



2019 Performance Report Dolores 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 Dolores Representatives

Dan Fernandez – At Large, Secretary
Steve Garchar/Dennis Goldbricht – Dolores County
Kari Distefano – Rico
Bryce Capron – Dove Creek/Loan Committee



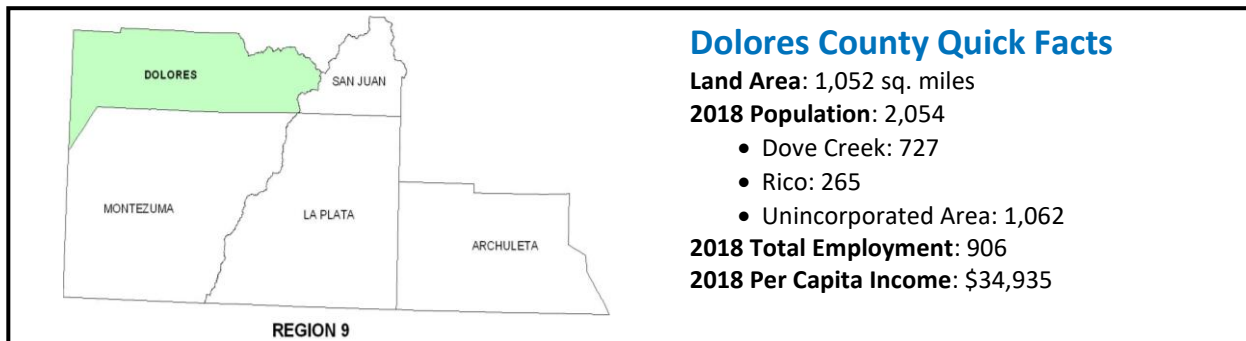
Region 9 Staff

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 Dolores County, Dove Creek and Rico 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

- Worked closely with **Dolores County Development Corporation (DCDC):**
 - Served on **DCDC Board.**
 - Introduced **Opportunity Zone information and community prospectus project.**
- **Responded to over 60 inquiries** covering business resources, grant and data requests.
- **Gained approval** from BOCC for approval of **new CDBG funds.**
- Advocated to include **Dolores County in Fort Lewis College’s scholarship matching program.**
- Presented at **SBDC Starting Your Small Biz Workshop in Dove Creek.**
- Presented on **Region 9 business resources and programs in Rico.**
- Provided **letters of support for grants.**
- Brian, Jenny and Laura **worked with several Rico and Dove Creek businesses.**
- Outreached **Air products in Dolores County about state incentive opportunities.**
- Underwriter for **Dove Creek TV.**
- Successfully advocated for approval of **Rico Town Hall to become an Enterprise Zone Contribution Project.**
- Member of **Dove Creek Chamber.**
- Provided regional update to **Dove Creek Trustees and Dolores County Commissioners.**

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 made 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 of Dolores County has been designated as an Enhanced Enterprise Zone (EZ) through 2020 due to its high level of distress. This designation is updated every two years. Typically, EZ boundaries are reviewed every 10 years to ensure they meet EZ distress criteria. This program provides financial incentives to businesses to promote and encourage new job creation. A business (which includes farms, mines and non-profits) 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, Dolores County businesses claimed approximately **\$31M** in eligible investments, resulting in approximately **\$3M** in certified tax credits, and reported over **125** new jobs through the program. **In 2019, 19 businesses claimed \$177,448 in tax credits; and participating businesses created 8 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 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 Dolores County in 2019 are below.

- Homes Fund
- Housing Solutions for the Southwest
- KSUT Radio
- Region 9 Economic Development District of Southwest Colorado
- Rico Town Hall (**NEW!**)
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Memorial Hospital Foundation
- Southwest Small Business Development Center

Reports – Region 9 prepared strategy and research reports that included data specific to Dolores 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 **\$1.6M** resulting in over **65** jobs created or retained in Dolores County. The County greatly increased its business loan activity with Region 9 in 2019, resulting in **4** new loans. Current loan activity is listed below.

2 Rico (NEW!)	\$ 75,000		
Banger’s Bar & Pizza (NEW!)	\$ 100,000	JT’s Country Store	\$ 50,000
Carhart Customs	\$ 63,000	K & J Customs	\$ 43,000
DC Rack Haus	\$ 30,000	La Watha Bakery	\$ 49,000
Dove Creek Sinclair (NEW!)	\$ 80,250	Thirsty Bird Energy Services (NEW!)	\$ 175,000