ECONOMIC DEVELOPMENT DISTRICT
OF SOUTHWEST COLORADO
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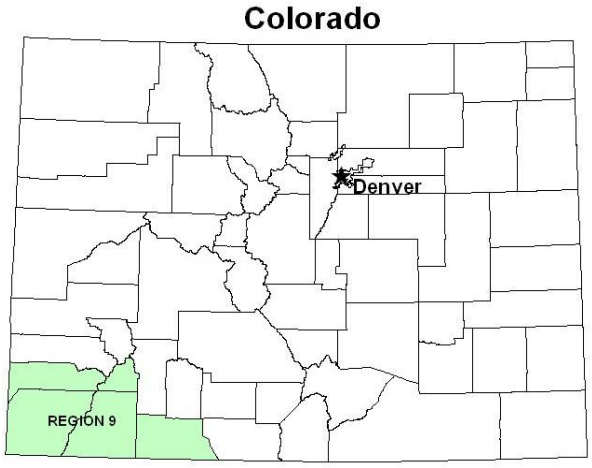
2016 Performance Report

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's mission is to promote and coordinate 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 San Juan Representatives

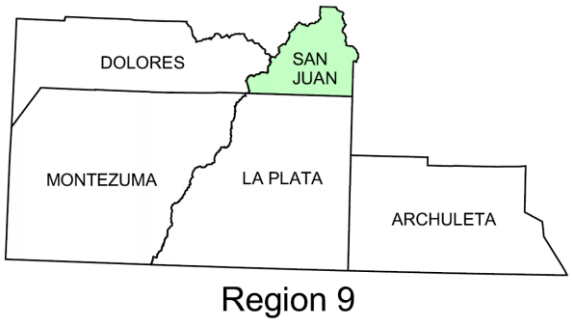
William Tookey – Vice Chair & San Juan County
Chris Tookey – Silverton
Bill McDougall – Loan Committee (Since 1993)
Fritz Klinke – Loan Committee (Since 1993)

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.

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



San Juan County Quick Facts

Land Area: 389 sq. miles
2015 Population: 705
2015 Total Employment: 378
Top Employment Sector (# of jobs): Services
Top Employment Sector (income): Services
2015 Per Capita Income: $43,409

Technical Assistance – Region 9 provides technical assistance in San Juan County by participating in community meetings, writing and administering grants, and advocating for the County at regional, state and federal levels. Below are some specific examples of our work in 2016:

- 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 County-wide **Community Development Action Plan**.
- Applied for and received a $57,809 grant from EDA to hire a **Recovery Coordinator** in the wake of the Gold King Mine Spill. Hired the Coordinator in December to assist the community and work with the San Juan Development Association.
- Provided support for regional **Four Corners Film Office** increasing film and television productions in San Juan County. Production activity included: a Volkswagen Commercial, a Netflix show (Godless) and scenes of the train. Also made numerous referrals to area production professionals.
- Provided administrative support and technical assistance to the reorganization of the **San Juan Development Association**.
    - Coordinated the Silverton Stakeholders meetings.
    - Assisted in revitalizing the SJDA Board.
    - Rejuvenated the SJDA loan program and provided loan servicing.
- Coordinated **Colorado Blueprint 2.0** efforts and updates in region. Region 9 included Silverton in Tiny Homes workshop sponsored by Blueprint 2.0.
- Participating in the **Animas River Forum Steering Committee**.
- Assisted with reporting requirements for the $25K matching grant for the Silverton Chamber from the Colorado Tourism Office.

Enterprise Zones – 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 Enterprise Zone tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other incentives. All of San Juan County is currently a designated Enhanced Rural Enterprise Zone (EREZ) through 2018, which allows for additional tax credit amounts for businesses located in a distressed area. In 2016, San Juan County businesses claimed $19,041 in tax credits. Since 1992, San Juan County has seen approximately $7,830,594 in eligible investments, resulting in **$273,987** in certified tax credits, and 98 jobs through the program.

The Enterprise Zone Contribution Project designation allows all donor contributions of $100 or more to eligible projects to qualify for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. The Mountain Studies Institute is an approved Enterprise Zone Contribution Project in the county. It certified **$28,925** in qualified EZ donations in 2016. In 2016, EZ projects in the region brought in cash and in-kind contributions valued at **$5.06 million.** San Juan County also benefits from some regional EZ projects that include: Axis Health System, Mercy Health Foundation, Four Corners Film Office and the Southwest Colorado Small Business Development Center.

Loans – In the past 27 years, Region 9 has provided business loans totaling **$1,520,865** and resulted in **48** jobs in San Juan County (through June 2016). Region 9 also assisted with 6 loan funding inquiries in San Juan County. In 2016, one loan paid off and there were 2 new loans.

Current loans include:

- Timber Ridge Construction **$33,000**
- San Juan County **$64,430**
- Barz Decorative Hardware **$45,000**
- Pickle Barrel **$130,000**
- Maisel Construction **$100,000**
- Town of Silverton **$6,000**

Regional Initiatives – Region 9 works across the region which includes several efforts that have the potential to 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, 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.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide more services in the County.

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**.

Reports – A number of research and strategy reports have been prepared by Region 9 that include data specific to San Juan 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 San Juan County.

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