



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

2016 Montezuma Representatives

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

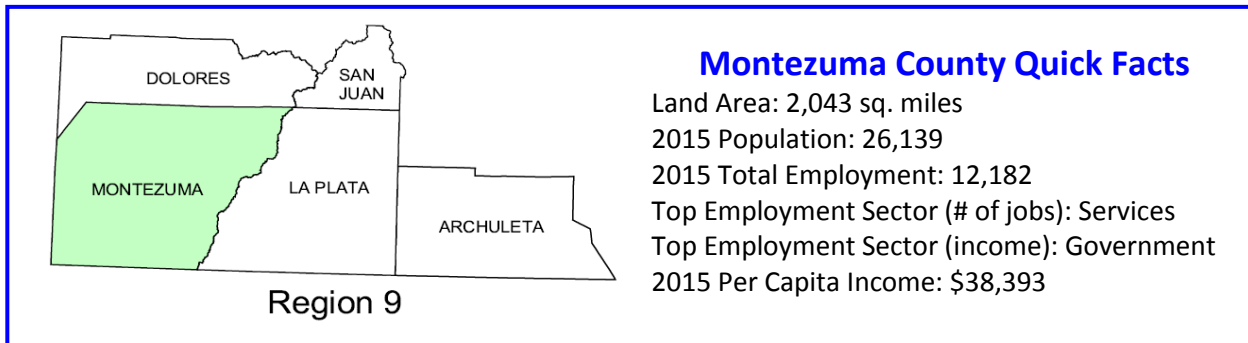
Region 9 Staff

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

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).

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. 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.
- Provided support for the **Four Corners Film Office** increasing film and television productions in Montezuma County. Inquiries in 2016 included production for a feature film (*Sedona Sage*) with shots of Mesa Verde, a Volkswagen commercial, research for a potential film festival, and numerous referrals of production professionals. Co-hosted an Industry mixer in Cortez on October 21st with Mesa Verde Country.
- Worked closely with **Montezuma Community Economic Development Association (MCEDA)** and economic development specialist, Chelsea Jones.
 - Produced a report on Montezuma County energy job losses (using *Implan* –an economic modeling tool).
- Updated the **Montezuma Community Development Action Plan**.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide more business services in the County.

Regional Initiatives – Region 9 regional efforts also positively impact Montezuma County. Members of Region 9’s staff serve on a variety of boards and committees, including the Animas River Community Forum Steering Committee, the Southwest Colorado Community College Advisory Committee, The Small Business Development Center Advisory Committee, and the Southwest Colorado Workforce Investment Board. 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:

- 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.
- **Expanded the Region 9 loan program** funding by \$880,000 via additional CDBG monies.

- Responded to **139 inquiries about business loans**, provided one-on-one **assistance to 103 businesses**.
- Provided **data for 40 inquiries** and assisted with **29 grant inquiries** such as funding for the Montezuma Orchard Restoration Project.

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 – All of Montezuma County is a designated Enterprise Zone (EZ) as it meets State distress 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 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. The State reviews the zone boundaries every 10 years to make sure they meet EZ criteria. Montezuma fits the criteria. In 2016, Montezuma had 127 businesses participating in the program and showed a gain of 71 total jobs, with \$47,089 of tax credits.

From 1992 through 2016, Montezuma County businesses claimed approximately \$641.5 million in eligible investments, resulting in **\$12,299,108** in certified tax credits, and reported **1,800** jobs through the program.

The Enterprise Zone project designation also allows all donor contributions to EZ certified non-profits 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 2016, EZ projects in the region brought in cash and in-kind contributions valued at **\$5.06 million**.

2016 Montezuma Contribution 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
- Sunflower Theater (new this year)

Reports – A number of research and strategy reports have been prepared by Region 9 that include data specific to Montezuma 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 to Montezuma County*
- *Analyses of employment affected by changes to energy and construction industries in Montezuma County-Using the Implan Model*

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

Loans – Through June 2016, Region 9 has provided business loans totaling over **\$3,875,440** and resulting in **267** jobs in Montezuma County. See specifics for individual communities on the following pages. In 2016, 4 new loans were made in the County. Region 9 answered 17 inquiries related to loan financing. Client and loan amounts include the following:

Town of Dolores

Loans – Dolores

Dolores had 2 business inquiries come through Region 9. Current loans are:

Colorado Norton Works, Inc.	\$ 135,000
S&S Wallwood	\$ 250,000

City of Cortez

Loans – Cortez

Cortez had 13 business inquiries come through Region 9. Current loans include:

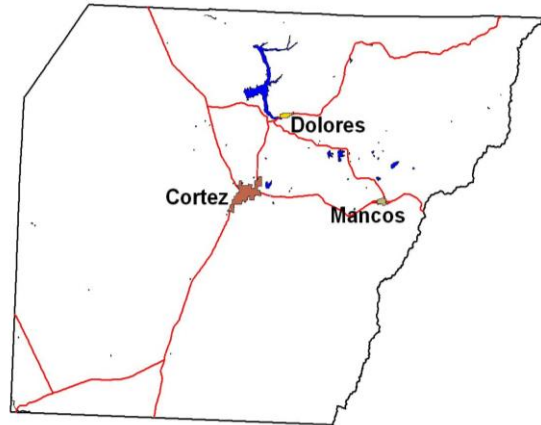
Cork N Bottle	\$ 190,000
Curt Mangan	\$ 250,000
Guy Drew Vineyards, Inc.	\$ 120,000
Cortez Cab	\$ 50,000
Southwest Printing	\$ 85,000
Moose & More	\$ 30,000
Haymore Produce	\$ 15,000
Cortez Cash Pawn and Trade	\$ 75,000
Covenant Drug & Alcohol Testing	\$ 25,000

Town of Mancos

Loans – Mancos

Mancos had 1 new business inquiry 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
Momentum 24/7 Fitness	\$ 45,000



**2015 Population – Cortez 8,727;
Dolores 962; Mancos 1407;
Unincorporated 15,043**