.

In the past 31 years, Region 9 provided business loans totaling **\$6.9M** resulting in **355 jobs** in Montezuma County. In 2021, the County generated **69 business loan inquiries to Region 9, down from 101 in 2020**. There were **9** new loans. One loan paid off. **DALP** stands for Disaster Assistance Loan Program.

Cortez

303 Labs Co.	\$80,000
Aubuchon Custom Productions	\$15,000
Baier Essentials	\$65,000
Bo Dean’s Towing	\$75,000
Clayton Archer	\$34,500
Curt Mangan	\$250,000
Denkai Animal Sanctuary	\$35,400
Gustafson Trucking	\$47,000
High Desert Life Outdoors	\$65,000
KB Insurance Group DALP	\$4,000
KB Insurance Group NEW	\$65,000
K & J Customs	\$43,000
Lotsa Pasta	\$82,000
Moose & More DALP	\$10,000
Moving Mountains	\$11,250
Nash Trucking NEW	\$150,000
Rowe & Sons Trash Services	\$50,000
Southwest Printing	\$125,000
STR Custom Coatings	\$46,000
Top Line Floors DALP	\$10,000
West Adventures & Tours	\$20,000
Yellow Car Country Wine DALP	\$5,000

Dolores

Fabulous Fabrications	\$40,000
Montezuma Mexican Restaurant DALP	\$10,000
RJN Construction Management DALP	\$10,000
Rudosky Golf DALP	\$6,000
Straight Edge Home Inspections	\$10,300
S & S Wallwood	\$325,000
Vessel	\$52,000
Whistler's Walk	\$100,000

Lewis

Lambert Livestock & Cattle Co. DALP	\$10,000
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Mancos

Botanical Companions	\$25,000
Lost Lake Canyon Lodge DALP	\$7,750
Luna Mesa DALP	\$5,000
Mancos Brewing Company	\$110,000
Mancos Brewing Company DALP	\$10,000
Ott’s Sawmill	\$90,000
Red Mesa Rentals NEW	\$40,000
The Nest Preschool NEW	\$165,000
Underwood Forestry NEW	\$210,000

County (Unincorporated Area)

Alexander Excavation NEW	\$170,000
Colorado Norton Works	\$135,000
Countryside Disposal	\$185,000
Eighty Eight Auto Repair NEW	\$40,000
Montezuma Valley Plumbing NEW	\$50,000
Organic Family Farms	\$194,000
Reflections in Metal NEW	\$200,000
Steele Investment	\$ 40,000

Paid Off

Covenant Drug & Alcohol Testing



2021 Performance Report San Juan County, Colorado

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2021 San Juan Representatives

William Tookey – San Juan County and Chair
John Reiter/Gloria Kaasch-Buerger – Silverton
Bill McDougall – Loan Committee (Since 1993)
Fritz Klinke – Loan Committee (Since 1995)
Paul Zimmerman – At large



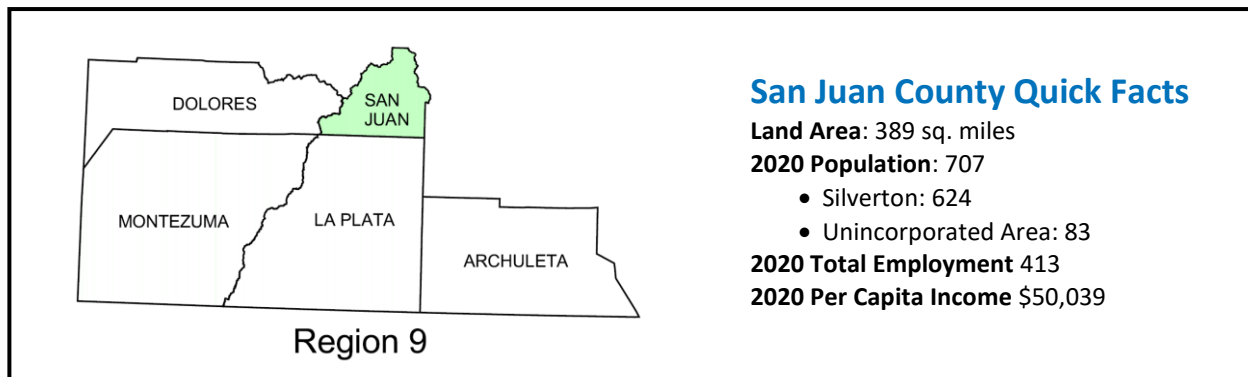
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- Comprehensive Economic Development Strategy (CEDS)
- San Juan Development Association fiscal oversight
- Administrative support for San Juan Development Association financials and microloan program
- Administrative support for regional opioid settlement



Technical Assistance – Region 9 provides technical assistance in San Juan County by participating in community meetings, researching, and administering grants, and advocating for communities at regional, state and federal levels. Activities are listed below.

County-wide

- Worked closely with **San Juan Development Association:**
 - **Served** on SJDA Board, participated in Stakeholders’ meetings, and administered microloan program.
 - **Provided** fiscal oversight for the SJDA loan program.
 - **Secured** two new loan members for SJDA Loan Committee.
 - **Submitted** closeout report for Silverton Certified Small Business Community grant through SJDA.
 - **Provided** grant writing assistance.
 - **Coordinated** applications and selection process for San Juan County Diversification Coordinator.
 - **Participated** in monthly check-in with SJDA Diversification Coordinator.
 - **Assisted** with updates to the San Juan County/Silverton Community Prospectus.
 - **Assisted with marketing and promotion** for loan clients by coordinating professional photo shoots.
 - **Worked** closely with SJDA, San Juan County, and a local builder about financing workforce housing units.
- **Responded** to 117 (up from 92 in 2020) inquiries covering business resources, grant, and data requests.
- **Participated** in San Juan County Recovery Taskforce meetings.
- **Provided** economic development resource updates for San Juan county website.
- **Worked** with San Juan County and Town of Silverton to update their Rural Jumpstart County status.
- **Partnered** with the SBDC to provide business services in the County through Certified Small Business Community OEDIT grant.

- **Supported** Community Builders master plan efforts: participated in work sessions, presented data and provided linkage to the San Juan County / Silverton Community Development Action Plan (CDAP).

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of regional boards and committees. Staff members also serve on several state-wide boards including Laura chairing the Economic Development Council of Colorado Board (EDCC). All of us at Region 9 feel grateful to have weathered well what has been a tough year for many. Our Team is the key to our success and being recognized as the “Nonprofit of the Year” by the Durango Chamber only highlights our commitment to improving economic conditions across our region. In 2020, we:

- **Gained** financial stability through SCAPE investment return.
- **Completed** the 5-year Comprehensive Economic Development Strategy for the region.
- **Continue to forward** our strategic plan goals and support our county and municipal level economic developers.
- **Facilitated** creation of a regional council to manage the opioid settlement funds.
- **Participated** closely with economic development organizations continuing to address COVID recovery.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **Provided** more focus on our economic data including our data dashboard.
- **Received** National Association of Development Organizations (NADO) award for COVID Business Assistance programs in partnership with Montezuma, Cortez, Dolores, Mancos, Pagosa Springs, the Dolores County Development Corporation and Pagosa Springs Community Development Corporation.
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- **Served** on the B:Side Capital Loan Committee.
- **Served** on the Homes Fund Board to stay current on housing issues region wide.
- **Served** on the Southwest Colorado Community College Advisory Board to promote regional workforce and job training needs.
- **Served** on the Small Business Development Center Advisory Committee.
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- **Served** on the Fort Lewis College Business Advisory Council, School of Business Administration.
- **Successfully** continued partnership with Fort Lewis College School of Business to hire and develop interns for future work in civic, non-profit, business, finance or community facing fields.

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Enterprise Zone Contribution Projects that impacted San Juan County in 2021 are below.

- Homes Fund
- Housing Solutions for the Southwest
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- San Juan Development Association
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

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from the COVID-19 pandemic. Thirty-nine loans paid off in 2021 compared to 27 loans in 2020, and 21 in 2019. Four loans were written off.

In the past 31 years, Region 9 provided business loans totaling over **\$1.9M** resulting in **52** jobs in San Juan County. In 2021, the County generated **12** inquiries to Region 9. There were no new loans and no loans paid off. Current loan activity is listed below.

Current Loans

Bearded Wonder Services	\$ 50,000
Jensco Environmental Services	\$ 65,000
Loop SxS Adventures	\$ 58,000
Maisel Construction	\$ 169,000
San Juan County	\$ 64,430
The Avon Hotel	\$ 50,000
Venture Snowboards	\$ 101,000