



2020 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.

2020 Montezuma Representatives

Jim Candelaria – Montezuma County
John Dougherty and Ben Burkett – Cortez
Ken Charles – Dolores
Craig Benally and Queenie Barz – Mancos
Dewayne Findley – At large
Shawn Gregory – At large & Loan Committee
Teri Simmons – At large
Jon Callender – Loan Committee
Vacant – Ute Mountain Ute Tribe



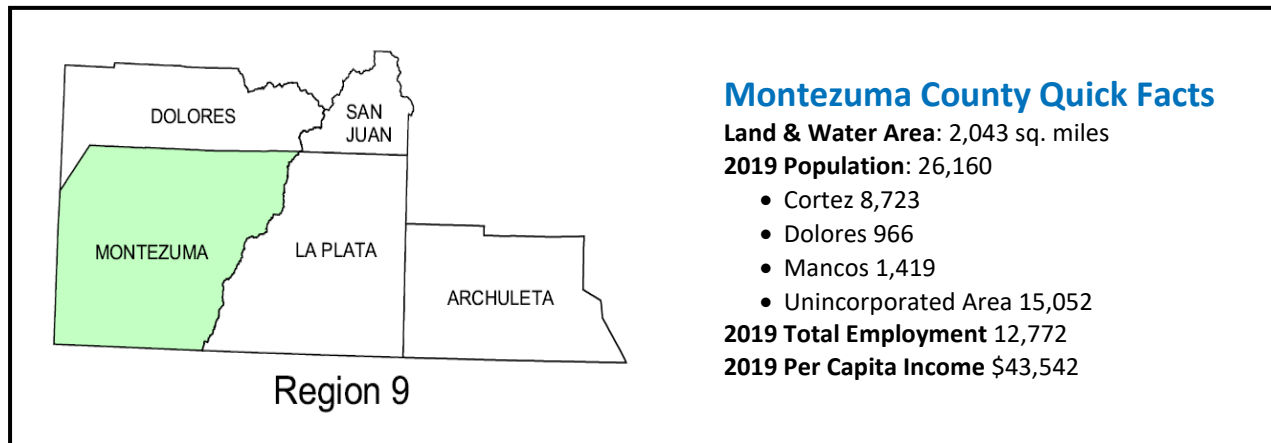
Region 9 Staff

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 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

- Responded to 308 inquiries covering business resources, grant and data requests. The inquiries were slightly up from 250 in 2019.
- Coordinated CARES Grant funding to Montezuma County, Cortez, Mancos, and Dolores businesses.
- Participated in weekly Montezuma Recovery Task Force meetings.
- Worked closely with Montezuma Economic Stakeholders' Group to assist with economic development activities pre and post COVID.
- Partnered with the Tri-County Chamber to broadcast COVID resources, economic development information and business spotlights.
- Assisted with the Ute Mountain Ute grocery store feasibility study.
- Worked closely with the Montezuma County Economic Development Team on business relocation inquiries.
- Initiated the 5-year update for the Comprehensive Economic Development Strategy (CEDS). This will be ongoing through August of 2021.
- Executive Director coordinated and moderated Town of Dolores Trustee Candidates Forum.
- Worked with Mesa Verde Country Office and Montezuma County to explore remote worker recruitment campaigns.
- Participated on the Montezuma Cortez Homegrown Talent Advisory Committee.
- Invited to speak to a Montezuma Cortez High School Business Math Class.

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 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.
- **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 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 Montezuma County is a designated Enhanced Rural Enterprise Zone (EREZ) through 2022. 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 \$724M in eligible investments, resulting in \$14.7M in certified tax credits, and reported 2,100 new jobs. **In 2020, Region 9 received 94 inquiries regarding the Enterprise Zone Program. 148 businesses claimed \$404,438 in tax credits and created 165 jobs. While tax credits were down from \$778,451 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 Montezuma County in 2020 are below.

Bridge Emergency Shelter	Montezuma Food Systems
Cortez Cultural Center	Pinon Project
Crow Canyon Archaeological Center	Sharehouse
Habitat for Humanity of Montezuma County	SCAPE
Homes Fund	Small Business Development Center (SBDC)
Hospice of Montezuma	Southwest Memorial Hospital Foundation
Housing Solutions for the Southwest	Sunflower Theatre

Reports – Region 9 prepared strategy and research reports that included data specific to Montezuma 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 provided business loans totaling **\$5.8M** resulting in **324 jobs** in Montezuma County. In 2020, the County generated **101 business loan inquiries to Region 9, up from 32 in 2019. This can be attributed to COVID response.** There were **9** new non-COVID recovery loans which retained/created 19 jobs. There were **11** Disaster Assistance Loans (DALP). Three loans paid off.

County (Unincorporated Area)

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

Cortez

303 Labs Co. NEW	\$80,000
Aubuchon Custom Productions NEW	\$15,000
Baier Essentials	\$65,000
Bo Dean’s Towing NEW	\$75,000
Clayton Archer NEW	\$34,500
Covenant Drug & Alcohol Testing	\$25,000
Curt Mangan	\$250,000
Denkai Animal Sanctuary NEW	\$35,400
Gustafson Trucking NEW	\$47,000
High Desert Life Outdoors	\$65,000
KB Insurance Group DALP	\$4,000
K & J Customs	\$43,000
Lotsa Pasta	\$82,000
Moose & More DALP	\$10,000
Moving Mountains	\$11,250
Rowe & Sons Trash Services	\$50,000
Southwest Printing	\$125,000
STR Custom Coatings	\$46,000
Top Line Floors DALP	\$10,000
West Adventures & Tours	\$20,000
Yellow Car Country Wine DALP	\$5,000

Dolores

Fabulous Fabrications NEW	\$40,000
Montezuma Mexican Restaurant DALP	\$10,000
RJN Construction Management DALP	\$10,000
Rudosky Golf DALP	\$6,000
Straight Edge Home Inspections NEW	\$10,300
S & S Wallwood	\$325,000
Vessel	\$52,000
Whistler's Walk NEW	\$100,000

Lewis

Lambert Livestock & Cattle Co. DALP	\$10,000
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Mancos

Botanical Companions	\$25,000
Lost Lake Canyon Lodge DALP	\$7,750
Luna Mesa DALP	\$5,000
Mancos Brewing Company	\$110,000
Mancos Brewing Company DALP	\$10,000
Ott’s Sawmill	\$90,000

<p>Paid Off</p> <p>Cortez Cab</p> <p>Montezuma Martial Arts</p> <p>Moose & More</p>
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