



## 2020 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.

### 2020 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



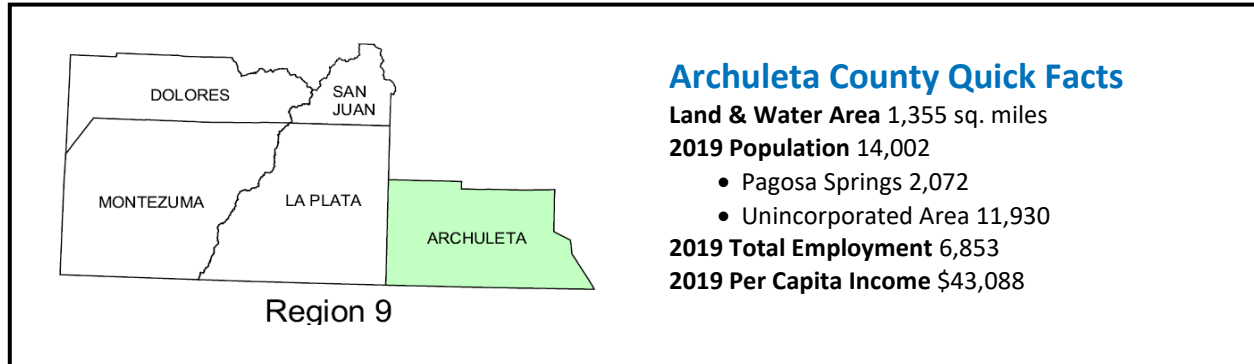
### Region 9 Staff

**Laura Lewis Marchino** – Executive Director  
**Brian Rose** – Deputy Director  
**Jenny Stollar** – Business Loan Officer  
**Terry Blair-Burton** – Program Administrator  
**Stephani Burditt** – Office Manager  
**Shirley Jones** – Comptroller

**Heather Otter** – Economic Development Project Manager  
**Elizabeth Marsh** – SCAPE Director  
**Brittany Cupp** – SCAPE Outreach Coordinator  
**Fort Lewis College Intern** – Blake Common  
**Fort Lewis College Intern** – Matthew Farmer

## 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

- **Responded** to over **135 inquiries** covering business resources, grant and data requests.
- **Participated** in weekly Economic Recovery Taskforce Meetings.
- **Participated** in monthly CDC board meetings.
- **Partnered** with CDC on microloan program
- **Worked** with Town of Pagosa Springs on their emergency loan funding for businesses.
- **Worked** with Archuleta County and the Town of Pagosa Spring to approve participation in the Rural Jumpstart Program.
- **Worked** closely with the Pagosa Springs Community Development Corporation (CDC) to facilitate the 5-year update for the Comprehensive Economic Development Strategy (CEDS). This will be ongoing through August of 2021.
- **Facilitated** strategic plan work sessions for the CDC.
- **Facilitated** hiring and onboarding process for CDC Director/Economic Recovery Coordinator position.
- **Served** on the Southern Ute Indian Tribe Economic Advisory Panel.
- **Served** on the Archuleta 2020 Census Complete Count Committee.
- **Assisted** a successful approval of Pagosa Festivals as an EZ Contribution Project.
- **Supported** Pagosa Springs' efforts to establish the Urban Renewal Authority.

**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 2020, we:

- **Responded to 1,228 inquiries** covering business resources, grant and data requests. This number is up from 1,176 inquiries in 2019.
- **Participated** closely with economic development organizations to address COVID response and recovery.
- **Completed** 2020 Census education and outreach efforts across the region. 4 out of 5 counties and both Tribes exceeded 2010 self-response rates.
- **Approved** as partner in statewide EDA grant to provide loans throughout rural areas of the state.
- **Facilitated** 4 communities and 4 counties to participate in the Colorado Rural Jumpstart incentive program.
- **Approved** as a Small Business Administration (SBA) microlender.
- **Received** National Association of Development Organizations (NADO) award for microloan program partnership with the Colorado Office of Economic Development & International Trade (OEDIT).
- **Processed** \$1.4 Million in COVID-19 recovery to 234 businesses.
- **Provided** 38 Disaster Assistance Loans for a total of \$239,250.
- **Funded** an additional 27 loans for \$1,751,900 for business expansion and job retention purposes.
- **Secured** \$3,730,874 in capital for future lending to small businesses.
- **Worked** to make funding and business connections for the Pagosa Innovation Center.
- **Region 9's Executive Director will Chair the Economic Development Council of Colorado** Board of Directors in 2021.
- **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.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **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 SW Colorado Accelerator Program for Entrepreneurs (SCAPE) Board.
- **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, School of Business Administration.

**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. The program has launched 36 companies based in rural southwest Colorado. These businesses raised \$24.8M in capital contributing to the creation of 152 local jobs. 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. SCAPE entered into a new partnership with San Juan College, the city of Farmington, San Juan County and Four Corners Economic Development. The partnership will allow businesses and companies in northern New Mexico to participate in the program.

**Enterprise Zones** – All but two census blocks in Archuleta County are eligible Enterprise Zone (EZ) tax credits and are Enhanced until 2022. 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 **\$93.5M** in eligible investments, resulting in approximately **\$3.4M** in certified tax credits, and reported over **1,500** new jobs. **In 2020, 48 businesses claimed \$44,957 in tax credits**, down from \$93,963 in 2019. **Participating businesses created 30 jobs**, up from 23 jobs 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. Region-wide, in 2020 there were 30 designated Enterprise Zone Contribution Projects (4 designated, two extended due to COVID impacts and four that ended). These Projects generated about **\$2.35 million** in economic activity through direct and in-kind contributions. This is a significant decrease in donation activity, likely attributable to the COVID-19 pandemic. This compares to 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Enterprise Zone Contribution Projects that impacted Archuleta County in 2020 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 Radio
- Pagosa Springs Community Development Corporation
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- 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 2020. Region 9 is a Colorado State Data Center local affiliate, and provides reliable, unbiased, and timely regional socio-economic data to citizens and policymakers. All the District's reports and economic impact studies can be found at [www.scan.org](http://www.scan.org). **Region 9 is proud to announce our Regional Data Dashboard is now available on our website!** Visit [www.scan.org/dashboards](http://www.scan.org/dashboards).

- Region 9 Corporate Annual Report
- Region 9 Economic Snapshot Report 2020
- Education and Early Childhood Care 2020
- Base Industries Analysis Report 2020

**Loans** – Region 9 had 233 loans as of December 31, 2020 totaling \$6.2 Million, an increase of \$200K over 2019 that had 170 loans. Region 9 closed 65 loans creating 82 jobs compared to 33 loans and 70 jobs in 2019, and 33 loans and 85 jobs in 2018. The low job number compared to loan volume for 2020 is directly related to the COVID-19 pandemic as businesses focused on job retention rather than job creation. Twenty-seven loans paid off this year compared to 21 loans in 2019, and 20 in 2018. Seven loans were written off.

In the past 31 years, Region 9 provided business loans totaling **\$2.5M** resulting in **124 jobs** in Archuleta County. In 2020, Region 9 administered our standard Business Loan Fund (BLF) as well as the Disaster Assistance Loan Program (DALP). Archuleta County generated **12 loan inquiries to Region 9**. There was **1** new loan and **7** DALP loans. **The DALP loans totaled \$46,000 and helped retain 31 jobs. Three** loans paid off. Current loan activity is listed below.

Alpine Medical and Specialty Practices	\$13,750	
Cabe's Collision and Customs	\$25,000	
Cabe's Collision and Customs	\$5,000	<b>DALP</b>
Crawford, LLC.	\$20,000	
Crawford, LLC.	\$8,000	<b>DALP</b>
CrossFit Pagosa	\$8,000	<b>DALP</b>
Hotel SOCO	\$6,000	<b>DALP</b>
In Balance Physical Therapy	\$5,000	<b>DALP</b>
Just Click Printing	\$30,000	
The Lustre Group	\$24,950	<b>NEW</b>
Pagosa Mountain Sports	\$9,000	<b>DALP</b>
Professional Refrigeration Services	\$45,000	
PS Chocolates	\$21,500	
Wild N Crazy Critters	\$12,000	

**Paid Off**

Antiques on Main  
 Pagosa Central Management Reservations **DALP**  
 The Body Shop Total Fitness