



2020 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.

2020 Dolores Representatives

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



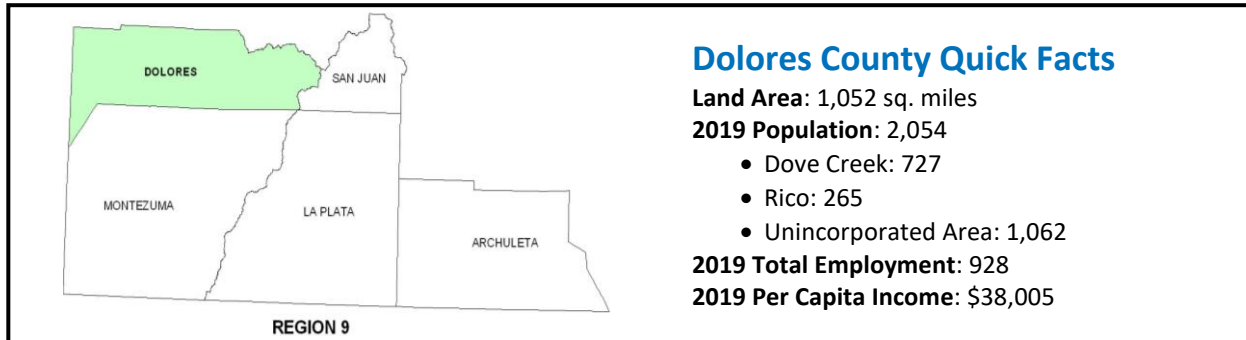
Region 9 Staff

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 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** and attended monthly meetings.
 - **Facilitated** an Opportunity Zone information session for Dolores County.
 - Helped support the DCDC microloan fund.
- **Responded to 35 inquiries** covering business resources, grant and data requests.
- **Member** of Dove Creek Chamber.
- **Provided** a letter of support for Dolores County project proposal.
- **Provided** data and technical assistance for Solar Forward grant application.
- **Provided** on-boarding for interested Region 9 Board Member representatives from Dove Creek and Rico.
- **Provided** Dolores County & communities' recovery resources and information on the Southwest Colorado Disaster Assistance (SWCODA) website.
- **Facilitated** the Comprehensive Economic Developments Strategy (CEDS) meetings for Dolores County & communities.
- **Hosted** phone conferences and Q&A meetings for Dolores County businesses during COVID.
- **Worked** with Rico regarding potential business investments and projects.
- **Worked** with Dolores County to renew participation in the Rural Jumpstart Program.
- **Fielded** inquiries regarding Opportunity Zone and Enterprise Zone in Dolores County and Rico.

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.
- **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 of Dolores County is designated as eligible for Enterprise Zone (EZ) tax credits and are Enhanced until 2022. 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 **\$44.8M** in eligible investments, resulting in approximately **\$3M** in certified tax credits, and reported over **133** new jobs through the program. **In 2020, 24 businesses claimed \$404,438 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. 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 Dolores County in 2020 are below.

- Homes Fund
- Housing Solutions for the Southwest
- KSUT Radio (doubtful)
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- Rico Town Hall – Historic Jail Renovation
- 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 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. **Region 9 is proud to announce our Regional Data Dashboard is now available on our website!** Visit 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 a balance of 233 loans receivable as of December 31, 2020 with a total of \$6.2 Million, an increase of \$200K over 2019 that had 170 loans receivable. 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 over **\$1.8M** resulting in over **75** jobs created or retained in Dolores County. In 2020, Region 9 administered our standard Business Loan Fund (BLF) as well as the Disaster Assistance Loan Program (DALP). The County generated 9 loan inquiries to Region 9 in 2020, resulting in **one** new loan. Current loan activity is listed below.

2 Rico	\$ 75,000	
5R Farm & Trucking, LLC	\$ 20,406	NEW
Banger’s Bar & Pizza	\$ 88,667	
Carhart Customs	\$ 63,000	
DC Rack Haus	\$ 30,000	
Dove Creek Sinclair	\$ 80,250	
Enterprise Bar & Grill	\$ 10,000	DALP
JT’s Country Store	\$ 50,000	
K & J Customs	\$ 43,000	
La Watha Bakery	\$ 49,000	
Thirsty Bird Energy Services	\$ 175,000	