



2016 Performance Report La Plata 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. In October, upon the retirement of Ed Morlan, Laura Lewis Marchino was hired as Executive Director.

2016 La Plata Representatives

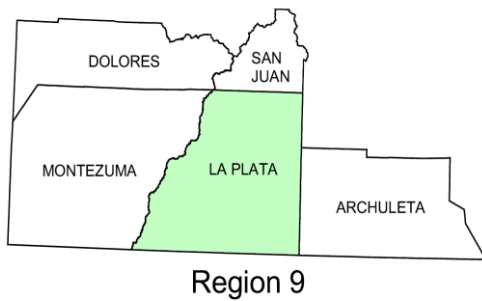
Brad Blake – La Plata County
Ariel Wishkovsky/Ron LeBlanc– Durango
Dan Naiman – Ignacio
JJ Sanders – Bayfield
Norm Jones/Tonya Nelson-At Large
Robert Whitson – At large
Laurie Sigillito – Treasurer/At large
Mike Fitzgerald – At large
Robert Sonora, Ph.D. – At large
Pam Miles – Loan Committee Chair
Amy Long/Kris Oyler – Loan Committee
Gina Piccoli – Loan Committee
Terryl Peterson – Loan Committee
Rodney Class-Erickson/Edward Box III – Southern Ute Tribe

Region 9 programs include business loans, producing the Comprehensive Economic Development Strategy (CEDS), Southwest Enterprise Zone, the Four Corners Film Office administration and the Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE).



Region 9 Staff

Ed Morlan – Executive Director/*Retired September*
Laura Lewis Marchino–Deputy Director/*Director-October*
Terry Blair-Burton – Program Administrator
Stephani Burditt – Office Manager
Jenny Stollar – Business Loan Officer
Shirley Jones – Comptroller
Elizabeth Marsh – SCAPE Director
Sanjiv Doreswamy– Business Development Loan Officer
Jill Seyfarth – Economic Development Planner



La Plata County Quick Facts

Land Area: 1,692 sq. miles
 2015 Population: 54,907
 2015 Total Employment: 33,981
 Top Employment Sector (# of jobs): Services
 Top Employment Sector (income): Services
 2015 Per Capita Income: \$51,475

Technical Assistance – Region 9 provides technical assistance in La Plata County and area municipalities 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. Specifics for individual communities are on the following pages.

County-wide

- Completed fifth update to the **Comprehensive Economic Development Strategy (CEDS)** - a local strategic planning process conducted every five years and designed to guide the economic growth of an area.
- Updated the County’s **Community Development Action Plan**.
- Provided support for the efforts of the regional **Four Corners Film Office**.
 - Made referrals of production professionals and assisted with information on film making related topics.
 - Hosted an intern from Animas High School.
 - Supported the following film activity in the County:
 - ESPN program (*Body Issue*) featuring running along rivers (Cascade, Junction and Vallecito Creeks),
 - Netflix program (*Godless*) shots of the train and Durango, Feature film (Sedona Sage) shots of region,
 - TV show (*Finding Bigfoot*) shots of wooded areas,
 - U- Tube video on barn raising near Bayfield, and
 - General film footage of Durango for promotion.
- Collaborated with and supported the **La Plata Economic Development Alliance** and **area chambers**.
- Helped plan and sponsor (and participated in) the Southwest Colorado **Small Business Development Center Women’s Business Conference**, held in Ignacio.
- Hired an **intern** from Fort Lewis College School of Business Administration.
- Participated in Economic/Business meetings after the Gold King Mine Spill and in the **Animas River Community Forum**.
- Hosted the statewide **Business Loan Fund Conference** in Ignacio.
- Collaborated with the **Healthcare Sector partnership** regarding opportunities for Colorado Department of Labor funding.
- Served on the **La Plata Homes Fund Board** to stay abreast of housing issues in the County.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide business services in the County.

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 2016, we also:

- 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 \$880,000 via additional CDBG 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.
- Responded to **139 inquiries about business loans**, and provided one-on-one **assistance to 103 businesses**.
- Provided **data for 40 inquiries** and assisted with **29 grant inquiries** throughout the year.
- Included Bayfield, Ignacio, Durango and the Airport in a \$600,000 regional grant application for **Brownfields** assessments and clean up at various sites in the five counties we serve.

The **Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)** offers in-depth mentoring, office space and access to equity funding to help new ventures enter markets and raise capital. Since beginning in 2013, the program has graduated 15 companies headquartered in SW Colorado, created 50 jobs and raised over \$4.2 Million in capital to grow their businesses. This year, SCAPE created an Entrepreneurs Fund in memory of retired Region 9 Director, Ed Morlan, who passed away in November of 2016. To date, the Fund has received \$83,000. SCAPE’s successes have captured national attention. The program received the **2016 National Association of Development Organizations Innovation Award** and a **2016 Small Business Administration Growth Accelerator Award**.

Enterprise Zones – La Plata County has areas designated by the State as distressed. Businesses located in those areas can be eligible under an Enterprise Zone designation for tax credits to promote and encourage new job creation. La Plata County as a whole does not meet distress criteria but certain census blocks are eligible. A business (which includes a farm or a non-profit) located within these blocks 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 2016, La Plata County businesses claimed approximately **\$690.2 million** in eligible investments, resulting in **\$19,909,119** in certified tax credits, and reported **5,106** jobs. In 2016, 99 businesses claimed **\$485,453** in tax credits; and participating businesses created 488 jobs.

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 2016, projects in

our region have brought in cash and in-kind contributions valued at **\$5.06 million**. Approved Enterprise Zone contribution projects that impacted La Plata County in 2016 are below. One new project was designated this year:

- Axis Health Systems
- La Plata Homes Fund
- Fort Lewis College Building Fund
- Habitat for Humanity of La Plata County
- Mercy Health Foundation & Hospice Residence
- Southwest Conservation Corps/Conservation Legacy
- Volunteers of America
- Housing Solutions of the Southwest
- Region 9 EDD (including 4-Corners Film Office)
- Southwest Small Business Development Center
- Manna Soup Kitchen
- Southwest Colorado Accelerator Program for Entrepreneurs
- KUTE Eddie Box Media Center (new this year)

Reports – A number of research and strategy reports have been prepared by Region 9 that include data specific to La Plata County:

- *2016 – Southwest Colorado Indicator Reports*
 - *Education & Early Childhood Care*
 - *Energy and Conservation*
 - *Healthcare*
 - *Transportation*
- *2016 Retail Sales Data*
- *2016 update to the regional Comprehensive Economic Development Strategy (CEDS) document, with specific data updates on La Plata County*

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

Loans – In the past 27 years, Region 9 has provided loans to businesses totaling **\$14,363,384** and resulting in **891** jobs in La Plata County (through June 2016). In 2016, there were 58 inquiries to Region 9. Twenty of these inquiries were from businesses located outside of the incorporated areas of the County. In the entire La Plata geographic area in 2016, there were 16 new loans and 4 loans paid off. Current loans in the County unincorporated area include the list below and activities in each municipality are also provided.

County (Unincorporated Area) Loans

Bent River Leather Co (Ruff Puppies)	\$ 50,000
Echo Jar dba Sit Ins	\$ 50,000
Gardenhart Landscaping & Design	\$ 35,000
San Juan Waterworks	\$ 117,375
Task Masters of SW Colorado	\$ 53,178
Hermosa Iron Works	\$ 233,733
Monarch Energy	\$ 129,300

Mercury Leads	\$ 30,000
Mountain Home and Design	\$ 20,000
Wrench Star (Auto Pro Services)	\$ 60,000
Windsong Farm	\$ 75,000
Phoenix Recycling	\$ 200,000
Out of Site	\$ 50,000

Town of Bayfield

Bayfield Loans

Two inquiries came to Region 9 from Bayfield businesses in 2016. Region 9 coordinated the Executive Director of the Colorado Office of Economic Development and International Trade's visit to Tailwind Nutrition during their summer tour of the area.

Current loans include:

Bottom Shelf Brewery	\$154,500
Elk Point Lodge	\$ 30,000

Town of Ignacio

Ignacio Loans

Current loans include:

Walker Holding Company	\$ 180,247
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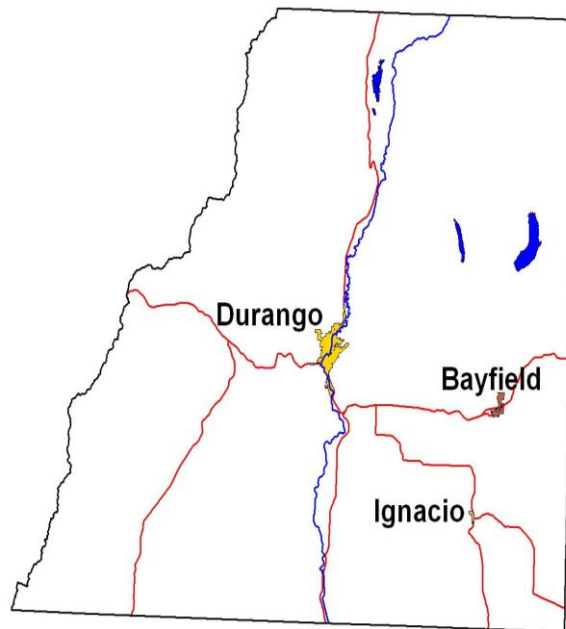
City of Durango

Durango Loans

Thirty-six inquiries came to Region 9 from Durango based businesses. Current loans include:

Align Tec Incorp.	\$125,000
Animas High School	\$200,000
Baby Basecamp	\$ 80,000
Bo Deans Towing	\$106,822
Branding Promotions	\$ 30,000
Chip Peddler	\$ 57,633
Cream Bean Berry	\$ 25,000
D&SNGRR	\$151,200
Durango Gift & Gourmet	\$ 10,000
Durango Party Rental	\$ 52,940
Durango Urgent Care	\$250,000
Fire on Earth, LLC	\$ 25,000
Hollywood Finishes	\$ 31,111
Kirsch Chiropractic PC	\$ 96,750

Lesley Ponce	\$ 25,000
Native Roots Garden Center	\$125,000
Pathways LLC	\$ 10,000
Tegre Corporation	\$250,000
The Bookcase and Barber	\$ 25,000
Ultrasteam Prof. Cleaning	\$115,942
Sticks and Stones Handmade	\$ 30,000
Epic	\$ 5,000
Balcony Bar and Grill	\$ 60,000
Eckenrode DBA 360 Durango.com	\$ 50,000
Desert Sun Roasters	\$150,000
Impyrium	\$100,000
Specific Corporation	\$ 56,250
The Wine Shop	\$ 100,000
Durango Boiler	\$ 50,000
Provencher Sports	\$ 236,935
<i>Db a 2nd Avenue Sports</i>	



**2015 Population - Bayfield 2,573;
Durango 18,228; Ignacio 730;
Unincorporated 33,376
2,416**