



2015 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 with a mission 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.

2015 Montezuma Representatives

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

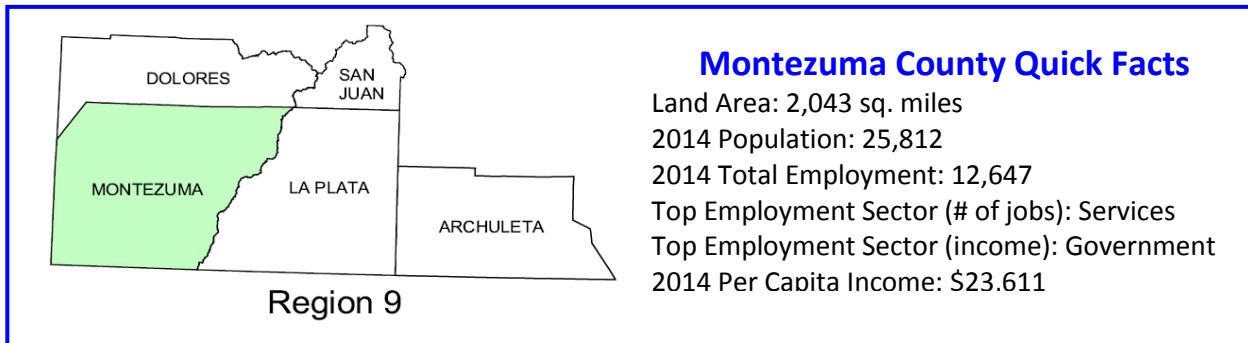
Region 9 Staff

Ed Morlan – Executive Director
Laura Lewis Marchino – Deputy Director
Stephani Burditt – Office Manager
Jenny Stollar – Business Loan Officer
Terry Blair-Burton – Program Administrator
Shirley Jones – Comptroller
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 (Individual communities are below)

- Provides support for regional Four Corners Film Office increasing film and television productions in Montezuma County. Inquiries in 2015 included production for SW Health Systems, Discovery Channel True Crime Series and Motley Fool interviews as well as numerous referrals of production professionals.
- Working closely with Montezuma Community Economic Development Association (MCEDA) and economic development specialist, Chris Burkett and now Chelsea Jones.
- Worked with County and Federal delegation on recreation and management plan for McPhee Reservoir.
- Applied for Community Development Finance Institution (CDFI) designation but application on hold.
- Involved the State Office of Economic Development regarding incentives for county based businesses including Osprey.
- County had 21 business inquiries not tied to specific community (please see below for community specific inquiries) go through Region 9.
- Updated the Montezuma Community Development Action Plan.

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.

- Committed match for SW Colorado Council of Governments DoLA grant for broadband.
- Participating in POWER Career Fair offered for regional high school students.

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 10 companies, created 26 jobs and raised almost \$3 Million 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 graduated Easton LaChappelle from Mancos, who at age 20 is

designing prosthetics and is being highlighted by Cadillac (<http://www.daregreatly.com/explore/experience-cadillac/dont-you-dare/easton-lachapelle>).

Enterprise Zones – All of Montezuma County is a designated Enterprise Zone and will remain so for the next ten years. The State reviews the boundaries every 10 years to make sure they meet EZ criteria. Montezuma fit the criteria. 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 incentives. Montezuma saw 116 businesses participating in the program that showed a gain of 15 total jobs, with the amount of tax credits of \$52,313,283.

From 1993 through 2015, Montezuma County businesses claimed approximately **\$505 million** in eligible investments, resulting in **\$11,906,683** in certified tax credits, and reported **1,657** jobs through the program.

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 2015, EZ projects have brought in cash and in-kind contributions valued at **\$3.91 million**.

2015 Montezuma Projects include:

- Axis Health Systems
- Southwest Memorial Hospital Foundation
- Pinon Project
- Bridge Emergency Shelter
- Habitat for Humanity of Montezuma County
- Hospice of Montezuma
- Crow Canyon Archeological Center
- Mesa Verde Foundation (new in 2015)

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*
- 2015 – *Southwest Colorado Indicator Reports – Housing, Livable Wage & Economic Diversity*

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

Loans – Through June 2015, Region 9 has provided business loans totaling over **\$3,455,440** and resulting in **248** jobs in Montezuma County. See specifics for individual communities on the following pages. In 2015, 3 loans paid off and 3 new loans were made in the County.

Town of Dolores

Technical Assistance Activities

- Provided retail data and leakage information.
- Nominated couple of area hotels reality show consideration

Loans – Dolores

Dolores had 13 business inquires come through Region 9. Current loans are:

Colorado Norton Works, Inc. \$135,000

City of Cortez

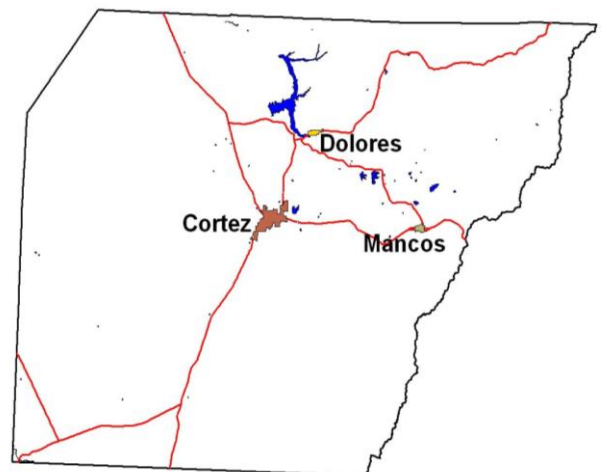
Technical Assistance Activities

- Worked with Osprey to try to keep the manufacturing in Montezuma County.
- Presentation at Dolores State Bank to Loan Officers.
- Worked on inquiry and with State via Calkins Building.

Loans – Cortez

Cortez had 33 business inquiries come through Region 9. Current loans include:

Cork N Bottle	\$ 190,000
Curt Mangan	\$ 250,000
Guy Drew Vineyards, Inc.	\$ 85,000
Cortez Cab	\$ 85,000
Southwest Printing	\$ 85,000
Moose & More	\$ 30,000
Haymore Produce	\$ 15,000



2014 Population - Dolores 946
Mancos 1,378 - Cortez 8,606

Town of Mancos

Technical Assistance

- Conducted Economic Impact Analysis for Western Excelsior.
- Worked with Alpaca for Colorado First training funds through SW Colorado Community College.
- Worked with Mancos Economic Development Committee.

Loans – Mancos

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

Integrity Glass of Colorado	\$ 25,000
Ott's Sawmill	\$ 90,000
The Mancos Project	\$ 25,000
Brad Goodell Fine Art	\$ 25,000