



2021 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.

2021 Archuleta Representatives

Todd Weaver – Archuleta County
Jennie Green – Pagosa Springs
Mary Jo Coulehan – At large, Vice Chair
Derek Farrah – Loan Committee
Livia Lynch – Loan Committee



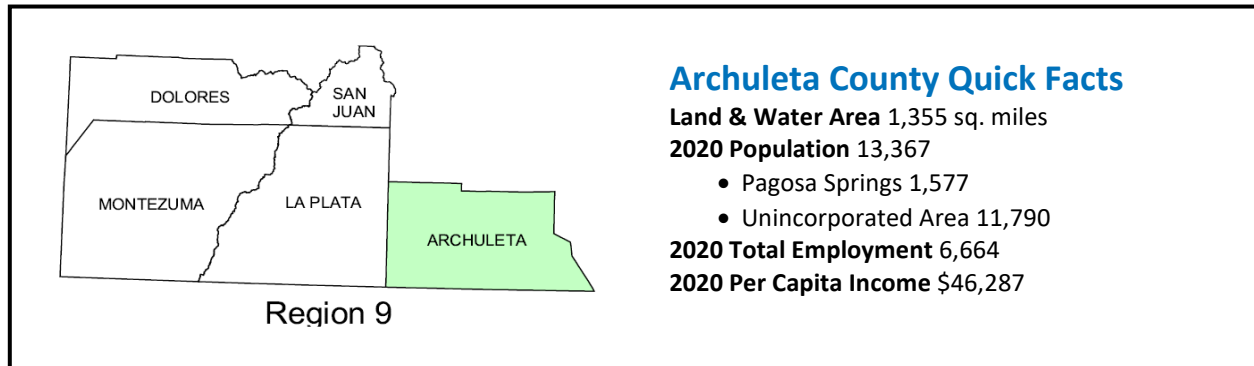
Region 9 Staff

Laura Lewis Marchino – Executive Director
Brian Rose – Deputy Director
Jenny Stollar – Business Loan Officer
Terry Blair-Burton – Program Administrator
Stephani Burditt – Office Manager
Shirley Jones – Comptroller

Heather Otter – Economic Development Project Manager
Elizabeth Marsh – SCAPE Director
Brittany Cupp – SCAPE Outreach Coordinator
Fort Lewis College Intern – Blake Common
Fort Lewis College Intern – Matthew Farmer

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
- SW CO Accelerator Program for Entrepreneurs (SCAPE)
- Comprehensive Economic Development Strategy (CEDS)
- Administrative support for San Juan Development Association financials and microloan program
- Administrative support for regional opioid settlement



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

County-wide

- **Responded to 182 inquiries** (up from 135 in 2020) covering business resources, grant, and data requests.

Where	Loans	Data	EZ	Grants	General Inquiry	OZ	Totals
Archuleta	4	21	38	6	50	2	121
Pagosa Springs	11	3	22	0	25	0	61

- **Assisted** Archuleta County with the HUB Zone application.
- **Worked** with County to submit REDI Grant for Pagosa Springs CDC.
- **Participated** in Economic Recovery Taskforce Meetings.
- **Participated** in monthly CDC board meetings and assisted with interview process for new director.
- **Participated** in Archuleta County Small Business Relief Fund Selection Committee.
- **Partnered** with Pagosa Springs CDC on microloan program.
- **Provided** Economic Development Training to Archuleta County BOCC.
- **Successfully** completed the 2021 Archuleta Community Development Action Plan (CDAP).
- **Successfully** extended Habitat of Humanity’s EZ Contribution Project status.
- **Worked** closely with the Pagosa Springs Community Development Corporation (CDC) to facilitate the 5-year update for the Comprehensive Economic Development Strategy (CEDS).
- **Cold Case Gear, a consumer goods start-up based in Pagosa Springs, Colorado, becomes the first participant from Archuleta County to be accepted into Colorado's Rural Jump-Start 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 Laura chairing the Economic Development Council of Colorado Board (EDCC). All of us at Region 9 feel grateful to have weathered well what has been a tough year for many. Our Team is the key to our success and being recognized as the “Nonprofit of the Year” by the Durango Chamber only highlights our commitment to improving economic conditions across our region. In 2021, we:

- **Gained** financial stability through SCAPE investment return.
- **Completed** the 5-year Comprehensive Economic Development Strategy for the region.
- **Continue to forward** our strategic plan goals and support our county and municipal level economic developers.
- **Facilitated** creation of a regional council to manage the opioid settlement funds.
- **Participated** closely with economic development organizations continuing to address COVID recovery.
- **Partnered** with the SBDC to provide business services for Region 9 clients.
- **Provided** more focus on our economic data including our data dashboard.
- **Received** National Association of Development Organizations (NADO) award for COVID Business Assistance programs in partnership with Montezuma, Cortez, Dolores, Mancos, Pagosa Springs, the Dolores County Development Corporation and Pagosa Springs Community Development Corporation.
- **Responded** to 1,760 inquiries covering business resources, grant, and data requests. This number is up from 1,228 in 2020 and 1,176 in 2019.
- **Served** on the B:Side Capital Loan Committee.
- **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 Small Business Development Center Advisory Committee.
- **Served** on the Southwest Colorado Workforce Investment Board.
- **Served** on the Fort Lewis College Business Advisory Council, School of Business Administration.
- **Successfully** continued partnership with Fort Lewis College School of Business to hire and develop interns for future work in civic, non-profit, business, finance or community facing fields.

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. The program has launched 43 companies based in rural southwest Colorado. These businesses raised \$25M in capital contributing to the creation of 182 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 and hosts regional investment and startup initiatives. Visit www.goscape.org/. Region 9 is a proud investor in this program.

Enterprise Zones – Certain sections of Archuleta County are designated Enhanced Rural Enterprise Zones (EREZ) through 2022. 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. A business which includes farming and

mining 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. Since 1992 Archuleta County businesses have claimed approximately \$96M in eligible investments, resulting in nearly \$3.5M in certified tax credits, and reported 1,598 new jobs. **In 2021, Region 9 received 502 inquiries regarding the Enterprise Zone Program. Archuleta County businesses claimed \$78,654 in tax credits and creating 12 jobs. In 2020, businesses claimed \$279,435 in tax credits and created 8 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. Region-wide, in 2021 there were 30 designated Enterprise Zone Contribution Projects. There were no new projects but three were re-designated to continue into 2022 and six projects are ending. Projects generated \$1.46 million in economic activity through direct and in-kind contributions. This is significantly lower than last year's 30 projects at \$2.35M and 30 projects in 2019 at \$4.14M. The COVID-19 pandemic impacted the number of donations. For comparison, there were 30 Projects in 2019 with \$4.14 million; 28 Projects in 2018 at \$2.8 million; 28 Projects in 2017 at \$3.3 million, and 30 Projects with \$3.7 million in economic activity in 2016.

Enterprise Zone Contribution Projects that impacted Archuleta County in 2021 are below.

- Aspen House
- Pagosa Springs Medical Center Foundation
- Habitat for Humanity of Archuleta County
- Homes Fund
- Housing Solutions for the Southwest
- KSUT Radio- Pagosa Festivals
- Pagosa Springs Community Development Corporation
- Region 9 Economic Development District of Southwest Colorado & COVID Business Support
- Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE)
- Southwest Small Business Development Center

Reports – Region 9 prepared strategy and research reports that included data specific to Montezuma County in 2021. Region 9 is a Colorado State Data Center local affiliate, and provides reliable, unbiased, and timely regional socio-economic data to citizens and policymakers. All the District's reports and economic impact studies can be found at www.region9edd.org.

- Region 9 Comprehensive Economic Development Strategy (CEDS) 2021
- Archuleta County Community Development Action Plan (CDAP) 2021

Data Dashboard – A Regional Data Dashboard is available on our website. Explore demographics, economic indicators that impact businesses, workforce data and much more. Visit www.region9edd.org/dashboards.

Loans – Region 9 had 228 loans as of December 31, 2021, with a total balance of \$7.3M, an increase of \$1.1M over 2020 that had 233 loans receivable. Region 9 closed 66 loans creating or retaining 123 jobs compared to 99 loans and 82 jobs in 2020, and 33 loans and 70 jobs in 2019. The higher job number

and loan volume for 2021 demonstrates that many businesses are beginning to recover and expand from the COVID-19 pandemic. Thirty-nine loans paid off in 2021 compared to 27 loans in 2020, and 21 in 2019. Four loans were written off.

In the past 31 years, Region 9 provided business loans totaling **\$2.5M** resulting in **125 jobs** in Archuleta County. In 2021, the County generated **15 business loan inquiries to Region 9, down from 69 in 2020.** There was **1** new loan. Six loans paid off. **DALP** stands for Disaster Assistance Loan Program.

Boundless Beauty	\$30,000	NEW
Cabe's Collision and Customs	\$5,000	DALP
Crawford, LLC.	\$28,000	DALP \$8,000 of the \$20,000
CrossFit Pagosa	\$8,000	DALP
In Balance Physical Therapy	\$5,000	DALP
Just Click Printing	\$30,000	
The Lustre Group	\$24,950	
PS Chocolates	\$21,500	

Paid Off

Alpine Medical and Specialty Practice	\$13,750
Cabe's Collision and Customs	\$25,000
Motel SOCO	\$6,000 DALP
Pagosa Mountain Sports	\$9,000 DALP
Professional Refrigeration Services	\$45,000
Wild N Crazy Critters	\$12,000