



2019 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.

2019 La Plata Representatives

Clyde Church – La Plata County
Ashleigh Tarkington – Bayfield
Colleen O’Brien/Alex Rugoff – Durango
Tuggy Dunton – Ignacio
Eric Thayer – Southern Ute Indian Tribe
Laurie Sigillito – At large
Steve Elias – At large, Fort Lewis College
Robert Whitson – At large
Gina Piccoli – Loan Committee
Kris Oyler – Loan Committee
Pam Miles – Loan Committee Chair
Terryl Peterson – Loan Committee



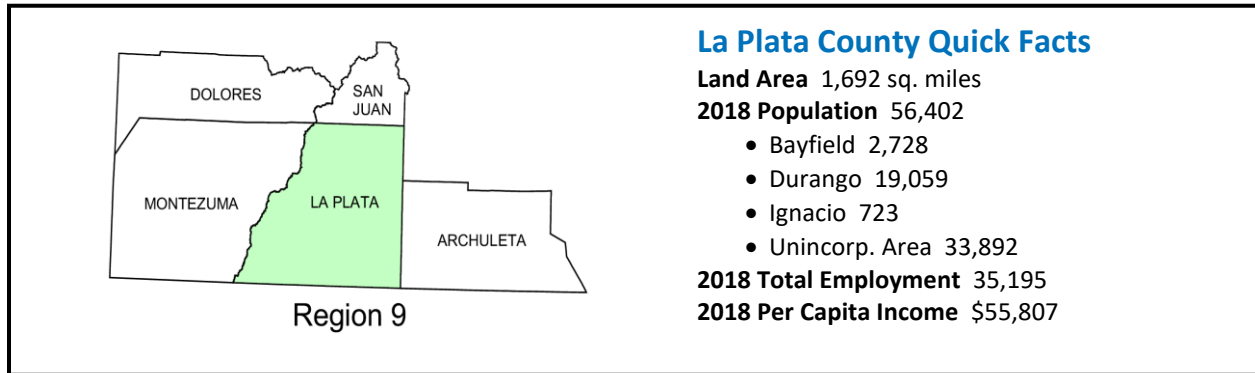
Region 9 Staff

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



Technical Assistance – Region 9 provides technical assistance in La Plata County and area municipalities 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

- **Responded to over 450 inquiries** covering business resources, grant and data requests. This is more than double the inquiries in 2018!
- Supported **La Plata Economic Alliance during the director transition.**
- Gained approval from BOCC for approval of new **CDBG funds.**
- Participated in **community workforce initiatives** with businesses, school district, PCC, FLC.
- Assisted **Ignacio and Bayfield School Districts** with **teacher recruitment and housing strategies.**
- Provided **letters of support for grant applications.**
- **Served on the Ignacio Creative District advisory committee** and provided letter of support for Ignacio’s Creative District application.
- Provided data to Durango/La Plata County airport for their Terminal Area study.
- Explored a new loan program with La Plata County Economic Alliance worked to help support financing tenant improvements in non-owner occupied commercial spaces.
- La Plata County approved participation in the C-PACE program. Region 9 is a capital provider in the program (new loans for renewable energy purposes).
- Assisted consulting firm with **Bayfield’s broadband study focus group.**
- Presented to **Durango City Council** on Region 9 programs and services.
- Helped USDA coordinate **economic development roundtable in Durango.**
- Hosted **Durango Chamber of Commerce Business After Hours.**
- Participated in **Resiliency Framework Workshop for La Plata County**, sponsored by DoLA.
- Presented at Procurement and Technical Assistance Conference (**PTAC**) in **Ignacio.**
- Referred **Ignacio** for **matching marketing grants** from OEDIT.
- Co-chaired **2020 Census La Plata County Complete County Committee.**

- Presented business programs and services at Bayfield’s Chamber of Commerce Lunch and Learn.
- Provided **EMSI economic overview report for Bayfield, Durango and County.**
- Submitted **nominations** for Durango Chamber Durango Rocks, 2020 Southwest Colorado Women in Business awards, 2020 Colorado Companies to Watch.
- Presented at the Leadership La Plata Business Class.
- Colorado Middle Class study included Durango/La Plata County based focus group.
- Sponsored and participated in:
 - **La Plata Economic Development Alliance 13th Annual Summit.**
 - Southwest Colorado **Small Business Development Center Women’s Business Conference.**
 - **Western Slope Redevelopment & Reinvestment Symposium**, held in **Durango.**
 - Hosted a **Data Tools Workshop** in **Durango.**

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 – 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. Since 1992 La Plata County businesses have claimed approximately **\$696M** in eligible investments, resulting in approximately **\$20M** in certified tax credits, and reported over **5,000** new jobs. **In 2019, 22 businesses in La Plata County claimed \$141,820 in tax credits and these businesses show a loss of 56 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 La Plata County in 2019 are below.

- Fort Lewis College Foundation
- Habitat for Humanity of La Plata County
- Housing Solutions for the Southwest
- KSUT Radio
- Homes Fund
- Manna Soup Kitchen
- Mercy Regional Medical Center
- Region 9 Economic Development District
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Conservation Corps
- 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 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
- Economic Contributions of Open Sky Wilderness Therapy to Southwest Colorado
- US Foreign Policy for the Middle Class: Perspective from Colorado

Loans – In the past 30 years, Region 9 has provided over **\$18M** in loans to La Plata County businesses resulting in more than **1000** jobs. In 2019, the County generated **61** loan inquiries to Region 9 resulting in **12** new loans and **13** 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
Gardenhart Landscaping & Design	\$ 42,000
Hermosa Iron Works	\$ 233,700
Hollywood Finishes	\$ 31,100
Mercury Leads	\$ 30,000
Mountain Home and Design	\$ 20,000
San Juan Waterworks	\$ 117,300
TBR Service	\$ 73,600
Windsong Farm	\$ 132,200
Wrench Star	\$ 60,000

City of Durango

*About Face Aesthetics	\$ 200,000
*Agile Space Propulsion	\$ 60,000
*Create Art & Tea	\$ 15,000
*Cream Bean Berry (2 nd)	\$ 37,000
*Cyprus Café (2 nd)	\$ 50,000
*Durango Insurance Professionals	\$ 65,000
*Durango RV (2 nd)	\$ 170,000
*Durango Soda Company	\$ 90,000
*Habit	\$ 40,000
*Krobarr Forestry Management	\$ 55,000
*Local News Network	\$ 75,000
*Tandem Hospitality	\$ 75,000
2 nd Avenue Sports	\$ 236,900
360 Durango.com	\$ 43,000
Adventure Inn	\$ 73,000
AlignTec	\$ 50,000
Animas Chocolate	\$ 40,000
Animas High School	\$ 200,000
April’s Garden	\$ 95,600

Baby Basecamp	\$ 80,000
Balcony Bar and Grill	\$ 60,000
Bo Dean’s Towing	\$ 106,800
Bookcase & Barber	\$ 45,000
Candace Cross Photography	\$ 15,000
Cantera	\$ 100,000
Chavez Tortilleria Factory	\$ 70,000
Desert Sun Roasters	\$ 150,000
Durango Board & Boat	\$ 7,500
Durango Boiler	\$ 50,000
Fired Up Pizzeria	\$ 250,000
Grasshoppers Landscaping	\$ 65,000
Guild House Games	\$ 35,000
Jungle Gym DGO	\$ 25,000
Pathways	\$ 10,000
R&D Suspension	\$ 11,000
Reign Salon	\$ 65,000
Remedy Body Center	\$ 110,400
Sweet Addition	\$ 22,500
The Rock Lounge	\$ 50,000
The Soup Palette	\$ 17,000
The Wine Shop	\$ 105,000
The Vault	\$ 50,000
Ultrasteam	\$ 115,900
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	\$ 180,200

Paid Off

Cream Bean Berry	EPIC Magazine
Cyprus Café	Jimmy's Music Supply
Durango Dance	Salt 360
Durango RV	Sticks and Stones
Durango Urgent Care	Taskmasters of SW CO
DSNGRR	Tegre Corporation
Elk Point Lodge	