



## 2018 Performance Report San Juan 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 San Juan Representatives

**William Tookey** – San Juan County and Chair

**Chris Tookey** – Silverton

**Bill McDougall** – Loan Committee (Since 1993)

**Fritz Klinke** – Loan Committee (Since 1995)



### 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

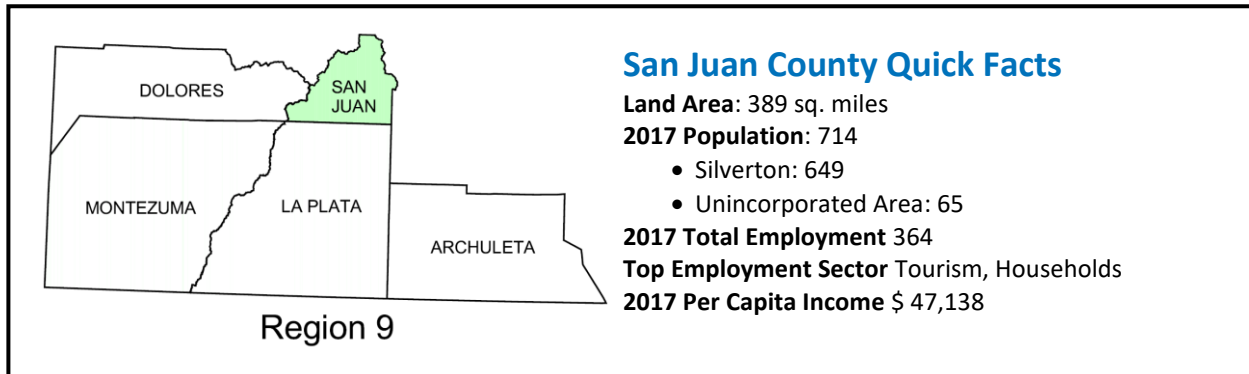
**Melanie Russek** – SJ County Recovery Coordinator

**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)
- Fiscal agent for Montezuma Community Economic Development Association
- Fiscal oversight for San Juan Development Association



**Technical Assistance** – Region 9 provides technical assistance in San Juan County 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

- Provided financial and operational support for the regional **Four Corners Film Office**.
- Made **5** referrals to production professionals and assisted with permitting, print ads and social media on film making and TV commercials in San Juan County including:
  - *Hunter S. Thompson*, Bobby Kennedy, an independent film about the life and adventures of the notorious American journalist and author.
- Assisted the Town and County with efforts to sustain businesses during the **416 Fire**.
- Obtained **Enterprise Zone Project Contribution Status** for San Juan Development Association.
- Partnered with the **SBDC** to provide business services in the County.
- Assisted Silverton becoming a **Certified Business Community**.
- Successfully nominated San Juan Development Association for **NADO Innovation Award**.
- Sponsored and participated as a business mentor in the **Silverton Innovation Expo**.
- Worked closely with **San Juan Development Association** to:
  - fund **San Juan Recovery Coordinator** position currently held by Melanie Russek.
  - provide **fiscal oversight for the SJDA loan program**.

**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-profit 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 has 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 – Enterprise Zones** – All of San Juan County has been designated as an Enhanced Enterprise Zone (EZ) through 2020 due to its high level of distress. This designation is updated every two years. Typically, EZ boundaries are reviewed every 10 years to ensure they meet EZ distress criteria. This program provides financial incentives to businesses to promote and encourage new job creation. Businesses including 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, San Juan County businesses claimed approximately **\$8.1 million** in eligible investments, resulting in **\$283,570** in certified tax credits, and reported **98** new jobs through the program. In 2018, **4** business claimed **\$8,665** in tax credits. No new jobs were created through the EZ program in 2018.

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 \$3.7 million in 2016, and \$3.3 million in 2017. 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 San Juan County in 2018 are below. One new project was designated this year.

- Homes Fund
- Housing Solutions for the Southwest
- Mountain Studies Institute
- Region 9 EDD--Four Corners Film Office
- **San Juan Development Association (NEW!)**
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center
- Southwest Colorado Council of Governments

**Reports** – Many research and strategy reports have been prepared by Region 9 that include data specific to San Juan 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 **\$1,809,681** resulting in **52** jobs in San Juan County. In 2018, the County generated **9** inquiries to Region 9 resulting in **1** new loan. 2 loans paid off. Current loan activity is listed below.

**Current Loans**

<b>Jensco Environmental Services</b>	<b>\$ 65,000 (NEW!)</b>
Maisel Construction	\$ 123,816
San Juan County	\$ 64,430
The Avon Hotel	\$ 50,000
The Pickle Barrel	\$ 130,000
Timber Ridge Construction	\$ 33,000
Venture Snowboards	\$ 100,000

<b>Paid Off</b>
San Juan Services
Town of Silverton