



2019 Performance Report San Juan 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 San Juan Representatives

William Tookey – San Juan County and Chair
Chris Tookey – Silverton
Bill McDougall – Loan Committee (Since 1993)
Fritz Klinke – Loan Committee (Since 1995)



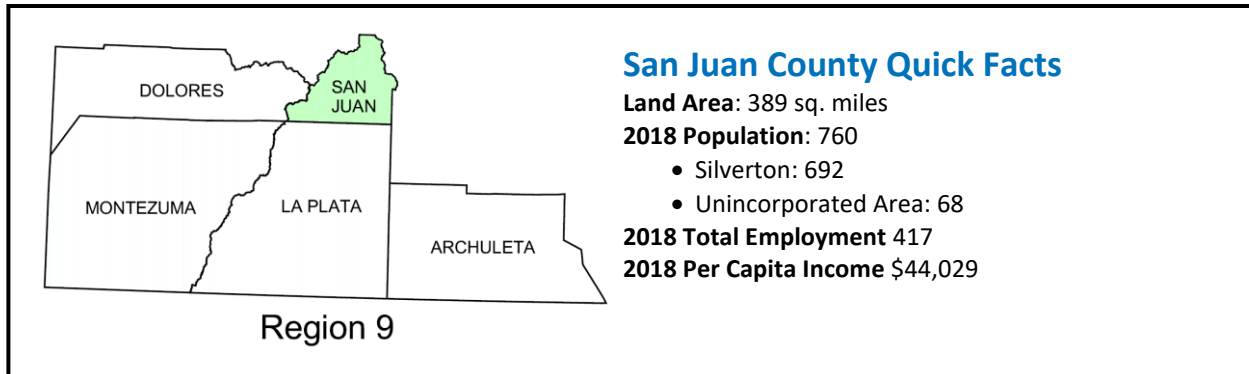
Region 9 Staff

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)
- San Juan Development Association fiscal oversight



Technical Assistance – Region 9 provides technical assistance in San Juan County 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 **San Juan Development Association:**
 - Served on SJDA Board and participated in Stakeholders’ meetings.
 - Funded San Juan Recovery Coordinator position currently held by Melanie Russek.
 - Provided fiscal oversight for the SJDA loan program (one new loan).
 - Provided grant writing assistance.
- Responded to over 60 inquiries covering business resources, grant and data requests.
- Partnered with the SBDC to provide business services in the County.
- Gained approval from BOCC for approval of new CDBG funds.
- Provided Opportunity Zone trainings, Business Resources & Financial Incentives presentation and facilitated an Opportunity Zone Prospectus work session with SJDA in Silverton.
- Provided letter of support for SJDA’s Colorado Tourism Office grant application.
- Staff attended the Durango Independent Film Festival opening night celebration and showing of the Great Alaskan Race, which was shot in Silverton.
- Staff participated in the regional school superintendents meeting in Silverton.
- Assisted in close-out of SJDA’s Certified Small Business Community grant – year 1.
- Participated in Downtown Districts & Collaboration Workshop hosted by Downtown Colorado Inc. regarding community investment strategies and regional marketing related to the Southwest Corridor Challenge in Silverton.
- Coordinated 2020 Census training in Silverton.

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 San Juan 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. Businesses including farms and mines 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. From 1992 through 2019, San Juan County businesses claimed approximately **\$8.1M** in eligible investments, resulting in **\$284,000** in certified tax credits, and reported **98** new jobs. In 2019, **1** business claimed **\$7,134** in tax credits. No new jobs were created through the EZ program in 2019.

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 San Juan County in 2019 are below.

- Homes Fund
- Housing Solutions for the Southwest
- KSUT Radio
- Mercy Regional Medical Center
- Mountain Studies Institute
- Region 9 Economic Development District of Southwest Colorado
- San Juan Development Association
- 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 San Juan 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 **\$1.9M** resulting in **52** jobs in San Juan County. In 2019, the County generated **3** inquiries to Region 9 resulting in **1** new loan. **1** loan paid off. Current loan activity is listed below.

Current Loans

Jensco Environmental Services	\$ 65,000
Loop SxS Adventures	\$ 58,000 (NEW!)
Maisel Construction	\$ 169,000
San Juan County	\$ 64,430
The Avon Hotel	\$ 50,000
The Pickle Barrel	\$ 130,000
Venture Snowboards	\$ 101,000

Paid Off
Timber Ridge Construction