



2019 Performance Report Archuleta 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.

2019 Archuleta Representatives

Todd Weaver – Archuleta County
Jennie Green – Pagosa Springs
Todd Starr – At large, Vice Chair
Mary Jo Coulehan – At large
Derek Farrah – Loan Committee
Livia Lynch – Loan Committee



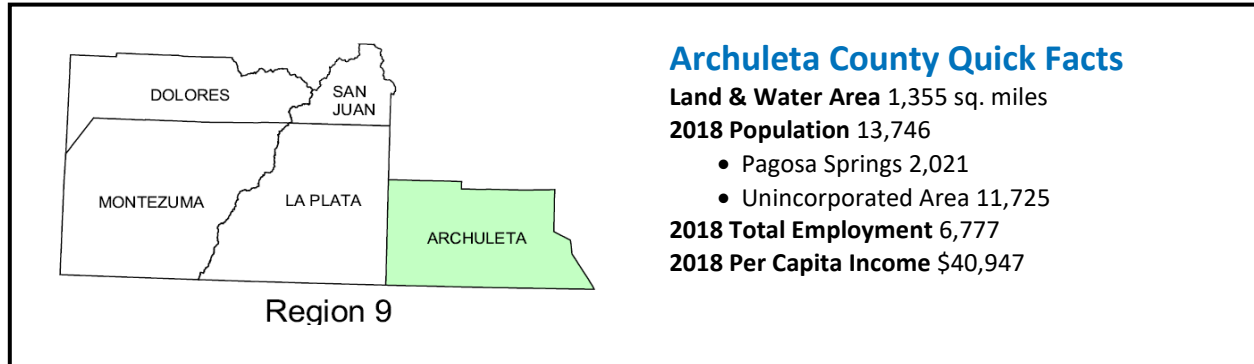
Region 9 Staff

Laura Lewis Marchino – Executive Director
Brian Rose – Deputy Director
Shirley Jones – Comptroller
Jenny Stollar – Business Loan Officer

Terry Blair-Burton – Program Administrator
Stephani Burditt – Office Mgr, Grants & Marketing
Elizabeth Marsh – SCAPE Director
Heather Otter – Economic Development Project Mgr

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
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)



Technical Assistance – Region 9 provides technical assistance in Archuleta County and Pagosa Springs by participating in community meetings, researching and administering grants, and advocating for communities at regional, state and federal levels. Activities are listed below.

County-wide

- **Opened a satellite office in Pagosa Springs** and staffed weekly.
- **Responded to over 180 inquiries** covering business resources, grant and data requests. This is more than double the inquiries in 2018!
- Worked closely with **Pagosa Springs Community Development Corporation (CDC)**:
 - Helped develop a community prospectus focusing on Opportunity Zone investments.
 - Provided guidance for CDC strategic planning.
 - Developed a scope of work for an economic development position.
 - Presented strategic economic development proposal at joint Town / County meeting.
 - Helped with RFP and job description for a broadband coordinator.
 - Participated in member hospitality and recruitment events.
- **Supported Archuleta County GIS with Census 2020 statistical area program** for successful submission to the State Demographer.
- **Provided letters of support** for Pagosa Forest Products and Pagosa Innovation Center **grants**.
- Provided feedback on **Archuleta County/Town Economic Development Policy**.
- Provided **Region 9 orientation to new BOCC Administrative Assistant**.
- **Gained approval from BOCC** for approval of new **CDBG** funds.
- Successfully nominated Pagosa Springs for the **Forbes OZ 20**.
- Served on **Census 2020 Complete Count Committee** and facilitated outreach and education in Pagosa Springs.
- Raised awareness about **C-PACE Program**.
- **Sponsored Club 20** event in Pagosa Springs.
- Provided **governance training for Pagosa Peak Charter School** Board of Directors.

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 2019, we:

- **Celebrated 30 years** of serving Southwest Colorado!
- **Developed a donor program for attracting private dollars to help fund Region 9 programs and services.**
- **Expanded the Region 9 loan program** funding by **\$600K** and funded almost **\$2M in loans.**
- **Responded** to approximately **1,176 inquiries** covering business resources, grant and data requests. This number is up from 600 inquiries in 2018!
- **Participated closely with economic development organizations.**
- **Continued successful partnership with Fort Lewis College School of Business to hire and develop interns** for future work in civic, non-profit, business, finance or community facing fields.

Provided **one-on-one technical assistance** to numerous businesses, non-profits and governments throughout the year.

Successfully transitioned the Four Corners Film Office to Durango Independent Film Festival.

- **Kicked off Census 2020 area statistical, education and outreach efforts across the region.**
- Partnered with the **SBDC** to provide business services for Region 9 clients.
- 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.**

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 6 short years the program launched 31 companies based in rural southwest Colorado. These businesses raised \$20M in capital to grow their businesses and create 122 local jobs. SCAPE celebrated one of its company’s successful exit at \$170M. 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 540 members.

Enterprise Zones – All but two census blocks in Archuleta County are eligible Enterprise Zone (EZ) tax credits. The State reviews zone boundaries every 10 years to make sure they meet EZ criteria and were last updated in 2016. This program provides financial incentives to businesses to promote and encourage new job creation. A business which includes farming and mining 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. Since 1992 Archuleta County businesses have claimed approximately **\$125M** in eligible investments, resulting in approximately **\$80M** in certified tax credits, and reported over **1,500** new jobs. **In 2019, 46 businesses claimed \$93,963 in tax credits; and participating businesses created 23 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 2019, thirty projects in our region brought in cash and in-kind contributions valued at **\$4.1M** (up from \$2.8M in 2018.)

Enterprise Zone Contribution Projects that impacted Archuleta County in 2019 are below.

- Aspen House
- Pagosa Springs Medical Center Foundation
- Geothermal Greenhouse Project
- Habitat for Humanity of Archuleta County
- Homes Fund
- Housing Solutions for the Southwest
- KSUT
- Pagosa Springs Community Development Corporation
- Region 9 Economic Development District of Southwest Colorado
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

Reports – Region 9 prepared strategy and research reports that included data specific to Archuleta County in 2019. These reports, as well as other publications of interest, can be found at www.scan.org.

- Region 9 Economic Snapshot Report 2019
- Southwest Colorado Index Report 2019 – Housing
- Southwest Colorado Index Report 2019 – Livable Wages
- US Foreign Policy for the Middle Class: Perspective from Colorado

Loans – In the past 30 years, Region 9 provided business loans totaling over **\$2M** resulting in over **100** jobs in Archuleta County. In 2019, the County generated **18** inquiries to Region 9 resulting in **3 new loans** and **1 loan paid off**. This is an increase from last year when there were only 3 inquiries and 1 new loan. Current loan activity is listed below.

Alpine Medical and Specialty Practices	\$13,750
Antiques on Main	\$23,000
Cabe's Collision and Customs	\$25,000
Crawford, LLC. (NEW!)	\$20,000
Iron Dram Whiskey (NEW!)	\$26,400
Just Click Printing	\$30,000
Pagosa Verde	\$100,000
Professional Refrigeration Services	\$45,000
PS Chocolates (NEW!)	\$21,500
The Body Shop Total Fitness	\$25,000
Wild N Crazy Critters	\$12,000

<p>Paid Off</p> <p>Pagosa Peak Open School</p>
