



2018 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.

2018 Montezuma Representatives

- Vacant** – Montezuma County
- Peyton Heitzman** – Cortez
- Jay Ruybalid** – Dolores
- Craig Benally** – Mancos
- Dewayne Findley** – At large
- Shawn Gregory** – At large & Loan Committee
- Jon Callender** – Loan Committee
- Vacant** – Ute Mountain Ute Tribe

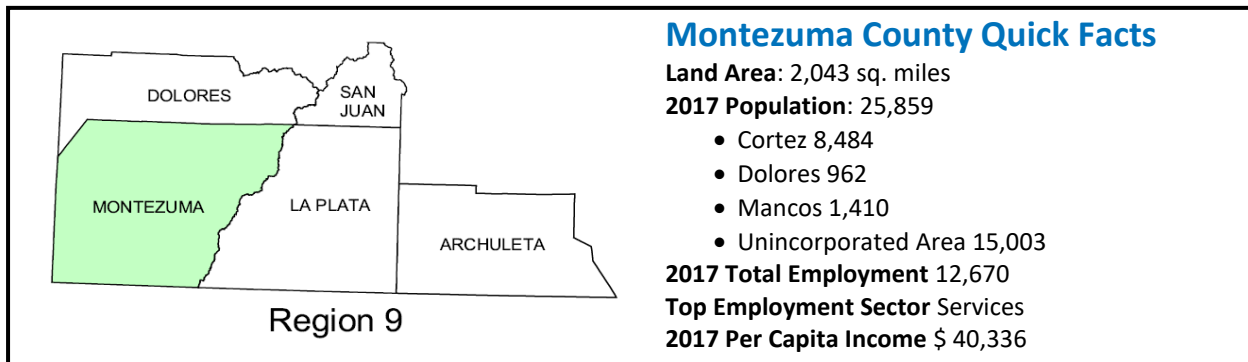


Region 9 Staff

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| <ul style="list-style-type: none"> Laura Lewis Marchino – Executive Director Terry Blair-Burton – Program Administrator Stephani Burditt – Office Manager Brian Rose – Business Resource Specialist Shirley Jones – Comptroller | <ul style="list-style-type: none"> Elizabeth Marsh – SCAPE Director Heather Otter – Economic Development Project Mgr Jenny Stollar – Business Loan Officer Rob Dobry – MCEDA Coordinator (Contractor) |
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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 Montezuma 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

- Opened a Region 9 satellite office in Cortez to be more accessible and better serve the community.
- Provided financial and operational support for the regional **Four Corners Film Office** including:
 - Making **1** referral to production professionals and assisted with information on film making topics in Montezuma County.
 - *Dr. Jeff Rocky Mountain Vet*, Animal Planet, a television series using scenery around Phil's World, Sleeping Ute Mountain and attractions along Highway 160.
- Worked closely with **Montezuma Community Economic Development Association (MCEDA)** to:
 - Hire Robert Dobry.
 - Serve as MCEDA's fiscal agent.
 - Coordinate MCEDA's first Economic Summit.
- Assisted Mancos with successful REDI Grant application.
- Broadcasted economic development information and business spotlights in Montezuma County with Mesa Media Productions.
- Hosted a successful Cortez Chamber After Hours with more than 70 people in attendance.
- Presented on regional economic development challenges at Rural Philanthropy Days in Cortez.
- Provided Dolores -- Boggy Draw trail expansion letter of support to San Juan National Forest.

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, grants 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 short 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 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 2018, Montezuma County businesses claimed approximately **\$673 million** in eligible investments, resulting in **\$13.5 million** in

certified tax credits, and reported **1,996** new jobs through the program. In 2018, **138** businesses in Montezuma County claimed **\$790,916** in tax credits; and participating businesses created **59** new 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 Montezuma County in 2018 are below.

- 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 Colorado Council of Governments
- Southwest Memorial Hospital Foundation
- Southwest Small Business Development Center
- Sunflower Theater – The Community Radio Project

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.

- Economic Employment Trends – Base Industries Analysis 2018
- Economic Effects of Wildfires on Colorado 2018
- IMPLAN® Report - Southwest Memorial Hospital Analysis

Loans – In the past 29 years, Region 9 provided business loans totaling **\$4,968,440** resulting in **294** jobs in Montezuma County. In 2018, the County doubled its inquiries to Region 9 over last year. There were **53** inquiries resulting in **9** new loans and **2** loans paid off. Current loan activity is listed below.

County (Unincorporated Area)

Colorado Norton Works	\$ 135,000
Countryside Disposal (NEW!)	\$ 70,000
Guy Drew Vineyards	\$ 120,000
Organic Family Farms (NEW!)	\$ 194,000

Town of Dolores

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

City of Cortez

Aubuchon Custom Productions (NEW!)	\$ 12,000
Baier Essentials (NEW!)	\$ 65,000
Botanical Companions (NEW!)	\$ 25,000
Cortez Cab	\$ 50,000
Cortez Cash Pawn & Trade	\$ 75,000
Covenant Drug & Alcohol Testing	\$ 25,000
Curt Mangan	\$ 250,000
High Desert Physical Services (NEW!)	\$ 93,000
K & J Customs (NEW!)	\$ 43,000
Moose & More	\$ 30,000
Southwest Printing Company	\$ 210,000
STR Custom Coatings	\$ 46,000
West Adventures & Tours (NEW!)	\$ 20,000

Paid Off

Cork & Bottle
Momentum 24/7 Fitness

Town of Mancos

Brad Goodell Fine Art	\$ 25,000
Mancos Brewing Company	\$ 110,000
Online Web Services (NEW!)	\$ 40,000
Ott's Sawmill	\$ 90,000
The Mancos Project	\$ 25,000