



## 2017 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.

### 2017 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



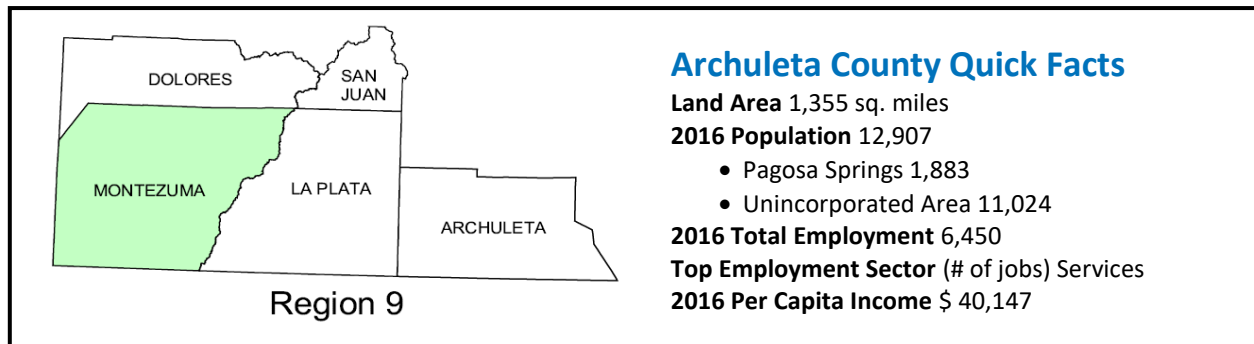
### Region 9 Staff

- Laura Lewis Marchino** – Executive Director
- Terry Blair-Burton** – Program Administrator
- Stephani Burditt** – Office Manager
- 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 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 County Economic Development fiscal agent



**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**

- 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 topics in Archuleta County including:
    - *The Great Race*, Rebel Road Entertainment, an independent film about the true story of a team of sled dog mushers in 1925 who race through a blizzard to bring a needed antitoxin to Nome, Alaska, to prevent an outbreak of diphtheria. Producers used Pagosa Springs hotels, cabins and a local dogsledding outfit.
    - helping the State identify ranches located on rivers in Pagosa Springs.
- Alpine Medical and Specialty Practice from Pagosa Springs was selected to be in Region 9’s new Dream Big ad for Pagosa Relocation Guide.
- Worked closely with **Pagosa Springs Community Development Corporation (CDC)** to:
  - assist with a CDC **microloan program**.
  - assist with **housing plan review** for the Town of Pagosa Springs.
- Partnered with the **Southwest Colorado Small Business Development Center** to provide business services in the Archuleta County.

**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.

**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 to rural counties.
- aligned SCCC efforts with local governments to acquire **Rural Jumpstart Program** status and tax benefits for Archuleta County.
- provided information on **Blueprint 2.0 technical assistance** opportunities.
- provided information on **CPACE** opportunities.
- 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.

**Enterprise Zones** – As of January 2016, 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 2017, Archuleta County businesses claimed approximately **\$89.6 million** in eligible investments, resulting in **\$75.6 million** in certified tax credits, and reported **1,511** new jobs. In 2017, **37** businesses claimed **\$110,547** in tax credits; and participating businesses created **29** 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 Archuleta County in 2017 are below. One new project was designated this year:

- **Southwest Colorado Council of Governments NEW!**
- 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 Small Business Development Center

**Reports** – Many research and strategy reports have been prepared by Region 9 that include data specific to Archuleta County:

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

These reports, as well as other publications of interest, can be found at [www.scan.org](http://www.scan.org).

**Loans** – In the past 28 years, Region 9 provided business loans totaling over **\$1,844,630** resulting in **113** jobs in Archuleta County (through June 2017). In 2017, the County generated **3** inquiries about business loans to Region 9. **4** loans paid off. Current loan activity is listed below.

|   |              |                              |
|---|--------------|------------------------------|
| Alpine Medical and Specialty Practices  | \$13,750.00  |                              |
| Cabe's Collision and Customs            | \$25,000.00  |                              |
| Just Click Printing                     | \$30,000.00  |                              |
| Pagosa Peak Open School                 | \$50,000.00  |                              |
| Pagosa Verde                            | \$100,000.00 |                              |
| Professional Refrigeration Services     | \$45,000.00  |                              |
| Sunflower Properties of Pagosa Springs  | \$23,000.00  |                              |
| Tony's Taps, LLC dba Pagosa Brewing Co. | \$60,000.00  |                              |
| Wild N Crazy Critters                   | \$12,000.00  |                              |
| Wolf Creek Rod Works                    | \$60,000.00  |                              |
|   |              | <b>Paid Off</b>              |
|   |              | Allen's Auto Body            |
|   |              | Enchanted Valley Farm        |
|   |              | Heart2Heart Health           |
|   |              | High Horse Video Productions |