

REGION 9

Economic Development District of SW Colorado



2021 CORPORATE ANNUAL REPORT



La Plata County



Archuleta County



San Juan County



Montezuma County



Dolores County



Region 9 Staff

VISION

TO ENHANCE ECONOMIC CONDITIONS THROUGHOUT SOUTHWEST COLORADO

The Region 9 Economic Development District of Southwest Colorado Inc. (referred to as Region 9, or the District) is a nonprofit, 501 (c) 6 public/private partnership that promotes and coordinates economic development efforts throughout Southwest Colorado. Region 9 includes five counties, ten municipalities and two Native American Tribes (Ute Mountain Ute and Southern Ute).

Incorporated in 1989, Region 9 has a board of directors with 17 representatives from local governmental jurisdictions and 9 from the private sector. Activities include business loans and financing, producing the Comprehensive Economic Development Strategy (CEDS) and data reports, Enterprise Zone Administration, special projects, the Southwest Accelerator Program for Entrepreneurs (SCAPE) and serving as fiscal agent for the San Juan Development Association (SJDA).

2021 BOARD OF DIRECTORS

Alex Rugoff, City of Durango, past
Ashleigh Tarkington, Town of Bayfield
Brett Martin, Town of Dove Creek
Clyde Church, La Plata
Colleen O'Brien, Treasurer, At-large, La Plata
Dan Fernandez, Secretary, At-large, Dolores
Gloria Kaasch-Buerger, Town of Silverton
Jennie Green, Town of Pagosa Springs
Jim Candelaria, Montezuma
John Dougherty, City of Cortez, past
Justin Osborne, At-large, La Plata
Kari Distefano, Town of Rico, past
Kelly Koskie, City of Cortez
Paul Zimmerman, At-large, San Juan

Ken Charles, Town of Dolores
Mary Jo Coulehan, Vice Chair, At-large, Archuleta
Meade Harbison, Southern Ute Indian Tribe
Rachael Marchbanks, Town of Mancos
Robert Whitson, At-large, La Plata
Shawn Gregory, At-large, Montezuma
Steve Elias, Ph.D., At-large, Fort Lewis College
Steve Garchar, Dolores
Todd Weaver, Archuleta
Tommy Crosby, City of Durango
Tuggy Dunton, Town of Ignacio
William Tookey, Chair, San Juan
Dewayne Findley, At-large, Montezuma

LOAN COMMITTEE

Bill McDougall, San Juan
Bryce Capron, Dolores
Derek Farrah, Archuleta
Eric Jones, La Plata
Fritz Klinke, San Juan
Gina Piccoli, At-large
Gus Westerman, Dolores
Jon Callender, Montezuma
Kris Oyler, La Plata
Livia Lynch, Archuleta
Shawn Gregory, Montezuma
Terryl Petersen, Chair, At-large

STAFF

Laura Lewis Marchino, Executive Director Brian Rose, Deputy Director Elizabeth Marsh, SCAPE

Heather Otter, Economic Development Project Manager Jenny Stollar, Business Loan Officer Shirley Jones, Comptroller

Stephani Burditt, Office Manager Terry Blair-Burton, Program Administrator Brittany Cupp, SCAPE Outreach Coordinator

REGION 9 IS AN EQUAL OPPORTUNITY LENDER & EMPLOYER

CHEERS TO A NEW YEAR!

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. I personally gained a more statewide perspective as the Chair of the Economic Development Council of Colorado (EDCC) Board of Directors. Working with economic development professionals statewide helped identify best practices to consider for our region.

Highlights from this past year include:

- 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.
- 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.
- Completed the 5-year Comprehensive Economic Development Strategy including Community Development Action Plans for the region.
- Continued to forward our strategic plan goals and support our county and municipal level economic developers.
- Launched data dashboard.
- Gained financial stability through SCAPE investment return.

NADO Conference



In 2022 we look forward to leading our government partners around the opioid settlement dollars, and a planned feasibility study to make a positive impact on opioid and substance misuse programming in our region. Finally, we look forward to the opportunity presented in aligning with the Southwest Colorado Council of Governments with our goal that the southwest region is truly the **best of Colorado**.

Sincerely,

Laura Lewis Marchino, Executive Director

KEY PARTNERS

- 17 governmental jurisdictions
- County-level economic development groups
- Southwest Colorado Small Business Development Center (SBDC)
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Fort Lewis College School of Business
- Economic Development Administration (EDA)
- Office of Economic Development & International Trade (OEDIT)
- United States Department of Agriculture Rural Development (USDA)
- Area financial institutions
- Colorado Housing and Finance Authority (CHFA)
- B:Side
- Colorado Enterprise Fund

REGION 9 PROGRAMS

Region 9 provides technical assistance for grant and data research, information on business incentives and project coordination. Region 9 oversees the region’s strategic plan for economic growth, known as the Comprehensive Economic Development Strategy (CEDs). Region 9 also helps local governments access federal and state funding for infrastructure improvements and community amenities that result in job creation/retention, or that are of economic benefit to a community.

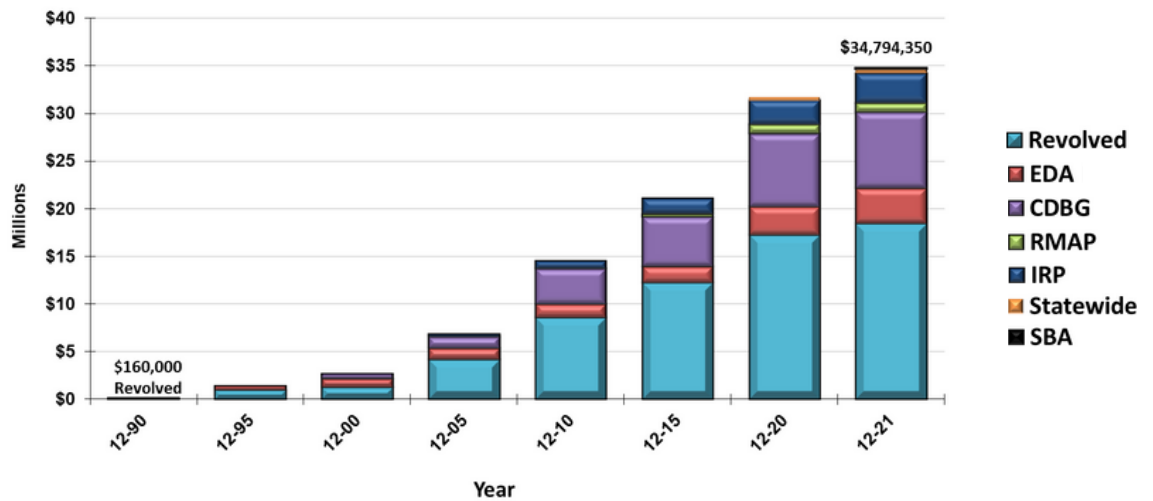
Region 9 is a Colorado State Data Center local affiliate, and provides reliable, unbiased, and timely regional socio-economic data to citizens and policymakers. All the District’s reports and economic impact studies can be found on the District website at www.region9edd.org.



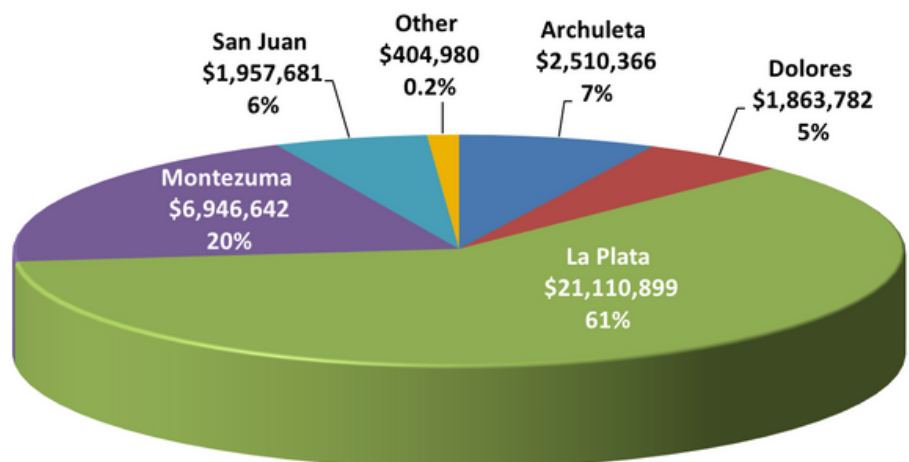
BUSINESS LOAN FUND

As the “lender of first resort” for start-up businesses, Region 9 provides commercial loans within our five-county service area. Loan funding supports businesses creating or 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 (contracted through La Plata County and the five-county region through an inter-governmental agreement); the USDA Intermediary Re-lending Program (IRP) & Rural Micro Entrepreneur Assistance Program (RMAP); the Economic Development Administration (EDA); Statewide Loan fund program; Small Business Administration Microloan Program (SBA) and revolved funds from previous CDBG contracts now closed out. As these funds are repaid, they help grow the dollars available to lend.

Cumulative Loan Disbursements
December 1990 - December 2021
Total = \$34,794,350



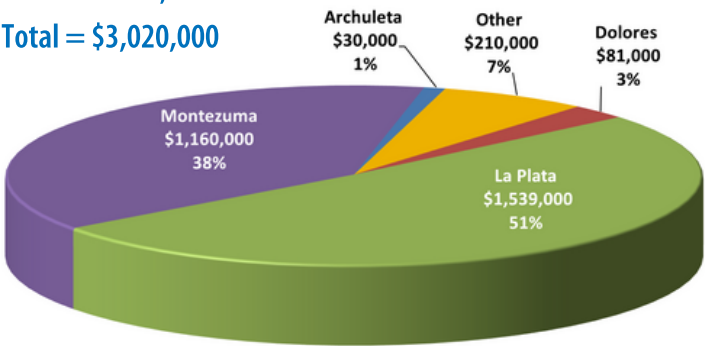
Cumulative Loan Disbursement by County
December 1990 - December 2021
Total = \$34,794,350



Loan Disbursement by County

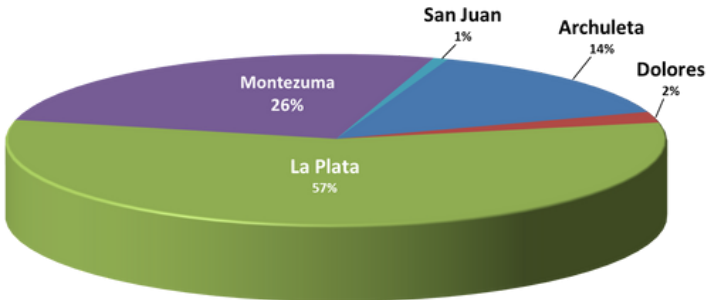
Jan 1 - Dec 31, 2021

Total = \$3,020,000



2020 Regional Population Distribution by County

Total = 100,312

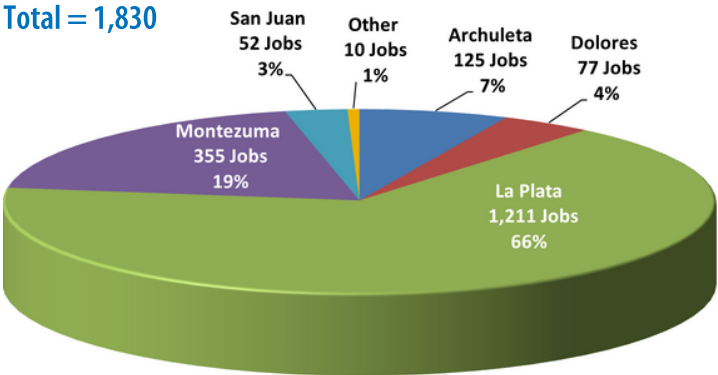


Region 9 had 228 loans as of December 31, 2021 with a total balance of \$7.3M, an increase of \$1.1M over 2020 that had 233 loans receivable. Region 9 closed 66 loans creating or retaining 123 jobs compared to 99 loans and 82 jobs in 2020, and 33 loans and 70 jobs in 2019. The higher job number and loan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

Cumulative Jobs Created/Retained

1990 - Dec 2021

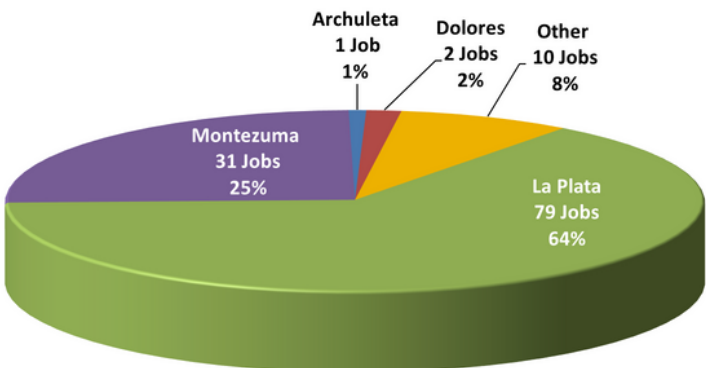
Total = 1,830



Jobs Created/Retained

Jan 1, 2021 - Dec 31, 2021

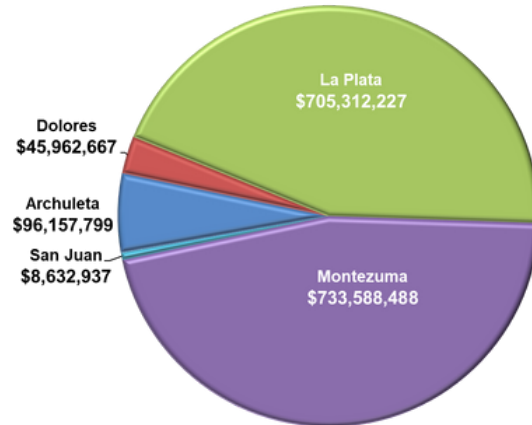
Total = 123



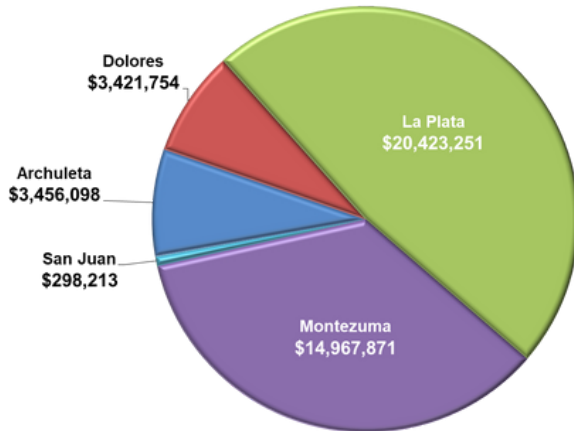
ENTERPRISE ZONE

Region 9 is the Southwest Colorado Rural Enterprise Zone (EZ) Administrator and certifies whether a business is located within Enterprise Zone boundaries, processes the EZ tax certification forms, and administers the designation and donations for EZ Contribution Projects. Businesses in the EZ boundaries can be eligible for a variety of tax credits including new employees, job training, investment, and vacant building rehabilitation. Currently all of Montezuma, San Juan and Dolores Counties, and certain sections of La Plata and Archuleta Counties, are designated EZ areas. Montezuma, Dolores, San Juan and eligible areas of Archuleta Counties have also been designated as Enhanced Rural Enterprise Zones (EREZ) through 2022. These counties meet additional stress criteria resulting in additional benefits.

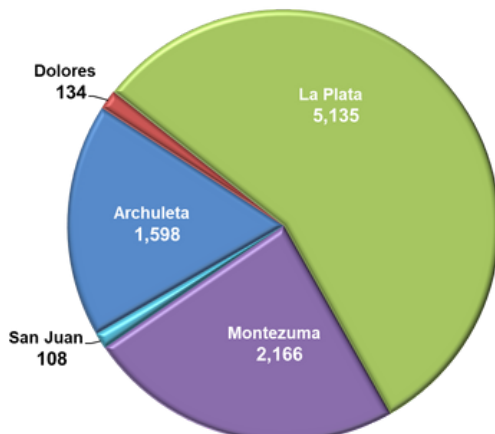
Enterprise Zone Investments by County
1992 - 2021
Total = \$1.59 Billion



Area businesses that participated in the Enterprise Zone tax credit program verified \$17.64M in qualified investments and \$529,235.00 of tax credits in 2021. The amount of investments and credits vary each year with no apparent trends. The tax credit amount for 2021 is less than the \$1.43M of tax credits provided in 2020; \$1.186M of tax credits in 2019; and \$1.11M in tax credits in 2018. The number of participating businesses increased from 259 in 2020 to 272 in 2021.



Enterprise Zone Tax Credits by County
1992 - 2021
Total = \$42,567,187*
*includes regional organizations



Enterprise Zone Jobs by County
1992 - 2021
Total = 9,141*
*includes rounding

ENTERPRISE ZONE

2021 CONTRIBUTION PROJECTS

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 have ended. Projects generated \$1.458 million in economic activity through direct and in-kind contributions. This is lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic did impact the number of donations.

PROJECT NAME	COUNTY	CASH + IN KIND CONTRIBUTIONS
Aspen House	Archuleta	\$12,919.00
The Bridge Emergency Shelter	Montezuma	\$133,592.00
Cortez Cultural Center	Montezuma	\$4,715.15
Crow Canyon Archaeological Center	Montezuma	\$68,586.00
Eddie Box Media Center	La Plata	\$7,361.04
Fort Lewis College Foundation-Master Plan II	La Plata	\$14,600.00
Habitat for Humanity of Archuleta County	Archuleta	\$43,970.78
Habitat for Humanity of La Plata County	La Plata	\$48,437.00
Habitat for Humanity of Montezuma County	Montezuma	\$15,604.99
Homes Fund	Regional	\$25,150.00
Hospice of Montezuma	Montezuma	\$32,550.00
Housing Solutions for the Southwest	Regional	\$70,300.00
Manna Soup Kitchen	La Plata	\$179,400.27
Mercy Health Foundation	La Plata	\$119,636.12
Montezuma Food Systems	Montezuma	\$19,442.09
Mountain Studies Institute	San Juan	\$1,620.99
Pagosa Springs Medical Center Foundation	Archuleta	\$142,250.00
Pagosa Springs CDC	Archuleta	\$2,000.00
The Piñon Project	Montezuma	\$2,250.00
Region 9 EDD & COVID Business Support	Regional	\$79,779.00
San Juan Development Association	San Juan	\$300.00
SCAPE	Regional	\$199,250.00
Sharehouse	Montezuma	\$8,572.13
Small Business Development Center (SBDC)	Regional	\$6,450.00
Southwest Conservation Corps	La Plata	\$3,900.00
Southwest Memorial Hospital Foundation	Montezuma	\$15,000.00
Sunflower Theatre	Montezuma	\$74,847.90
Volunteers of America / Southwest Safehouse	La Plata	\$125,749.79
TOTAL		\$1,026,116.08



MERCY HEALTH
FOUNDATION



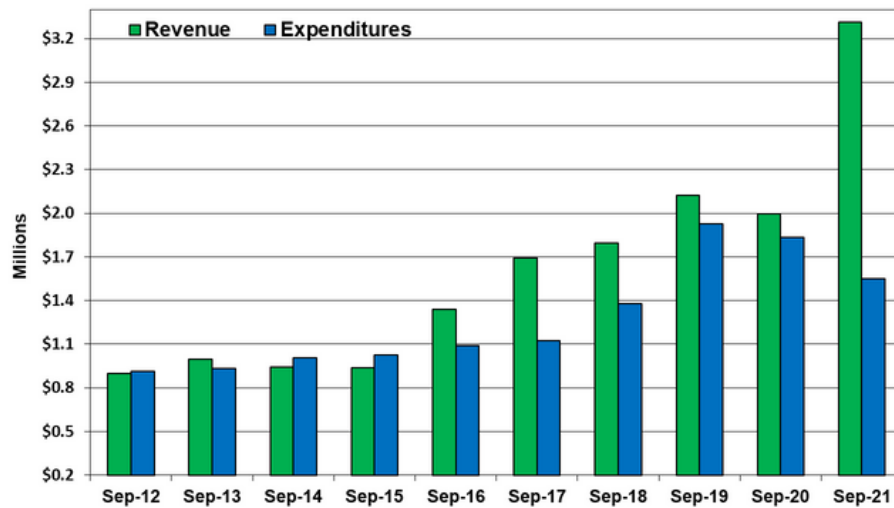
SUNFLOWER THEATRE



VOLUNTEERS OF AMERICA
SOUTHWEST SAFEHOUSE

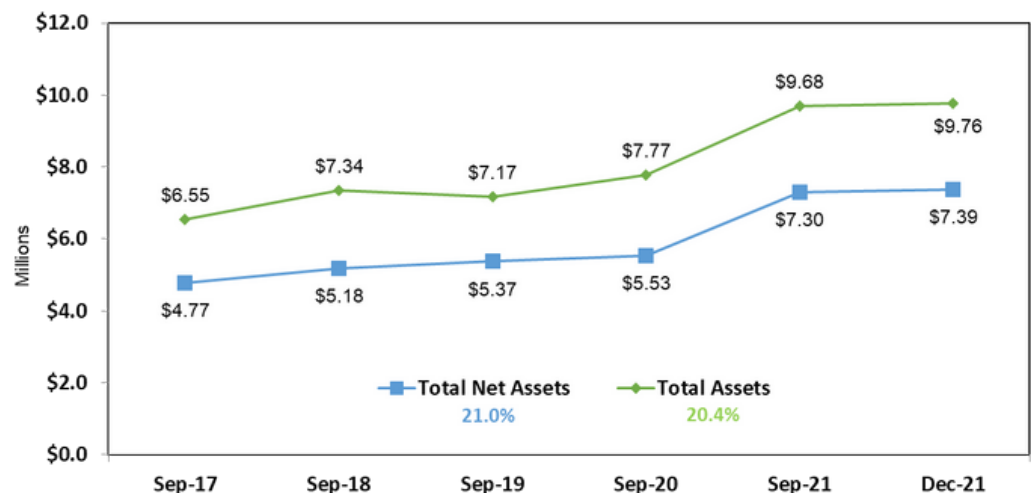
FINANCIAL CONDITION

Despite the COVID-19 pandemic, Region 9's financial health is strong and on an upward trend. We were grateful for a Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) investment that netted the organization over \$1Million in the last year. This allowed us to create operational reserves, pay down some of our mortgage and continue to support SCAPE and other programming. Region 9 is audited annually, and copies are available on request.



Region 9 Revenue/Expenditures
Sept 2012 - Sept 2021

Region 9
Total Assets & Equity
2017 - 2021



Region 9 Economic Development District of Southwest Colorado

Cortez

27880 Hwy 160
Inside Dolores State Bank
Thursdays by appointment

Durango

135 Burnett Dr. Unit 1
Durango Tech Center

Pagosa Springs

305 Hot Springs Blvd.
Inside Bank of the San Juans
Wednesdays by appointment

(970) 247-9621

www.region9edd.org