



2020 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.

2020 La Plata Representatives

Clyde Church – La Plata County
Ashleigh Tarkington – Bayfield
Alex Rugoff – Durango
Tuggy Dunton – Ignacio
Eric Thayer/Roger Zalneraitis – Southern Ute Indian Tribe
Colleen O'Brien – Treasurer, At large
Teri Simmons – 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



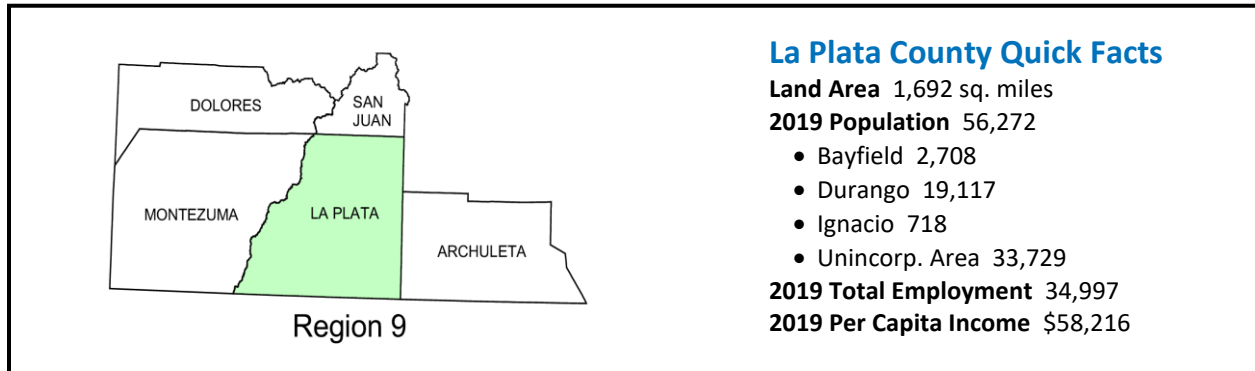
Region 9 Staff

Laura Lewis Marchino – Executive Director
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 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 **460 inquiries** covering business resources, grant and data requests.
- **Participated** in weekly La Plata Business Taskforce Meetings.
- **Attended** Emergency Operations Center and San Juan Basin Health briefings regularly.
- **Addressed** economic recovery at multiple venues including BID, City and Town Councils, County Commissioners, Chambers, Economic Alliance, and SWCCOG.
- **Supported** Durango’s efforts to establish the Urban Renewal Authority.
- **Worked** with La Plata County Commissioners on approval of CDBG funds totaling \$480,874.
- **Advocated** to increase the population threshold of rural counties to 70,000 with the State for funding resources due to COVID to allow inclusion of La Plata County.
- **Coordinated** USDA and SBA site visits to four Durango businesses: Durango Soda Company, Desert Sun Coffee, Durango & Silverton, and Fired Up Pizza.
- **SCAPE moved** into the Center for Innovation in the Durango Main Mall.
- **Provided** multiples newspaper and radio interviews for the 2020 Census in La Plata County.
- **Presented** at Leadership La Plata business class.
- **Presented** on Enterprise Zone to the Ignacio Chamber of Commerce.
- **Presented** an SBDC Starting Your Small Business Workshop for La Plata County businesses.
- **Served** on the Southern Ute Indian Tribe Economic Advisory Panel.
- **Served** on the Durango High School Homegrown Talent Initiative Advisory Committee.
- **Served** on Ignacio Creative District Board.
- **Hosted** a 2020 Census Mobile Questionnaire Assistance booth at PJs Market in Durango.
- **Hosted** one intern from Animas High School through their LINK program.
- **Hosted** two interns from the Fort Lewis College School of Business.

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 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.
- **Approved** as a Small Business Administration (SBA) microlender.
- **Facilitated** 4 communities and 4 counties to participate in the Colorado Rural Jumpstart incentive program.
- **Received** National Association of Development Organizations (NADO) award for microloan program partnership with the 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.
- **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 – 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 **\$697M** in eligible investments, resulting in approximately **\$20.3M** in certified tax credits, and reported over **5,041** new jobs. **In 2020, 33 businesses in La Plata County claimed \$113,622 in tax credits and created or retained 55 jobs. While tax credits were down from \$141,820 in 2019, job creation increased.**

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 La Plata County in 2020 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 Health Foundation
- Mercy Hospice House
- Region 9 Economic Development District & COVID Business Support
- 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 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 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 has provided over **\$19.5M** in loans to La Plata County businesses resulting in **1,132** jobs. In 2020, the County generated **83** loan inquiries to Region 9, up from 61 in 2019. This can be attributed to COVID response. There were **15** new loans and **20** Disaster Assistance Loans (DALP) which retained 52 jobs. **Twelve** loans paid off. Current loan activity is listed below

County (Unincorporated Area)

Dancing Raven Stoneworks	\$7,500	Create Art & Tea	\$15,000
Dancing Raven Stoneworks DALP	\$500	Cream Bean Berry	\$37,000
Hollywood Finishes	\$31,100	Bo Dean’s Towing	\$32,000
Megan Slater Acupuncture DALP	\$3,000	Bookcase & Barber	\$45,000
Mercury Leads	\$30,000	Candace Cross Photography	\$15,000
Mountain Home and Design	\$20,000	Cantera	\$100,000
Momentum Tree Service NEW	\$54,081	Chavez Tortilleria Factory	\$70,000
Ohana Physical Therapy DALP	\$8,000	Cliffside Ski & Sport DALP	\$6,000
Peaks & Tides DALP	\$5,000	Desert Sun Roasters	\$150,000
San Juan Waterworks	\$117,300	Durango Board & Boat	\$7,500
Stacy Reuille-Dupont NEW	\$165,000	Durango Insurance Professionals	\$65,000
TBR Service	\$73,600	Durango RV	\$170,000
Timber Age System NEW	\$80,000	Durango Soda Company	\$90,000
Wrench Star	\$60,000	Durango Space DALP	\$6,500
		Enliven DALP	\$3,000
		Euphoria Salon DALP	\$6,000
		Fired Up Pizzeria	\$250,000
		Grasshoppers Landscaping	\$65,000
		Guild House Games	\$35,000
		Habit	\$40,000
		Happy Pappy’s NEW	\$76,000
		IV Fluid Balance & Restoration DALP	\$6,500
		Jitter’s Java NEW & DALP	\$30,000
		Joyful Nook Gallery NEW	\$65,000
		Jungle Gym DGO NEW	\$41,069
		Kingdom Builders	\$60,000
		Local NEWS Network NEW	\$75,000

City of Durango

360 Durango.com	\$43,000
Advertising Innovations NEW	\$85,000
Agile Space Propulsion	\$60,000
Aldrich Art NEW & DALP	\$42,000
Alpine Aerial Acrobatics DALP	\$5,500
Animas Chocolate	\$40,000
Animas High School	\$200,000
April’s Garden	\$95,600
Baby Basecamp	\$80,000
Balcony Bar and Grill	\$60,000
Blackwood Tattoo DALP	\$5,000

Pediatric Associates of Durango NEW	\$199,900
R&D Suspension	\$11,000
Reign Salon	\$65,000
Remedy Body Center	\$110,400
Remedy Body Center DALP	\$5,000
Ski Barn DALP	\$10,000
Tandem Hospitality	\$75,000
Tandem Hospitality NEW	\$50,000
The Rock Lounge	\$50,000
The Soup Palette	\$17,000
The Vault	\$50,000
Waxed	\$60,000
Will Built DALP	\$5,000

Town of Bayfield

Far West Enterprises	\$15,000
Incognito Salon DALP	\$6,000
Safety Connection NEW	\$15,000

Town of Ignacio

Krobarr Forestry Management NEW	\$300,000
Prairie Fire	\$9,750
Walker Holding Company	\$180,200

Vallecito

Elk Point Lodge DALP	\$5,000
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Paid Off

2nd Avenue Sports
 About Face Aesthetics
 Adventure Inn
 AlignTec
 Durango Boiler
 Gardenhart Landscaping & Design
 Hermosa Iron Works
 Old Gold Jewelry **DALP**
 Pathways
 Performance Auto **DALP**
 The Wine Shop
 Ultrasteam