



2023 Performance Report San Juan 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 5 counties, 10 municipalities and the 2 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.

2023 San Juan Representatives

William Tookey – San Juan County and Region 9 Board Chair
Charles Alex Lanis, At-large, San Juan
Gloria Kaasch-Buerger/Dayna Kranker, Town of Silverton
Bill McDougall – Loan Committee
Fritz Klinke – Loan Committee



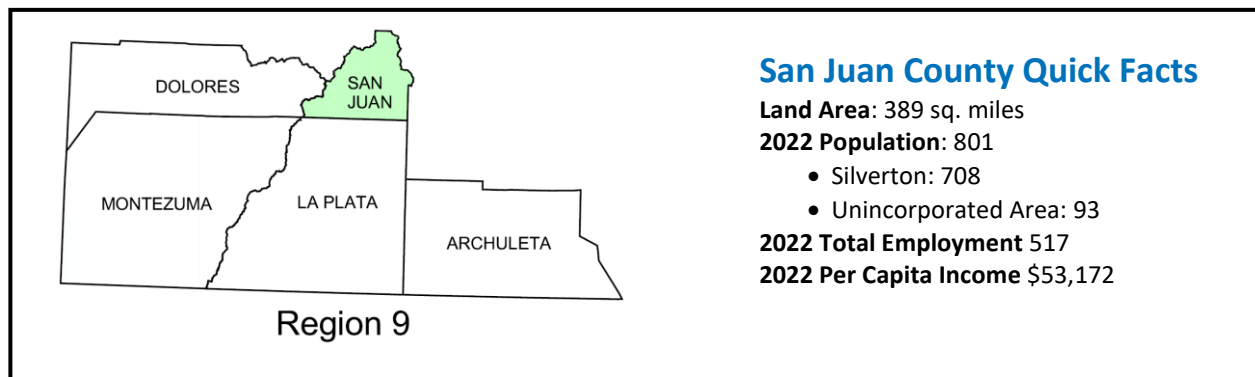
Region 9 Staff and Contractors

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

Heather Otter – Economic Development Project Manager
Shak Powers – Regional Projects Manager
Tiffany Brodersen – Community Grant Writer
Claire West, SWORD Project Coordinator
Donna Graves, Information Services
Elizabeth Marsh – SCAPE Executive Director
Brittany Cupp – SCAPE Program & Community Manager

Region 9 Programs and Services

- Business loans
- Regional broadband, housing, transportation
- Colorado State Data Center local affiliate
- Technical assistance and special projects
- Southwest Enterprise Zone administration
- Research for community and regional projects
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Grant Navigator
- Comprehensive Economic Development Strategy (CEDS)
- Administrative support for San Juan Development Association with financials and microloan program
- Administrative support for San Juan Resource Conservation District, All Hazards, SWIMT
- Facilitation for SouthWEST Opioid Response District (SWORD)



Technical Assistance – Region 9 provides technical assistance in San Juan County and Silverton by participating in community meetings and initiatives, researching and administering grants, and advocating for communities at the Regional, State, and Federal levels. Activities are listed below.

County-wide – Responded to 55 inquiries regarding business resources, loans, grant, EZ Contribution Project, and data requests. This decreased from 133 in 2022, and 117 in 2021. This may be a result of increased capacity within SJDA to manage inquiries locally.

Where	Business Loan	Data	EZ	Grant	General Inquiry	OZ	Totals
San Juan	3	0	11	5	4	0	23
Silverton	7	1	18	3	3	0	32

- Worked closely with San Juan Development Association and
 - Served on SJDA Board, participated in Stakeholders’ meetings, and administered microloan program.
 - Provided fiscal oversight for the SJDA loan program.
 - Participated in bi-monthly check-ins with SJDA Diversification Coordinator.
- Provided Grant assistance.
 - Edited Anschutz Family Foundation grant for San Juan Development Association (SJDA).

- edited grants for San Juan Development Association and local regional nonprofit Adaptive Golf Program.
- Reviewed EDA Economic Adjustment Assistance grant page for potential Silverton/San Juan broadband build.
- Participated on the Central San Juan High Alpine Communities Roadmap Team.
- Presented Region 9’s Economic Development Fundamentals and CDAP to Silverton Town Council.
- Participated in Silverton Main Street Strategy sessions.
 - Provided broadband assistance with VERO and Deeply Digital representatives regarding broadband work in Silverton.
- Coordinated and led Colorado Division of Housing staff and CHFA on a tour of regional housing projects with visits to **Silverton**, Ignacio, Durango, Pagosa Springs, Cortez, Dove Creek, and Rico.
- Participated in meeting with Senator Jeff Bridges and Representative Barbara McLachlan in Silverton to hear housing concerns.
- Assisted San Juan Development Association with EZ Contribution Project application and administration.
- Region 9 Quarterly Board of Directors meeting held in Silverton.
- Facilitated CDAP update for the 2024-2026 cycle, approved by BOCC.

Regional Highlights – Region 9 EDD integrated with the Southwest Colorado Council of Governments (SWCCOG) in 2022 and administers the Southwest Transportation Planning Region, regional broadband, and transit initiatives, as well as coordination around regional housing initiatives.

- Facilitated monthly SouthWEST Opioid Response District (SWORD) meetings. Region 9 EDD received a completed feasibility study to identify the best options to fill existing treatment gaps.
- Responded to 1,661 inquiries covering business resources, grants, and data requests across the region. This number decreased from 1,786 in 2022. Inquiries were 1,760 in 2021 and 1,228 in 2020. An increase in economic development staff across the region elevated the capacity within communities to manage inquiries.
- Conducted long needed audit of SCAN (Southwest Colorado Access Network) fiber.
- Received 1.55M in new funding including \$870K in CDBG funding; \$500K Colorado Forest Service Loan Fund, \$36,458 SBA Microloan and Technical Assistance funds; \$41K for Rural Technical Assistance Program (RTAP) for High Alpine recreation geospatial study as pass through for the High Alpine Roadmap groups; \$100K in Grant Navigator funds; \$40K for CEDS implementation funds to assist with SWORD Coordinator position.
- Successfully sponsored Higher Purpose Homes as Rural Jumpstart Business.
- Received NADO Impact Award for integration of Southwest Colorado Council of Governments (SWCCOG).
- Made 49 presentations to community organizations covering everything from Enterprise Zone, Grant readiness, Rural Economic development, businesses financing and data.
- Reestablished quarterly County/Town Administrator luncheons.
- Conducted quarterly Economic Development meetups for economic development professionals in the region.

- Provided significant technical assistance around Prop 123 baseline data and educating communities and counties on impacts.
- Provided quarterly e-newsletter and monthly Grant Digest.
- Established Transit website (southwestrtc.com).
- Hosted weekly collaboration meetings for broadband stakeholders and housing stakeholders across the region.

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 52 companies based in rural Southwest Colorado. These businesses raised \$54M in capital contributing to the creation of 230 local jobs. 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 Zone Program – Region 9 EDD is the Southwest Colorado Rural Enterprise Zone (EZ) Administrator and determines if a business is located within EZ boundaries, processes EZ tax certification forms, and administers the designation of EZ Contribution Projects and certifies donations. Businesses in the EZ boundaries are eligible for a variety of tax credits. Currently, all of Montezuma, San Juan and Dolores Counties, and sections of La Plata and Archuleta Counties, are designated EZ areas. Archuleta, Montezuma, Dolores, and San Juan Counties have also been designated as Enhanced Rural Enterprise Zones (EREZ) through 2024.

Between 2003-2023, San Juan County businesses made \$7.5M in eligible investments, claimed \$288K in certified tax credits, and reported 96 new jobs.

In 2023, Region 9 received a total of 792 inquiries regarding the Enterprise Zone Program. San Juan County generated twenty-nine of those inquiries. Two San Juan County businesses invested \$170K, claimed \$2K in tax credits, and reported no new jobs created. Compared to 2022, there were three businesses that invested \$170K, claimed \$5K in tax credits with no new jobs created.

An **EZ Contribution Project** allows donor contributions of at least \$100 (depending on the organization) to Enterprise Zone projects which are eligible for a 25% State tax credit on cash donations, and a 12.5% State tax credit on in-kind donations. Regional wide in 2023, there were 26 designated Enterprise Zone Contribution Projects. There were 7 new projects added, six renewals, and five projects ended. Projects generated \$1.2M in economic activity through direct and in-kind contributions. This continues our declining trend of participation with 2022's 25 Projects at \$1.3M, 2021's \$1.5M; and 2020's 30 projects at \$2.4M. A decline in contributions was expected because our region lost active projects to the new Homeless Contribution Tax Credit and many of our new approved projects are smaller organizations.

Enterprise Zone Contribution Projects that impacted San Juan County in 2023

- Region 9 Economic Development District of SW Colorado – Broadband Project
- San Juan Development Association
- Silverton Ski Joring

Data – Region 9 offered data tools and prepared strategy and research reports that included data specific to San Juan County in 2023. 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 data tools can be found at www.region9edd.org under the Data tab.

- Region 9 Economic Snapshot 2024
- Regional Data Dashboard
- Regional Commercial Property Search Tool

Loans – In 2023, there was 1 new loan clients and 3 loans were paid off. San Juan County loans represented 1% of all the loans dispersed by Region 9.

As a primary lender for start-up businesses, Region 9 provides commercial loans to businesses. Loan funding supports businesses in creating and retaining jobs, leveraging other funds, or exporting a good or service from the local economy. The Business Loan Fund (BLF) includes several Federal and State sources: Community Development Block Grants (CDBG) from the Colorado Office of Economic Development and International Trade (OEDIT) (contracted through La Plata County and the 5-county region through an inter-governmental agreement); the USDA Intermediary Re-lending (IRP) & Rural Micro Entrepreneur Assistance Program (RMAP); the Economic Development Administration (EDA); Start Up Loan Fund through OEDIT; Small Business Administration Microloan Program (SBA) and revolved funds from previously restricted funds that are re-distributed in the community. Loan clients from San Juan County communities are listed below.

Loan Clients

- Bearded Wonder Services
- Maisel Construction
- Mountain Studies Institute **NEW**
- San Juan County
- The Avon Hotel
- Venture Snowboards

<p style="text-align: center;">Paid Off</p> <p>9318 Contracting</p> <p>Jensco Environmental Services</p> <p>Loop SxS Adventures</p>
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