



2017 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.

2017 La Plata Representatives

Brad Blake – La Plata County
Brenna Morlan / JJ Sanders – Bayfield
Colleen O’Brien / Ron LeBlanc – Durango
Dan Naiman – Ignacio
Eric Thayer – Southern Ute Indian Tribe
Laurie Sigillito – At large, Treasurer
Mike Fitzgerald – At large
Robert Sonora, Ph.D. – At large, Fort Lewis College
Robert Whitson – At large
Tonya Nelson – At Large, SWCCC
Gina Piccoli – Loan Committee
Kris Oyler – Loan Committee
Pam Miles – Loan Committee Chair
Terryl Peterson – Loan Committee

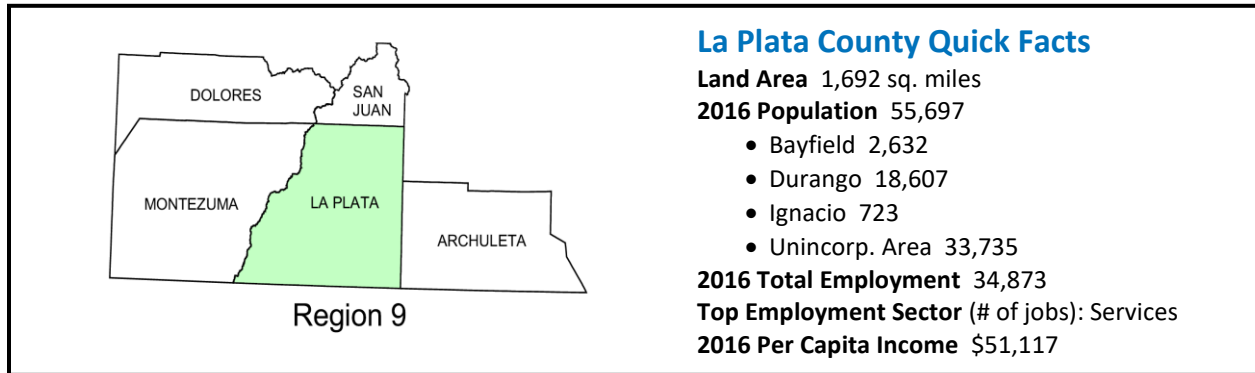


Region 9 Staff

Laura Lewis Marchino – Executive Director	Elizabeth Marsh – SCAPE Director
Terry Blair-Burton – Program Administrator	Melanie Russek – SJ County Recovery Coordinator
Stephani Burditt – Office Manager	Jill Seyfarth – Economic Development Planner
Sanjiv Doreswamy – Loan Officer (through October)	Jenny Stollar – Business Loan Officer
Shirley Jones – Comptroller	

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
- Four Corners Film Office administration
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Montezuma County Economic Development fiscal agent



Technical Assistance – Region 9 provides technical assistance in La Plata County and area municipalities by participating in community meetings, writing and administering grants, and advocating for communities at regional, state and federal levels. Below are some specific examples at the county level. Activities for individual communities are on the following pages.

County-wide

- Assisted with **Bayfield’s community assessment** by Office of Economic Development and International Trade (OEDIT) and updating its Comprehensive Plan
- Helped **Ignacio** apply for Colorado Tourism Office marketing funds for branding efforts
- Provided financial and operational support for the regional **Four Corners Film Office**.
- Made **12** referrals supporting film activities and production professionals including:
 - Wilcox Train Robbery, Travel Channel, a television production, reenactment using DSNRR
 - Tri-State G&T, Lumenati Productions, a commercial, using extras and Durango locations
 - An independent film, Dream Wood Inc., using Durango Downtown and Million Dollar Highway
 - Mountain Life, Warm Life Productions, a television production, using Durango Downtown and area snowshoeing locations
 - A Ladies Gentlemen, a feature film, using venues in Bayfield and Durango
 - Freak Power, Colorado Office of Film, Television & Media, an independent film, using Durango venues and local crews
 - Provided My Ford Magazine and the State with contacts to get Million Dollar Highway permits
 - Hosted panel discussion at Durango Film Festival for “Keeping it Local: Making a Film in the Four Corners”
 - Promoted American Pickers Colorado tour
 - Facilitated a book signing and screenwriting class with Linda Bergman
 - Promoted the 2017 airing of Godless, a Netflix Original series produced in New Mexico featuring Creede, CO., using crews and services from Durango

- Coordinated **tour of Tailwind Nutrition and Advanced Mobile Propulsion Test for OEDIT** Director, Stephanie Copeland.
 - **Tailwind received a \$250,000 grant from OEDIT** to accelerate their business.
 - **Git Prime, a SCAPE graduate received funding** from the Early Stage Seed Capital Project.
- Provided information on **Blueprint 2.0** technical assistance opportunities
- Sponsored and attended the **La Plata Economic Development Alliance 11th Annual Summit**, held in **Ignacio**
- Collaborated with **area chambers and La Plata County Economic Development Alliance**
- Helped plan and sponsor the Southwest Colorado **Small Business Development Center Women’s Business Conference**, held in **Ignacio**
- Partnered with the **SBDC** to provide business services for Region 9 clients
- **Employed an intern** from **Fort Lewis College** School of Business Administration
- Collaborated with the **Healthcare Sector Partnership** on opportunities for funding through Colorado Department of Labor

Regional Initiatives – Region 9 regional efforts positively impact the county. Members of Region 9’s staff serve on a variety of boards and committees, including the Animas River Community Forum Steering Committee and the Small Business Development Center Advisory Committee. 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 2017, we also:

- served on the **Homes Fund Board** to stay current on housing issues in the County.
- served on the **Southwest Colorado Community College Advisory Board** to promote regional workforce and job training needs.
- served on the **Southwest Colorado Workforce Investment Board**.
- **expanded the Region 9 loan program** funding by **\$1.2M** through additional CDBG and EDA monies.
- 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.
- helped organize a **four-state economic development forum** that was held in November.
- selected by the Office of Economic Development and International Trade (OEDIT) to administer the **Statewide Loan Fund** and awarded **\$800,00** to lend in rural counties.
- responded to **141 inquiries about business loans** and provided one-on-one **assistance to 86 businesses**.
- provided **data for 59 inquiries** and assisted with **48 grant inquiries** throughout the year.

Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) offers in depth mentoring, office space and access to equity funding for early stage and growing companies. In 4 short years the program launched 19 companies based in rural southwest Colorado. These businesses raised \$4.7 million in capital to grow their businesses and create 65 local jobs. SCAPE companies received national recognition in publications such as Inc.com, Product Hunt, and CNBC. SCAPE is the hub of the entrepreneurial ecosystem and this past year hosted GoCode Colorado, Innovate Her, Startup Colorado, Colorado Tech Tour and regional investment and startup initiatives. SCAPE coordinates

monthly Entrepreneur of the Southwest Meetups which has 375 members and teaches the curriculum for the Fort Lewis College Hawk Tank competition.

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. From 1992 through 2017, La Plata County businesses claimed approximately **\$691 million** in eligible investments, resulting in **\$20 million** in certified tax credits, and reported **5,000** new jobs. In 2017, **27** businesses claimed **\$68,930** in tax credits; and reported **a decline of 27 jobs total**. Specifically, the decline in 27 jobs occurred in 2 of the 27 participating businesses (1 manufacturing, 1 construction services).

This State designation also allows donor contributions of at least \$100 or more (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. In 2017, twenty-eight projects in our region brought in cash and in-kind contributions valued at **\$3.3 million**.

Enterprise Zone contribution projects that impacted La Plata County in 2017 are below. One new project was designated this year:

- **Southwest Colorado Council of Governments NEW!**
- Fort Lewis College Foundation
- Habitat for Humanity of La Plata County
- Housing Solutions for the Southwest
- KUTE, Inc. – Eddie Box Jr. Media Center Building Project
- Homes Fund
- Manna Soup Kitchen
- Mercy Health Foundation
 - Hospice Residence
- Region 9 EDD
 - Four Corners Film Office
- 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 2017. These reports, as well as other publications of interest, can be found at www.scan.org.

- Economic Contributions of Cultural Resources in SW Colorado
- Economic Employment Trends
- Region 9 Economic Snapshot 2017

Loans – In the past 28 years, Region 9 has provided loans to La Plata County businesses totaling **\$15,678,737** resulting in **989** jobs created/retained (through June 2017). In 2017, the County generated **69** inquiries to Region 9 resulting in **16** new loans and **9** paid off. Current loan activity is listed below. **New loans are listed first and marked with an asterisk.**

County (Unincorporated Area)

Advanced Mobile Propulsion Test	\$ 190,000
Gardenhart Landscaping & Design	\$ 35,000
Hermosa Iron Works	\$ 233,733
Mercury Leads	\$ 30,000
Mountain Home and Design	\$ 70,000
Ruff Puppies	\$ 50,000
San Juan Waterworks	\$ 119,875
Task Masters of SW Colorado	\$ 53,178
Windsong Farm	\$ 125,000
Wrench Star	\$ 60,000

City of Durango

*Animas Chocolate	\$ 40,000
*Candace Cross Photography	\$ 15,000
*Cantera	\$ 100,000
*Chavez Tortilleria Factory	\$ 70,000
*Durango Board & Boat	\$ 7,500
*Guild House Games	\$ 35,000
*Jungle Gym DGO	\$ 25,000
*Key Light Electrical	\$ 16,000
*Pathfinder Chiropractic	\$ 50,000
*Reign Salon	\$ 65,000
*Remedy Body Center	\$ 65,000
*The Rock Lounge	\$ 50,000
*The Soup Palette	\$ 17,000
*The Vault	\$ 50,000
*Waxed	\$ 60,000
2 nd Avenue Sports	\$ 236,935
360 Durango.com	\$ 50,000
AlignTec	\$ 50,000
April’s Garden	\$ 95,625
Animas High School	\$ 200,000
Baby Basecamp	\$ 80,000
Balcony Bar and Grill	\$ 60,000
Bo Dean’s Towing	\$ 106,822

Chip Peddler	\$ 57,633
Cream Bean Berry	\$ 62,000
D&SNGRR	\$ 151,200
Desert Sun Roasters	\$ 150,000
Durango Boiler	\$ 50,000
Durango Party Rental	\$ 52,940
Durango Urgent Care	\$ 250,000
Durango Walk-In Chiropractic	\$ 96,750
EPIC	\$ 5,000
Fire on Earth	\$ 25,000
Fired Up Pizzeria	\$ 250,000
Hollywood Finishes	\$ 31,111
Lesley Ponce	\$ 25,000
Pathways	\$ 10,000
Specific Corporation	\$ 56,250
Sticks and Stones Handmade	\$ 30,000
Tegre Corporation	\$ 250,000
The Bookcase and Barber	\$ 25,000
The Wine Shop	\$ 100,000
Ultrasteam Prof. Cleaning	\$ 115,942

Town of Bayfield

Far West Enterprises	\$ 15,000
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Town of Ignacio

*Prairie Fire	\$ 9,750
Walker Holding Company	\$ 180,247

Vallecito

Elk Point Lodge	\$ 30,000
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Paid Off	
Bottom Shelf Brewery	Native Roots
Branding Promotions	Phoenix Recycling
Durango Culinary Concepts	Sit Ins
Durango Olive Oil Company	Zogg Squad
Impyrium	