



## 2017 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.

### 2017 Montezuma Representatives

**Larry Don Suckla** – Montezuma County  
**Shane Hale** – Cortez, Secretary  
**Lana Hancock** – Dolores  
**Craig Benally** – Mancos  
**Bruce Johnson** – At large & Loan Committee  
**Dewayne Findley** – At large  
**Shawn Gregory** – At large & Loan Committee  
**Jon Callender** – Loan Committee  
**Vacant** – Ute Mountain Ute Tribe



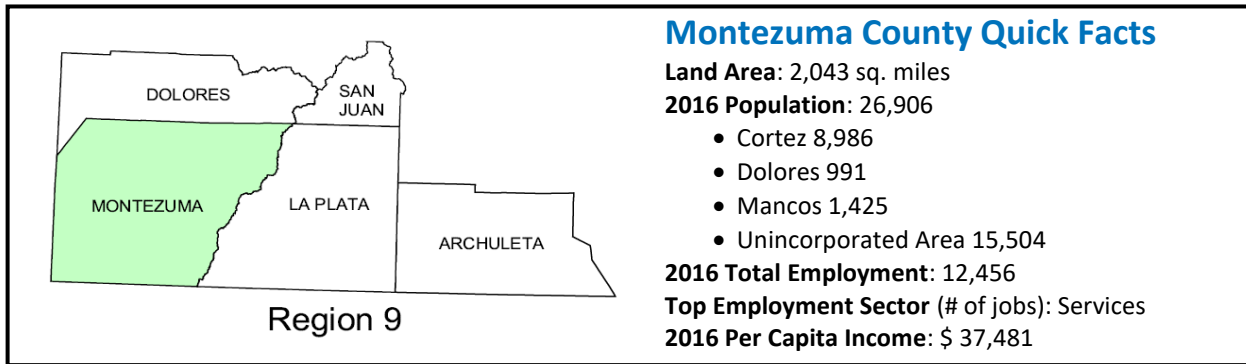
### Region 9 Staff

**Laura Lewis Marchino** – Executive Director  
**Terry Blair-Burton** – Program Administrator  
**Stephani Burditt** – Office Manager  
**Sanjiv Doreswamy** – Loan Officer (through October)  
**Shirley Jones** – Comptroller

**Elizabeth Marsh** – SCAPE Director  
**Melanie Russek** – SJ County Recovery Coordinator  
**Jill Seyfarth** – Economic Development Planner  
**Jenny Stollar** – Business Loan Office

### 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 Montezuma 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 of activities at each level.

**County-wide**

- Provided financial and operational support for the regional **Four Corners Film Office** including:
  - making **2** referrals to production professionals and assisted with information on film making topics.
  - *Mesa Verde Disappearance*, History Channel, a documentary using Mesa Verde and local area diners.
  - *Alaskan Bush People*, Discovery Channel, a made for television production requiring assistance with permits for activities in Dolores.
- Worked closely with **Montezuma Community Economic Development Association (MCEDA)** to:
  - hire JoDee Powers.
  - host the first annual Southwest Meetup in Mancos.
  - serve as MCEDA’s fiscal agent.
- Assisted Montezuma County and City of Cortez to obtain **State Rural Jumpstart status and tax benefits**. Region 9 provided announcements to local media once the Office of Economic Development and International Trade (OEDIT) selected Montezuma County and SW Colorado Community College as participants.
- Assisted Montezuma County to be designated as a Commercial Property Assessed Clean Energy (**CPACE**) county. This program allows commercial and multifamily property owners to finance qualifying energy efficiency, water conservation, and other clean energy improvements on existing and newly constructed properties, with repayment of the financing through a voluntary assessment on their property tax bill.
- Facilitated **Brownfield** mitigation work for the **M&M truck stop** property by providing connections to expertise resulting in cost savings for the company.
- Worked closely with the timber industry to mitigate impacts resulting from the fire at **Western Excelsior** including acquiring SBA Economic Disaster status.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide more business services in the County.

**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 abreast of 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
- got selected by OEDIT to administer the **Statewide Loan Fund** and awarded **\$800,00** to lend in rural counties.
- provided information on **Blueprint 2.0 technical assistance opportunities**.
- supported **healthcare sector partnerships**.
- 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** – All of Montezuma County is a designated Enterprise Zone (EZ). 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. Businesses including farms and mines located within designated zones 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 2017, Montezuma County businesses claimed approximately **\$651 million** in eligible investments, resulting in **\$12.7 million** in certified tax credits, and reported **1,937** new jobs through the program. In 2017, **137** businesses claimed **\$415,523** in tax credits; and participating businesses created **137** new jobs.

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 Montezuma County in 2017 are below. One new project was designated this year:

- **Southwest Colorado Council of Governments NEW!**
- Bridge Emergency Shelter
- Crow Canyon Archeological Center
- Habitat for Humanity of Montezuma County
- Homes Fund
- Hospice of Montezuma
- Housing Solutions for the Southwest
- Pinon Project
- Region 9 EDD
  - Four Corners Film Office
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Memorial Hospital Foundation
- Southwest Small Business Development Center
- Sunflower Theater – The Community Radio Project

**Reports** – Region 9 prepared research and strategy reports that included data specific to Montezuma County in 2017. These reports and other publications of interest, can be found at [www.scan.org](http://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 provided business loans totaling over **\$4,268,440** resulting in **277** jobs in Montezuma County (through June 2017). In 2017, the County generated **26** inquiries to Region 9 resulting in **3** new loans and **2** loans paid off. Current loan activity is listed below. **New loans are marked with an asterisk and placed first on each list.**

**County (Unincorporated Area)**

Colorado Norton Works	\$ 135,000
Guy Drew Vineyards	\$ 120,000

**Town of Dolores**

*Vessel	\$ 52,000
S & S Wallwood	\$ 325,000

**City of Cortez**

*STR Custom Coatings	\$ 46,000
Cortez Cab	\$ 50,000

Cortez Cash Pawn & Trade	\$ 75,000
Cork N Bottle	\$ 190,000
Covenant Drug & Alcohol Testing	\$ 25,000
Curt Mangan	\$ 250,000
Moose & More	\$ 30,000
Southwest Printing Company	\$ 210,000

**Town of Mancos**

*Mancos Brewing Company	\$ 110,000
Brad Goodell Fine Art	\$ 25,000
Momentum 24/7 Fitness	\$ 45,000
Ott's Sawmill	\$ 90,000
The Mancos Project	\$ 25,000

**Paid Off**

Haymor Produce  
Integrity Glass