



2017 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 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.

2017 San Juan Representatives

William Tookey – San Juan County and Chair

Chris Tookey – Silverton

Bill McDougall – Loan Committee (Since 1993)

Fritz Klinke – Loan Committee (Since 1995)



Region 9 Staff

Laura Lewis Marchino – Executive Director

Terry Blair-Burton – Program Administrator

Stephani Burditt – Office Manager

Sanjiv Doreswamy – Loan Officer (through October)

Shirley Jones – Comptroller

Elizabeth Marsh – SCAPE Director

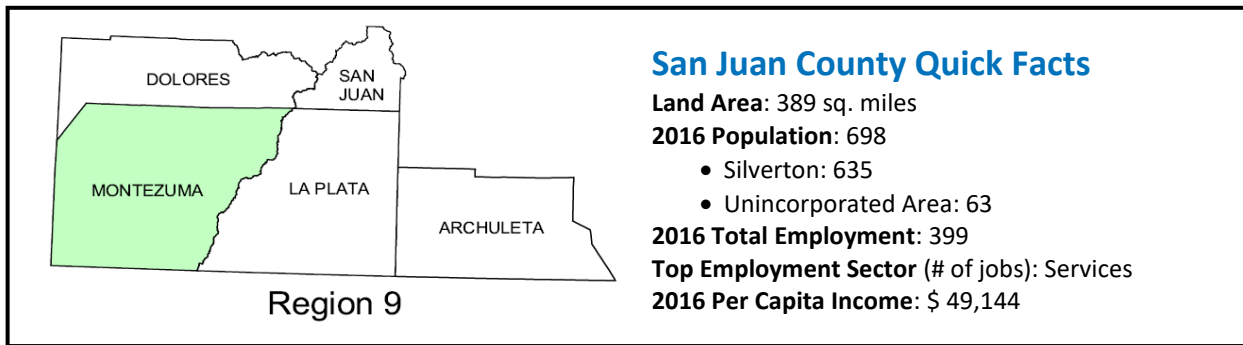
Melanie Russek – SJ County Recovery Coordinator

Jill Seyfarth – Economic Development Planner

Jenny Stollar – Business Loan Officer

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
- Four Corners Film Office administration
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Montezuma County Economic Development fiscal agent



Technical Assistance – Region 9 provides technical assistance in San Juan County by participating in community meetings, writing and administering grants, and advocating for communities at regional, state and federal levels. Below are some specific examples at the county level. Activities for individual communities are on the following pages.

County-wide

- Provided financial and operational support for the regional **Four Corners Film Office:**
 - Made **5** referrals to production professionals and assisted with information on film making topics including:
 - *The Great Race*, Rebel Road Entertainment, an independent film about the true story of a team of sled dog mushers in 1925 who race through a blizzard to bring a needed antitoxin to Nome, Alaska, to prevent an outbreak of diphtheria. Producers utilized Silverton streets and venues.
 - *Freak Power*, Colorado Office of Film, Television & Media, an independent film, using Silverton venues.
 - *Nevada Paranormal Task Force*, a made for television production using mining town scenery and history.
 - *Line of Descent*, a feature film slated to begin shooting in 2018.
 - *Hi Ho Silverton*, David Dibble Productions, a tourism film using the D&SNGRR
- Region 9 also:
 - assisted San Juan County to obtain **State Rural Jumpstart status and tax benefits** and provided announcements to local media once OEDIT selected **San Juan County** and SCCC as participants.
 - partnered with the **SBDC** to provide business services in the County.
 - sought **legal input and signed contract allowing soil testing** on Region 9 property owned in Silverton.
 - participated on the **Silverton Science Center Steering Committee.**
 - assisted with the application for Blueprint 2.0 resulting in Silverton being selected for the **Grow Your Outdoor Recreation Industry Initiative.**
- Worked closely with **San Juan Development Association** to:
 - design and distribute results from the **SJDA business survey.**
 - fund **San Juan Recovery Coordinator** position currently held by Melanie Russek.
 - provide **fiscal oversight for the SJDA loan program.**

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of boards and committees, including the Animas River Community Forum Steering Committee and the Small Business Development Center Advisory Committee. Staff members also serve on several state-wide boards including the Colorado Association of Regional Organizations (CARO), The Economic Development Council of Colorado (EDCC), and the Colorado Lending Source Loan Committee. In 2017, we also:

- Served on the **Homes Fund Board** to stay abreast of housing issues in the County.
- Served on the **Southwest Colorado Community College Advisory Board** to promote regional workforce and job training needs.
- Served on the **Southwest Colorado Workforce Investment Board**.
- **Expanded the Region 9 loan program** funding by **\$1.2M** through additional CDBG and EDA monies.
- Collaborated with education, and economic development organizations in the four-corners area to explore creation of a **multi-state** database for economic and labor force information, and to pursue multi-state funding opportunities for economic development.
- Helped organize a **four-state economic development forum** that was held in November
- Selected by OEDIT to administer the **Statewide Loan Fund** and awarded **\$800,00** to lend to rural counties.
- Responded to **141 inquiries about business loans** and provided one-on-one **assistance to 86 businesses**.
- Provided **data for 59 inquiries** and assisted with **48 grant inquiries** throughout the year.

Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in depth mentoring, office space and access to equity funding for early stage and growing companies. In 4 short years the program launched 19 companies based in rural southwest Colorado. These businesses raised \$4.7 million in capital to grow their businesses and create 65 local jobs. SCAPE companies received national recognition in publications such as Inc.com, Product Hunt, and CNBC. SCAPE is the hub of the entrepreneurial ecosystem and this past year hosted GoCode Colorado, Innovate Her, Startup Colorado, Colorado Tech Tour and regional investment and startup initiatives. SCAPE coordinates monthly Entrepreneur of the Southwest Meetups which has 375 members and teaches the curriculum for the Fort Lewis College Hawk Tank competition.

Enterprise Zones – Enterprise Zones – All of San Juan County has been designated as an Enhanced Enterprise Zone (EZ) through 2018 due to its high level of distress. This designation is updated every two years. Typically, EZ boundaries are reviewed every 10 years to ensure they meet EZ distress criteria. This program provides financial incentives to businesses to promote and encourage new job creation. Businesses including farms and mines 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. From 1992 through 2017, San Juan County businesses claimed approximately **\$7.8 million** in eligible investments, resulting in **\$274,905** in certified tax credits, and reported **98** new jobs through the program. In 2017, **1** business claimed **\$918** in tax credits. No new jobs were created through the EZ program in 2017.

This State designation also allows donor contributions of at least \$100 or more (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. In 2017, twenty-eight projects in our region brought in cash and in-kind contributions valued at **\$3.3 million**.

Enterprise Zone Contribution Projects that impacted San Juan County in 2017 are below. One new project was designated this year:

- **Southwest Colorado Council of Governments NEW!**
- Mountain Studies Institute
- Homes Fund
- Housing Solutions for the Southwest
- Region 9 EDD
 - Four Corners Film Office
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

Reports – Many research and strategy reports have been prepared by Region 9 that include data specific to San Juan County:

- Economic Contributions of Cultural Resources in SW Colorado
- Economic Employment Trends
- Region 9 Economic Snapshot 2017

These reports, as well as other publications of interest, can be found at www.scan.org.

Loans – In the past 28 years, Region 9 provided business loans totaling over **\$1,520,865** resulting in **48** jobs in San Juan County (through June 2017). In 2017, the County generated **12** inquiries to Region 9 resulting in **1** new loan. **1** loan paid off. Current loan activity is listed below.

Current Loans

New loans are marked with an asterisk and listed first.

*The Avon Hotel	\$ 50,000
Maisel Construction	\$ 123,816
San Juan County	\$ 64,430
San Juan Services	\$ 50,000
The Pickle Barrel	\$ 130,000
Timber Ridge Construction	\$ 33,000
Town of Silverton	\$ 6,000
Venture Snowboards	\$ 100,000

Paid Off

Barz Decorative Hardware