



## 2018 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.

### 2018 Archuleta Representatives

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



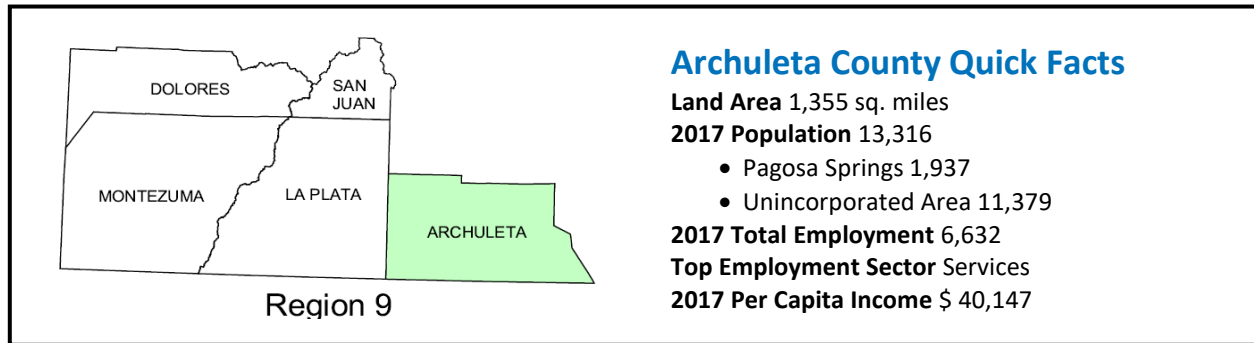
### Region 9 Staff

**Laura Lewis Marchino** – Executive Director  
**Terry Blair-Burton** – Program Administrator  
**Stephani Burditt** – Office Manager  
**Brian Rose** – Business Resource Specialist

**Shirley Jones** – Comptroller  
**Elizabeth Marsh** – SCAPE Director  
**Heather Otter** – Economic Development Project Mgr  
**Jenny Stollar** – Business Loan Officer

## 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 Community Economic Development Association fiscal agent
- San Juan Development Association fiscal oversight



**Technical Assistance** – Region 9 provides technical assistance in Archuleta County and area municipalities by participating in community meetings, writing and administering grants, and advocating for communities at regional, state and federal levels. Activities are listed below.

### County-wide

- Worked closely with **Pagosa Springs Community Development Corporation (CDC)** to:
  - Get tracts designated in Opportunity Zones and promote Opportunity Zone investments.
  - Develop membership strategies.
  - Support the telecommunications strategic plan.
  - Serve on Pagosa CDC Budget & Member Hospitality Committees.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide business services in the Archuleta County.
- Obtained approval from the Board of County Commissioners on the **2018 Archuleta County Community Development Action Plan (CDAP)**. This document is part of the CEDS and is updated every two years.
- Secured location for **Region 9 satellite office in Pagosa Springs** to open in 2019.
- Provided financial and operational support for the regional **Four Corners Film Office** to:
  - Make **2** referrals to production professionals and assisted with information on film making in Archuleta County including permitting, use of scenery in Pagosa, on Wolf Creek Pass and at Treasure Falls.
  - Raise \$1,000.63 for the Four Corners Film Office during the Pagosa Springs Penguin Plunge.
- Participated in **EDCC 101 presentation** to the Town, County and interested community members.
- Worked **on grant funding for gasification project** in Archuleta County and hosted phone conference with DoLA, Archuleta County and business owners regarding various grant opportunities.

- Worked with two **Enterprise Zone Projects** on re-certification by the State’s Economic Development Commission: Dr Mary Fisher Foundation and the Pagosa Springs CDC.
- SCAPE Hosted **Entrepreneurship meetups** in Pagosa Springs.

**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 Colorado Association of Regional Organizations (CARO), The Economic Development Council of Colorado (EDCC), and the Colorado Lending Source Loan Committee. In 2018, we:

- **Expanded the Region 9 loan program** funding by almost **\$2.3M**.
- Responded to almost **600 inquiries** covering business resources, grant and data requests. Provided **one-on-one technical assistance** to numerous businesses, non-profits and governments throughout the year.
- Partnered with the **SBDC** to provide business services for Region 9 clients.
- Collaborated with the **Healthcare Sector Partnership** on opportunities for funding through Colorado Department of Labor.
- Worked closely with the State and local governments to obtain SBA Disaster status and The Community Foundation of Southwest Colorado to assist businesses impacted by the **416 Fire**.
- Promoted community development in **Opportunity Zones** by developing county prospectuses, hosting informational events and educating local economic development groups.
- 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 **Animas River Community Forum Steering Committee**.
- 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 for the School of Business Administration**.
- Served on the **Southern Ute Indian Tribe Economic Advisory Panel**.
- Served on the **4 State Forum Steering Committee**.

**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. In 5 years, the program launched 25 companies based in rural southwest Colorado. These businesses raised \$17 million in capital to grow their businesses and create 80 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, including Entrepreneur of the Southwest Meetups which has 480 members.

**Enterprise Zones** – All but two census blocks in Archuleta County are eligible Enterprise Zone (EZ) tax credits. The State reviews zone boundaries every 10 years to make sure they meet EZ criteria and were last updated in 2016. This program provides financial incentives to businesses to promote and

encourage new job creation. A business which includes 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 2018, Archuleta County businesses claimed approximately **\$90.3 million** in eligible investments, resulting in **\$77.8 million** in certified tax credits, and reported **1,533** new jobs. In 2018, **21** businesses claimed **\$54,212** in tax credits; and participating businesses created **22** jobs.

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. In 2018, twenty-eight projects in our region brought in cash and in-kind contributions valued at **\$2.8 million**. This is comparable to \$3.3 million in 2017 and \$3.7 million in 2016. The decline may be attributed to fewer eligible projects as well as contributions being submitted after year's end. Those contributions will be in the 2019 numbers.

Enterprise Zone Contribution Projects that impacted Archuleta County in 2018 are below.

- Archuleta County Education Center
- Dr. Mary Fisher Medical Foundation
- Geothermal Greenhouse Project
- Habitat for Humanity of Archuleta County
- Homes Fund
- Housing Solutions for the Southwest
- Pagosa Springs Community Development Corporation
- Region 9 EDD - Four Corners Film Office
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Colorado Council of Governments
- Southwest Small Business Development Center

**Reports** – Region 9 prepared strategy and research reports that included data specific to Montezuma County in 2018. These reports, as well as other publications of interest, can be found at [www.scan.org](http://www.scan.org).

- Economic Employment Trends – Base Industries Analysis 2018
- Economic Effects of Wildfires on Colorado 2018

**Loans** – In the past 29 years, Region 9 provided business loans totaling over **\$2,019,022** resulting in **116** jobs in Archuleta County. In 2018, the County generated **3** inquiries to Region 9 resulting in **1 new loan** and **2 loans paid off**. Current loan activity is listed below.

Alpine Medical and Specialty Practices	\$13,750
Cabe's Collision and Customs	\$25,000
Just Click Printing	\$30,000
Pagosa Verde	\$100,000
Professional Refrigeration Services	\$45,000
Sunflower Properties of Pagosa Springs	\$23,000
The Body Shop Total Fitness ( <b>NEW!</b> )	\$25,000
Tony's Taps, LLC dba Pagosa Brewing Co.	\$60,000
Wild N Crazy Critters	\$12,000
Wolf Creek Rod Works	\$60,000

**Paid Off**  
 Pagosa Brewing  
 Pagosa Peak Open School