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## 2016 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. In October, upon the retirement of Ed Morlan, Laura Lewis Marchino was hired as Executive Director.

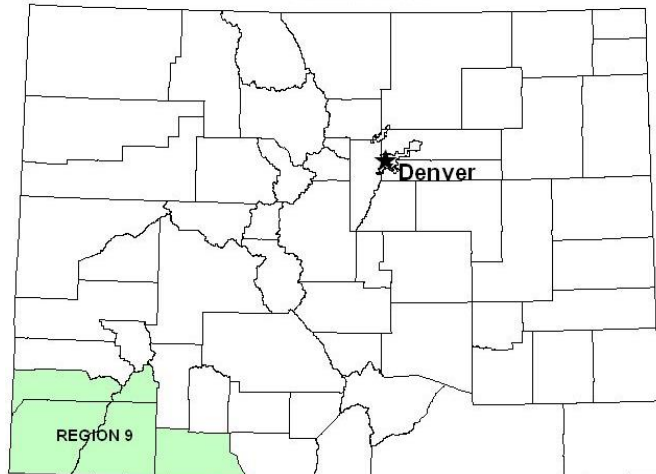
### 2016 Archuleta Representatives

- Todd Starr** – Archuleta County
- Greg Schulte/Clint Alley** – Pagosa Springs
- Mary Jo Coulehan** – At large
- Derek Farrah** – Loan Committee
- Livia Lynch** – Loan Committee

Region 9 programs include business loans, producing the Comprehensive Economic Development Strategy (CEDS), the Southwest Enterprise Zone, the Four Corners Film Office administration and the Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE).

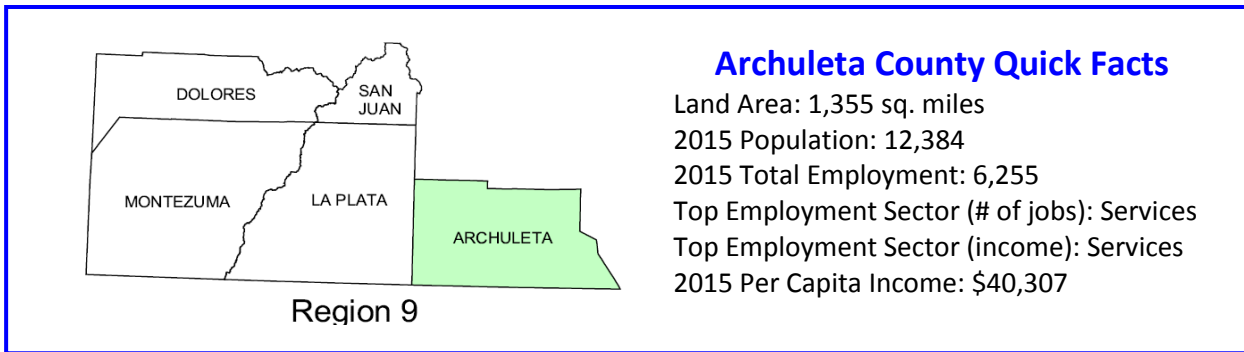
In addition to these programs Region 9 also provides social and economic data, technical assistance and research for local and regional projects.

### Colorado



### Region 9 Staff

- Ed Morlan – Executive Director/*Retired September*
- Laura Lewis Marchino – Deputy Director/*Director- October*
- Terry Blair-Burton – Program Administrator
- Stephani Burditt – Office Manager
- Jenny Stollar – Business Loan Officer
- Shirley Jones – Comptroller
- Elizabeth Marsh – SCAPE Director
- Sanjiv Doreswamy – Business Development Loan Officer
- Jill Seyfarth – Economic Development Planner



**Technical Assistance** – Region 9 provides technical assistance to Archuleta County by participating in community meetings, writing and administering grants, and advocating for the County at regional, state and federal levels. Below are some specific examples of our work in 2016:

- Completed fifth update to the **Comprehensive Economic Development Strategy (CEDS)** - a local strategic planning process conducted every five years and designed to guide the economic growth of an area.
- Provided staff assistance to rebuild the **Pagosa Springs Community Development Corporation (CDC)**, and provide mentoring to the Board:
  - Helped fund the CDC microloan fund and provide servicing for 3 loan clients (Alpine Medical and Specialty Practices, Cabe’s Collision and Customs, Natural Choice Vending DBA Smart Snacks).
  - Assisted in obtaining a technical assistance grant to produce a workshop that addressed the potential of tiny homes development in the area.
- Provided support for regional **Four Corners Film Office**, increasing production opportunities in Archuleta County; vetting requests for information about available crew, permitting on public lands and developing a regional film festival; and referrals to local production companies, including Cabelas Catalog shoot, still shoots on Wolf Creek Pass, an independent film and a feature film (Hostiles)-both in Pagosa Springs.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide more services in the County.
- Assisted **Colorado Office of Economic Development & International Trade** with Blueprint 2.0 efforts and Plan updates in region.
- Included Pagosa Springs in a \$600,000 regional grant application for **Brownfields** assessments and clean up at various sites in the five counties we serve.
- Collaborated with the **Healthcare Sector partnership** regarding opportunities for Colorado Department of Labor funding.

**Regional Initiatives** – Region 9’s regional activities include several efforts that positively impact Archuleta County. Members of Region 9’s staff serve on a variety of boards and committees, including the Animas River Community Forum Steering Committee, the Southwest Colorado Community College Advisory Committee, The Small Business Development Center Advisory Committee, and the Southwest Colorado Workforce Investment Board. 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 2016, we also:

- Collaborated with education, and economic development organizations in the four-corners area to explore creation of a **multi-state** database for economic and labor force information, and to pursue multi-state funding opportunities for economic development.
- Expanded the **Region 9 loan program** funding by \$880,000 via additional CDBG monies.
- Responded to **139 inquiries about business loans**, and provided one-on-one **assistance to 103 businesses**.
- Provided **economic data for 40 inquiries** and assisted with **29 grant inquiries**.

The **Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)** offers in-depth mentoring, office space and access to equity funding to help new ventures enter markets and raise capital. Since beginning in 2013, the program has graduated 15 companies headquartered in SW Colorado, created 50 jobs and raised over \$4.2 Million in capital to grow their businesses. This year, SCAPE created an Entrepreneurs Fund in memory of retired Region 9 Director, Ed Morlan, who passed away in November of 2016. To date, the Fund has received \$83,000. SCAPE's successes have captured national attention. The program received the **2016 National Association of Development Organizations Innovation Award** and a **2016 Small Business Administration Growth Accelerator Award**.

**Enterprise Zones** –This program provides financial incentives to businesses to promote and encourage new job creation in designated distressed areas. A business (which includes a farm or mine) located within eligible boundaries may be eligible for state tax credits, including capital investment tax credits, job tax credits, research and development tax credits, and other credits and incentives. The State reviews the county boundaries every 10 years to make sure they meet EZ distress criteria. As of January 2016, all but two census blocks in Archuleta County are eligible. From 1992 through December 2016, Archuleta County businesses claimed approximately **\$88,317,020** in eligible investments, resulting in **\$3,073,765** in certified tax credits, and creating **1,482** jobs. In 2016, **223** jobs were created by the **41** participating businesses, claiming **\$643,587** in tax credits.

The Enterprise Zone program also supports charitable contributions to non-profit organizations that improve local economic conditions. The currently designated Enterprise Zone Contribution Projects that benefit Archuleta County include:

- Habitat for Humanity of Archuleta County
- Pagosa Springs Community Development Corporation
- Dr. Mary Fisher Medical Foundation
- Archuleta County Education Center
- Geothermal Greenhouse Project
- Axis Health Systems\*
- Housing Solutions For the Southwest\*
- Four Corners Film Office\*
- Region 9 EDD\*

- Southwest Small Business Development Center\*
- Southwest Colorado Accelerator Program for Entrepreneurs\*

\*Regional projects

This designation allows donor contributions of at least \$100 or more (depending on the project) to be eligible for a 25% state tax credit on cash donations, and a 12.5% state tax credit on in-kind donations. In 2016 EZ projects in the region brought in cash and in-kind contributions valued at **\$5.06 million**.

**Reports** – A number of research and strategy reports have been prepared by Region 9 that include data specific to Archuleta County:

- *2016 – Southwest Colorado Indicator Reports*
  - *Education & Early Childhood Care*
  - *Energy and Conservation*
  - *Healthcare*
  - *Transportation*
- *2016 Retail Sales Data*
- *2016 Archuleta County Housing Report*
- *2016 update to the regional Comprehensive Economic Development Strategy (CEDS) document, with specific updates to Archuleta County data*

These reports, as well as other publications of interest, can be found at [www.scan.org](http://www.scan.org).

**Loans** – In the past 27 years, Region 9 has provided business loans totaling **\$1,710,296** (through June 2016) in Archuleta County, resulting in **103 jobs**. Region 9 provided information for 16 loan inquiries in Archuleta County. Current loan clients and amounts include:

- |  |            |
|--|------------|
| • Allen’s Auto body                        | \$ 30,000  |
| • Enchanted Valley Farm, LLC               | \$ 20,000  |
| • Pagosa Verde                             | \$ 101,574 |
| • Tony’s Taps                              | \$ 60,000  |
| • High Horse Video                         | \$ 35,000  |
| • Wolf Creek Rod Works, LLC                | \$ 60,000  |
| • Professional Refrigeration Services, LLC | \$ 45,000  |
| • Heart 2 Heart                            | \$ 15,000  |
| • Antiques on Main                         | \$ 23,000  |

In the past year, 2 loans have paid off and 4 loans were made.