



2019 Performance Report Montezuma 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 Montezuma Representatives

Jim Candelaria and Larry Don Suckla – Montezuma County

John Dougherty and Peyton Heitzman – Cortez

Vacant – Dolores

Craig Benally – Mancos

Dewayne Findley – At large

Shawn Gregory – At large & Loan Committee

Jon Callender – Loan Committee

Vacant – Ute Mountain Ute Tribe



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

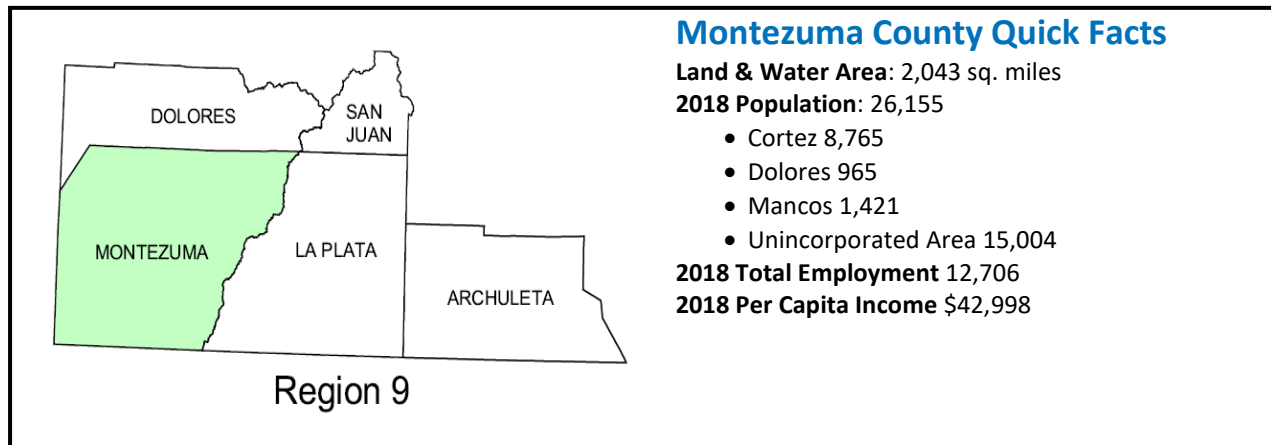
Stephani Burditt – Office Mgr, Grants & Marketing

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)
- Montezuma Community Economic Development Association (MCEDA) fiscal agent



Technical Assistance – Region 9 provides technical assistance in Montezuma 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

- Staffed a satellite office in Cortez to be more accessible and better serve the community weekly.
- Responded to over 250 inquiries covering business resources, grant and data requests. This is more than double the inquiries in 2018!
- Obtained approval for the 2019 Community Development Action Plan (CDAP) from the Board of County Commissioners.
- Received approval for CDBG application from Board of County Commissioners.
- Worked closely with Montezuma Community Economic Development Association (MCEDA) and local governments to:
 - Serve as MCEDA’s fiscal agent.
 - Help transition from MCEDA to Montezuma Economic Stakeholders’ Group.
- Worked with several groups and businesses to support growing timber industry.
- Provided business resource and Opportunity Zone presentations in Cortez.
- Referred Mancos to apply for OEDIT matching marketing grant.
- Provided materials and data for Town of Dolores economic development meeting.
- Coordinated and hosted a Montezuma Superintendents panel at Pueblo Community College SW.
- Worked with County, Cortez and Mancos Administrators to develop incentive policies and ideas for business recruitment.
- Helped secure funding for Ute Mountain Ute grocery store feasibility study.

- Participated in the Census 2020 Complete Count Committee and partnered with SWCCOG to administer grant funding for outreach and education in Montezuma County communities.
- Broadcasted economic development information and business spotlights in Montezuma County with Mesa Media Productions.

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 of Montezuma County is a designated Enterprise Zone (EZ). Enterprise Zone boundaries are reviewed every 10 years to ensure distress criteria are met. The boundaries were last reviewed 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 Montezuma County businesses have claimed approximately **\$696M** in eligible investments, resulting in approximately **\$14M** in certified tax credits, and reported over **1,900** new jobs. **In 2019, 128 businesses claimed \$778,451 in tax credits and lost 3 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-three 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 Montezuma County in 2019 are below.

- Bridge Emergency Shelter
- Crow Canyon Archeological Center
- Habitat for Humanity of Montezuma County
- Homes Fund
- Hospice of Montezuma
- Housing Solutions for the Southwest
- KSUT Radio
- Montezuma Food Systems – Good Food Collective
- Pinon Project
- Region 9 Economic Development District of Southwest Colorado
- Sharehouse – Montezuma Food Coalition
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Colorado Council of Governments
- Southwest Memorial Hospital Foundation
- Southwest Small Business Development Center
- Sunflower Theater – The Community Radio Project

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

- IMPLAN® Report - Visitors to the Ute Mountain Roundup
- IMPLAN® Report - Economic Impacts of the Proposed Montezuma County Heritage Museum
- IMPLAN® Report - Economic Contributions of Open Sky Wilderness Therapy to SW Colorado
- EMSI Economic Overviews for County and municipalities
- US Foreign Policy for the Middle Class: Perspective from Colorado

Loans – In the past 30 years, Region 9 provided business loans totaling over **\$5M** resulting in more than **300 jobs** in Montezuma County. In 2019, the County generated **32 inquiries to Region 9** resulting in **4** new loans and **5** loans paid off. Current loan activity is listed below.

County (Unincorporated Area)

Colorado Norton Works	\$ 135,000
Countryside Disposal	\$ 115,000
Organic Family Farms	\$ 194,000
Steele Investment	\$ 40,000

Dolores

Montezuma Martial Arts (NEW!)	\$ 5,000
S & S Wallwood	\$ 325,000
Vessel	\$ 52,000

Cortez

Baier Essentials	\$ 65,000
Cortez Cab	\$ 50,000
Covenant Drug & Alcohol Testing	\$ 25,000
Curt Mangan	\$ 250,000
High Desert Life Outdoors	\$ 65,000
K & J Customs	\$ 43,000
Lotsa Pasta (NEW!)	\$ 82,000
Moose & More	\$ 30,000
Moving Mountains (NEW!)	\$ 11,250
Rowe & Sons Trash Services (NEW!)	\$ 50,000
Southwest Printing (2 nd)	\$ 125,000
STR Custom Coatings	\$ 46,000
West Adventures & Tours	\$ 20,000

Paid Off
Aubuchon Custom Productions
Brad Goodell Fine Art
Cortez Cash Pawn Trade
High Desert Physical Therapy
Mancos Project
Southwest Printing

Mancos

Botanical Companions	\$ 25,000
Mancos Brewing Company	\$ 110,000
Ott's Sawmill	\$ 90,000