



2020 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.

2020 San Juan Representatives

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



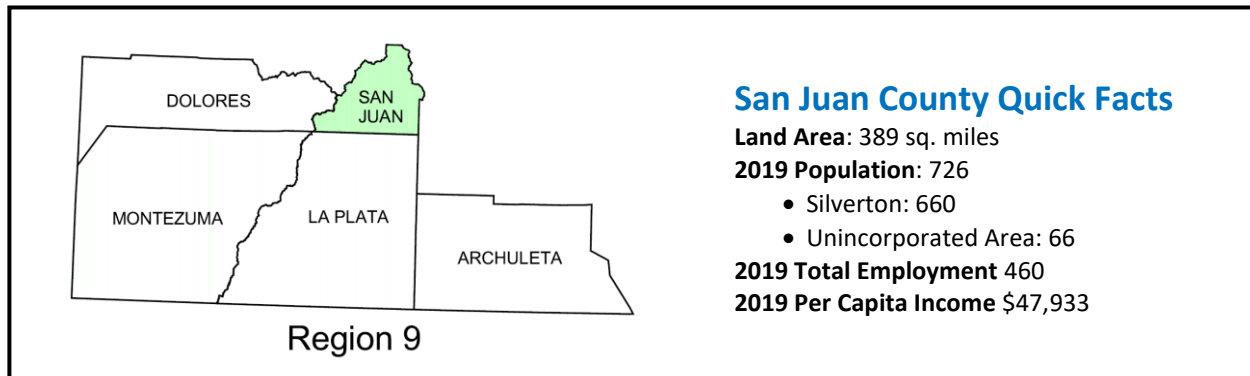
Region 9 Staff

Laura Lewis Marchino – Executive Director
Brian Rose – Deputy Director
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)
- 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, participated in Stakeholders’ meetings and administer Microloan program.
 - SJDA Loan Committee (approved 9 Emergency loans and two microloans).
 - Closed out three-year San Juan Recovery Coordinator grant through EDA.
 - Completed the San Juan County Economic Resiliency Plan.
 - To continue Certified Small Business Community grant requirements.
 - Provided fiscal oversight for the SJDA loan program.
 - Provided grant writing assistance.
 - Administering Certified Small Business Community OEDIT grant for SJDA.
 - Approval of the REDI grant for San Juan County that will hire Diversification Coordinator.
- **Responded** to 92 inquiries covering business resources, grant and data requests.
- **Participated** in San Juan County Recovery Taskforce meetings.
- **Provided** economic development resource updates for San Juan county website.
- **Worked** with San Juan County and Town of Silverton to update their Rural Jumpstart County status.
- **Facilitated** 2020 Census Complete Count Committee and DoLA grant for census activities.
- **NADO** published a case study on the San Juan County Recovery Coordinator.
- **Partnered** with the SBDC to provide business services in the County though Certified Small Business Community OEDIT grant.
- **Supported** Opportunity Zone efforts: participated in work sessions, assisted with a grant application and created a Silverton Incentives summary page for the Community Prospectus. Facilitated connection with Four Points Funding, Opportunity Zone Fund.

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 – All of San Juan County has been designated as an Enhanced Enterprise Zone (EZ) through 2022 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 2020, San Juan County businesses claimed approximately **\$8.6M** in eligible investments, resulting in **\$298,000** in certified tax credits, and reported **107** new jobs. In 2020, **6** business claimed **\$13,853** in tax credits. **Nine** new jobs were created through the EZ program in 2020.

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 San Juan County in 2020 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 & COVID Business Support
- 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 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.

- San Juan County Resiliency Plan 2020
- 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 over **\$1.9M** resulting in **52** jobs in San Juan County. In 2020, the County generated **19** inquiries to Region 9 resulting in **1** new loan. **One** loan paid off. Current loan activity is listed below.

Current Loans

Bearded Wonder Services	\$ 50,000	NEW
Jensco Environmental Services	\$ 65,000	
Loop SxS Adventures	\$ 58,000	
Maisel Construction	\$ 169,000	
San Juan County	\$ 64,430	
The Avon Hotel	\$ 50,000	
Venture Snowboards	\$ 101,000	

<p>Paid Off The Pickle Barrell</p>
