



## 2018 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.

### 2018 La Plata Representatives

**Brad Blake** – La Plata County  
**Ashleigh Tarkington / Erin Dunavant** – Bayfield  
**Colleen O’Brien** – Durango, Secretary  
**Tuggy Dunton** – Ignacio  
**Eric Thayer** – Southern Ute Indian Tribe  
**Laurie Sigillito** – At large, Treasurer  
**Mike Fitzgerald** – At large  
**Robert Sonora, Ph.D.** – At large, Fort Lewis College  
**Robert Whitson** – At large  
**Tonya Nelson** – At large, Pueblo Community College Southwest  
**Gina Piccoli** – Loan Committee  
**Kris Oyler** – Loan Committee  
**Pam Miles** – Loan Committee Chair  
**Terryl Peterson** – Loan Committee



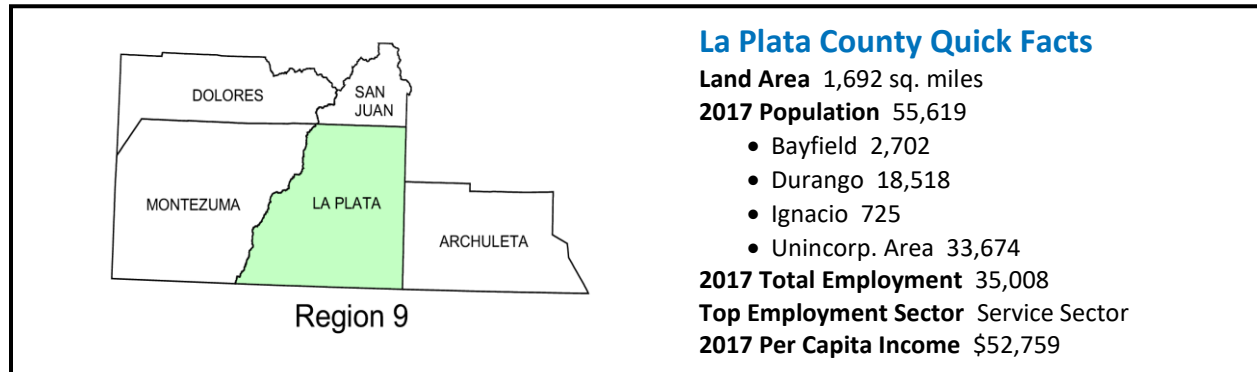
### Region 9 Staff

**Laura Lewis Marchino** – Executive Director  
**Terry Blair-Burton** – Program Administrator  
**Stephani Burditt** – Office Manager  
**Brian Rose** – Business Resource Specialist

**Shirley Jones** – Comptroller  
**Elizabeth Marsh** – SCAPE Director  
**Heather Otter** – Economic Development Project Mgr  
**Jenny Stollar** – Business Loan Officer

## Region 9 Programs and Services

- Business loans
- Colorado State Data Center local affiliate
- Technical assistance and special projects
- Southwest Enterprise Zone administration
- Research for community and regional projects
- Four Corners Film Office administration
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Montezuma Community Economic Development Association fiscal agent
- San Juan Development Association fiscal oversight



**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. Activities are listed below.

### County-wide

- Worked closely with the State, local governments, La Plata Economic Alliance to obtain SBA Disaster status and The Community Foundation of Southwest Colorado to assist businesses impacted by the **416 Fire**.
- Obtained approval from the Board of County Commissioners on the **2018 La Plata County Community Development Action Plan (CDAP)**. This document is part of the CEDS and is updated every two years.
- Became a **La Plata County Thrive! Living Wage Employer**.
- Assisted **La Plata County Humane Society** with grant application for \$17k of funding from CDBG for a feasibility study.
- Supported **La Plata Economic Alliance** to advocate for several efforts including bringing a Department of Interior office to Durango.
- Durango Chamber's **Entrepreneur of the Year Award** renamed for Ed Morlan.
- Assisted **Durango** with **North Main Revitalization** initiative and provided loan funding to participating businesses. Also, nominated the City of Durango for the EDCC EDIE Award (category Small Community of the Year) for their work on the North Main and Camino Districts.
- Submitted **nominations** for Durango Chamber Durango Rocks, 2019 Southwest Colorado Women in Business awards, 2019 Colorado Companies to Watch.
- Organized and co-hosted an **Opportunity Zone Training** attended by more than 70 participants with the City of Durango, La Plata Economic Alliance and First Southwest Bank.
- Worked with **La Plata GIS** to add map layer for Opportunity Zones.

- Provided financial and operational support for the regional **Four Corners Film Office** and made **2** referrals supporting film activities and production professionals including:
  - Coordinated a Women in Film panel for the Durango Independent Film Festival.
  - *Cellari3 Films*, shooting a documentary in the area and utilized local talent as production assistants.
- Sponsored and participated in:
  - **La Plata Economic Development Alliance 12<sup>th</sup> Annual Summit.**
  - Southwest Colorado **Small Business Development Center Women’s Business Conference.**
  - **Durango Chamber’s Table Top Expo.**
  - **Colorado Companies to Watch** winner celebration for **GitPrime.**

**Regional Initiatives** – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of regional boards and committees. 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 2018, we:

- **Expanded the Region 9 loan program** funding by almost **\$2.3M.**
- Responded to almost **600 inquiries** covering business resources, grants and data requests.
- Provided **one-on-one technical assistance** to numerous businesses, non-profits and governments throughout the year.
- Partnered with the **SBDC** to provide business services for Region 9 clients.
- Collaborated with the **Healthcare Sector Partnership** on opportunities for funding through Colorado Department of Labor.
- Worked closely with the State and local governments to obtain SBA Disaster status and The Community Foundation of Southwest Colorado to assist businesses impacted by the **416 Fire.**
- Promoted community development in **Opportunity Zones** by developing county prospectuses, hosting informational events and educating local economic development groups.
- Served on the **Homes Fund Board** to stay current on housing issues region wide.
- Served on the **Southwest Colorado Community College Advisory Board** to promote regional workforce and job training needs.
- Served on the **Animas River Community Forum Steering Committee.**
- Served on the **Small Business Development Center Advisory Committee.**
- Served on the **Southwest Colorado Workforce Investment Board.**
- Served on the **Fort Lewis College Business Advisory Council for the School of Business Administration.**
- Served on the **Southern Ute Indian Tribe Economic Advisory Panel.**
- Served on the **4 State Forum Steering Committee.**

**Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)** Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in depth mentoring, education and access to equity funding for early stage and growing companies. In five years, the program has launched 25 companies based in rural southwest Colorado. These businesses raised \$17 million in capital to grow their businesses and create 80 local jobs. Several SCAPE companies have been recognized as Colorado Companies to Watch and been recipients of the Colorado Early Seed Stage grant. SCAPE is the hub of the entrepreneurial ecosystem, teaches the curriculum for the Fort Lewis College Hawk Tank competition and hosts

regional investment and startup initiatives, including Entrepreneur of the Southwest Meetups which has 480 members.

**Enterprise Zones** – La Plata County as a whole does not meet state distress criteria but certain census blocks are eligible for Enterprise Zone tax credits. The State reviews zone boundaries every 10 years with the last one being 2016. Businesses located in designated areas can be eligible for tax credits to promote and encourage new job creation. A business, which includes farms and mines, located within these blocks may be eligible for capital investment tax credits, job tax credits, research and development tax credits and other incentives. From 1992 through 2018, La Plata County businesses claimed approximately **\$693 million** in eligible investments, resulting in **\$20 million** in certified tax credits, and reported **5,097** new jobs. In 2018, **18** businesses in La Plata County claimed **\$53,502** in tax credits; and created **18** new jobs.

This State designation also allows donor contributions of at least \$100 (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 2018, twenty-eight projects in our region brought in cash and in-kind contributions valued at **\$2.8 million**. This is comparable to \$3.7 million in 2016, and \$3.3 million in 2017. The decline may be attributed to fewer eligible projects as well as contributions being submitted after year's end. Those contributions will be in the 2019 numbers.

Enterprise Zone contribution projects that impacted La Plata County in 2018 are below.

- Fort Lewis College Foundation
- Habitat for Humanity of La Plata County
- Housing Solutions for the Southwest
- KUTE, Inc. – Eddie Box Jr. Media Center Building Project
- Homes Fund
- Manna Soup Kitchen
- Mercy Health Foundation - Hospice Residence
- Region 9 EDD - Four Corners Film Office
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Conservation Corps
- Southwest Colorado Council of Governments
- Southwest Small Business Development Center
- Volunteers of America – Southwest Colorado Branch

**Reports** – Region 9 prepared strategy and research reports that included data specific to La Plata County in 2018. These reports, as well as other publications of interest, can be found at [www.scan.org](http://www.scan.org).

- Economic Employment Trends – Base Industries Analysis 2018
- Economic Effects of Wildfires on Colorado 2018
- Economic Contributions of the Cannabis Industry

**Loans** – In the past 29 years, Region 9 has provided loans to La Plata County businesses totaling **\$17,178,277** resulting in **1035** jobs created/retained. In 2018, the County generated **65** inquiries to Region 9 resulting in **13** new loans and **7** paid off. Current loan activity is listed below. **New loans are listed first and marked with an asterisk.**

## County (Unincorporated Area)

*Dancing Raven Stoneworks	\$ 7,500
*TBR Service	\$ 100,000
Gardenhart Landscaping & Design	\$ 35,000
Hermosa Iron Works	\$ 233,733
Hollywood Finishes	\$ 31,111
Mercury Leads	\$ 30,000
Mountain Home and Design	\$ 70,000
Ruff Puppies	\$ 50,000
San Juan Waterworks	\$ 119,875
Task Masters of SW Colorado	\$ 53,178
Windsong Farm	\$ 125,000
Wrench Star	\$ 60,000

## City of Durango

*Adventure Inn	\$ 73,000
*Create Art & Tea	\$ 15,000
*Durango RV Rentals	\$ 170,000
*Cyprus Café	\$ 50,000
*Grasshoppers Landscaping	\$ 65,000
*Jimmy's Music Supply	\$ 15,000
*R&D Suspension	\$ 11,000
*Remedy Body Center	\$ 85,437
*Salt 360	\$ 65,000
*Sweet Addition	\$ 20,000
2 <sup>nd</sup> Avenue Sports	\$ 236,935
360 Durango.com	\$ 50,000
AlignTec	\$ 50,000
Animas Chocolate	\$ 40,000
Animas High School	\$ 200,000
April's Garden	\$ 95,625
Baby Basecamp	\$ 80,000
Balcony Bar and Grill	\$ 60,000
Bo Dean's Towing	\$ 106,822
Candace Cross Photography	\$ 15,000
Cantera	\$ 100,000
Chavez Tortilleria Factory	\$ 70,000
Cream Bean Berry	\$ 62,000
D&SNGRR	\$ 151,200

Desert Sun Roasters	\$ 150,000
Durango Board & Boat	\$ 7,500
Durango Boiler	\$ 50,000
Durango Urgent Care	\$ 250,000
EPIC	\$ 5,000
Fire on Earth	\$ 25,000
Fired Up Pizzeria	\$ 250,000
Guild House Games	\$ 35,000
Jungle Gym DGO	\$ 25,000
Lesley Ponce	\$ 25,000
Pathways	\$ 10,000
Reign Salon	\$ 65,000
Specific Corporation	\$ 56,250
Sticks and Stones Handmade	\$ 30,000
Tegre Corporation	\$ 250,000
The Rock Lounge	\$ 50,000
The Soup Palette	\$ 17,000
The Wine Shop	\$ 100,000
The Vault	\$ 50,000
Ultrasteam Prof. Cleaning	\$ 115,942
Waxed	\$ 60,000

## Town of Bayfield

Far West Enterprises	\$ 15,000
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## Town of Ignacio

Prairie Fire	\$ 9,750
Walker Holding Company	\$ 180,247

## Vallecito

Elk Point Lodge	\$ 30,000
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### Paid Off

Advanced Mobile Propulsion Test (AMPT)	
Bookcase and Barber	Key Light Electrical
Durango Party Rental	Kirsch Chiropractic
Chip Peddler	Pathfinder Chiropractic