



## 2014 Performance Report Montezuma 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.

### 2014 Montezuma Representatives

**Steve Chappell/Larry Don Suckla** – County  
**Shane Hale** – Cortez  
**Lana Hancock** – Dolores  
**Andrea Phillips** – Mancos  
**Dewayne Findley** – At large  
**Bruce Johnson** – At large & Loan Committee  
**Jon Callender** – Loan Committee  
**Troy Ralstin** – Ute Mountain Ute Tribe

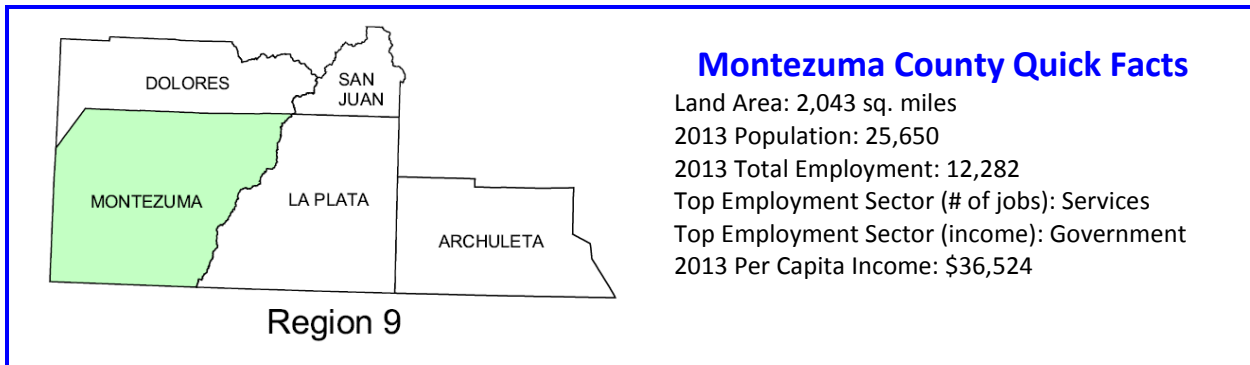
### Region 9 Staff

**Ed Morlan** – Executive Director  
**Laura Lewis Marchino** – Assistant Director  
**Stephani Burditt** – Office Manager  
**Jenny Stollar** – Business Loan Officer  
**Terry Blair-Burton** – Loan Servicing  
**Shirley Jones** – Accountant  
**Elizabeth Marsh** – SCAPE Director

Region 9 programs include business loans, producing the Comprehensive Economic Development Strategy (CEDS), Southwest Enterprise Zone administration, and working with the Four Corners Film Office.

In addition to these programs Region 9 also provides social and economic data, technical assistance and research for local and regional projects.





**Technical Assistance** – Region 9 provides technical assistance in Montezuma 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, see specifics for individual communities on the following pages.

### County-wide

- Provides support for regional Four Corners Film Office increasing film and television productions in Montezuma County. Production activities include: documentary of the legalization of marijuana; the Story Trek shot interviews in Cortez; permit requested for Mesa Verde National Park for Brew Dogs; photographs of the Ute Mt. Ute Reservation for potential auto commercial; Elephant Productions filmed Mesa Verde for travel series; True Crime program needed a courier to receive a package from the Montezuma Sheriff Department; provided businesses to supply Hateful Eight movie production office in Telluride (office supplies, water and coffee service); and made numerous referrals of production professionals to Hateful Eight Production staff.
- Working closely with Montezuma Community Economic Development Association (MCEDA) and economic development specialist, Chris Burkett.
- Provides Growth Company Initiative services to emerging growth companies.
- Working with County and federal delegation on recreation and management plan for McPhee Reservoir.
- Coordinating Sector Partnerships in Energy.
- Coordinating Colorado Blueprint efforts and updates in region.
- Exploring Community Development Finance Institute (CDFI) small loan fund designation.
- Provide bookkeeping services for SW Travel Region and assisting them to find another fiscal agent.
- Closely partnering and providing financial assistance and staffing support to the SW Colorado Small Business Development Center.
- Explored development of an EB-5 Regional Center but decided to work with existing Center that can serve our region.
- Involved the State Office of Economic Development regarding incentives for county based businesses including Osprey.
- Region 9 transitioned all bookkeeping and the administration of the Southwest Transportation Planning Region to the Southwest Colorado Council of Governments.

- Worked with the SW Colorado Council of Governments to complete \$4M telecommunication development grant from DoLA for the Southwest Colorado Access Network (SCAN).
- County had seven business inquiries not tied to specific community (please see below).

**Regional Initiatives** – Region 9 works across the region which includes several efforts that have the potential to positively impact your county. Below is a list of some of those initiatives.

- Supporting Tracks Across Borders Byway (TABB) - The designation of this byway we believe will bring additional visitors to the area, strengthening the service sector which includes the purchase of food, lodging, supplies, fuel and amenities.
- The Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in-depth mentoring, office space and an equity investment to help new ventures enter markets and raise capital. Since beginning in 2013, the program has graduated 6 companies that have raised \$485,000 in capital to grow their businesses. The majority of the funds raised are spent locally, with web design, marketing, technology or production needs, accounting and small business services. SCAPE was honored by the National Association of Development Organizations (NADO) with an Innovation Award for 2014.

**Enterprise Zones** – All of Montezuma County is a designated Enterprise Zone, with the exception of the Ute Mountain Sacred area. This program provides financial incentives to businesses to promote and encourage new job creation. A business (which includes a farm or mine) located within these boundaries may be eligible for EZ tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other credits and incentives. Montezuma saw 107 businesses participating in the program that showed a gain of 39 total jobs, with the amount of tax credits of \$224,820.

From 1993 through 2013, Montezuma County businesses claimed approximately **\$453 million** in eligible investments, resulting in **\$10,162,241** in certified tax credits, and reported **1,642** jobs.

The Enterprise Zone project designation allows all donor contributions of at least \$100 or more (depending on the organization) to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. In 2014, the projects have brought in cash and in-kind contributions valued at **\$4,738,730**. SW Memorial Foundation successfully underwent critical review by the State for certifying over \$2 million in tax credits.

2015 Projects include:

- 4CORE
- Axis Health Systems
- Southwest Memorial Hospital Foundation
- Pinon Project
- Bridge Emergency Shelter
- Habitat for Humanity of Montezuma County
- Hospice of Montezuma
- Housing Solutions of the Southwest

- Crow Canyon Archeological Center

**Reports** – A number of research reports have been prepared by Region 9 that include data specific to Montezuma County:

- 2015 – *Region 9 Report –includes Montezuma Data snapshot*
- 2014 – *Base analysis (including Tourism Industry)*

These reports, as well as other publications of interest, can be found at [www.scan.org](http://www.scan.org).

**Loans** – Through June 2014, Region 9 has provided business loans totaling over **\$3,255,847** and resulting in **244** jobs in Montezuma County. See specifics for individual communities on the following pages. In 2014, 4 loans were paid off and 2 new loans were made.

### City of Cortez

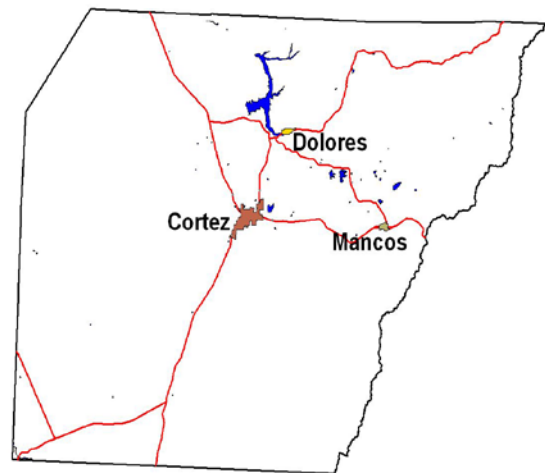
#### Technical Assistance

- Assisted with Charter school grant and technical contacts
- Worked with Osprey to try to keep the manufacturing in Montezuma County.

#### Loans – Cortez

Cortez had 24 business inquiries come through Region 9. Current loans include:

Baker Sanitation, Inc.	\$ 90,000
Cork N Bottle	\$190,000
Curt Mangan	\$250,000
Guy Drew Vineyards, Inc.	\$ 25,000
Cortez Cab	\$ 25,000
Southwest Printing	\$ 85,000



**Cortez 2013 Population 8,551**

## Town of Dolores

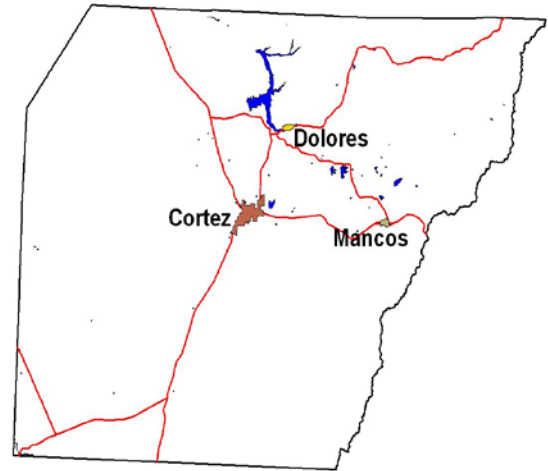
### Technical Assistance

- Provided information on the economic impact of mountain biking

### Loans – Dolores

Dolores had 16 business inquires come through Region 9. Current loans are:

Colorado Norton Works, Inc.	\$ 97,500
Rimrock Drilling & Shoring	\$ 25,000
Haymore Produce	\$ 15,000



Dolores 2013 Population 939

## Town of Mancos

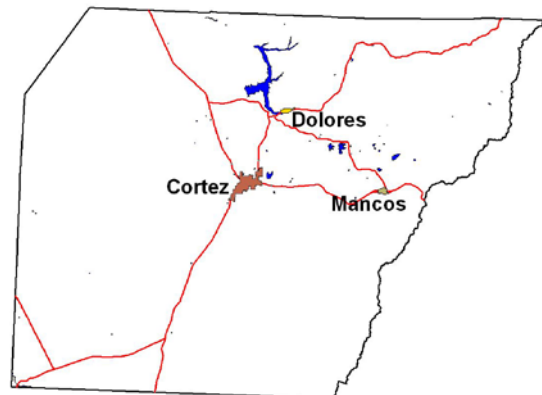
### Technical Assistance

- Provided information on the economic impact of mountain biking
- Assisted Town with REDI application
- Provided training to Economic Development specialist
- Provided model for 360 evaluation for Administrator

### Loans – Mancos

Mancos had 12 business inquires come through Region 9. Current loans are:

Alpine Mobile Crete, LLC	\$ 30,000
Integrity Glass of Colorado	\$ 25,000
NRG by Design, Inc.	\$ 12,000
Ott's Sawmill	\$ 90,000
The Mancos Project	\$ 25,000



Mancos 2013 Population 1,361