



La Plata County



Archuleta County



Montezuma County



Dolores County



San Juan County

REGION 9

Economic Development District of SW Colorado

2022 CORPORATE ANNUAL REPORT



Region 9 Staff

OUR MISSION

TO COLLABORATE WITH
PRIVATE AND PUBLIC
SECTORS TO IMPROVE
ECONOMIC DIVERSITY
AND PROSPERITY IN
SOUTHWEST 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 development efforts throughout Southwest Colorado**. Region 9 includes five counties, ten municipalities and the only two Native American Tribal lands in Colorado (Ute Mountain Ute and Southern Ute).

Incorporated in 1989, Region 9 has a Board of Directors with 17 representatives from local governmental jurisdictions and nine from the private sector. Activities include business loans and financing, producing the Comprehensive Economic Development Strategy (CEDS), data reports, Enterprise Zone Administration, special projects, and the Southwest Accelerator Program for Entrepreneurs (SCAPE). Also, with the integration of the Southwest Colorado Council of Governments (SWCCOG), Region 9 has added transportation, broadband, housing and serves as the fiscal agent for several additional programs.

R9 hosts quarterly regional economic development meet-ups



R9 Executive Director bidding farewell to 20-year board member, Dewayne Findley



Hosting Pagosa Springs Chamber Business After Hours



Team building at Quiet Bear Art in Silverton



R9 Deputy Director speaks at the EDCC conference in Pueblo



Regional partners celebrate R9 Executive Director's 2022 Chairman's Choice Award

FROM OUR EXECUTIVE DIRECTOR

2022 was a year of tremendous growth, change and reflection. **I am proudest of the successful integration of the Southwest Colorado Council of Governments with Region 9, creating long-term economies of scale and efficiencies.** In reviewing our monthly reports for our Board of Directors, there are many activities of note which are highlighted below.

- Hosted the State Enterprise Zone Administrator's meeting in Silverton.
- Added a Regional Projects Manager in Montezuma County, a Grant Compliance Specialist, and a Community Grant Writer.
- Our Community Grant Writer coordinated a monthly Grant Digest and wrote ten grants of which six have been awarded, totaling \$1,871,205. Two others are still pending including an NTIA \$66 Million Dollar Middle Mile Broadband application.
- Expanded our services to include broadband, transportation, and housing.
- Facilitated the monthly SWORD (SouthWEST Opioid Response District) Regional Council to manage the opioid settlement funds. Region 9 received \$150K of congressionally designated funding to conduct a feasibility study to identify the best options to fill existing treatment gaps.
- Provided additional economic data resources including our data dashboard and commercial property search.



- Responded to 1,786 inquiries covering business resources, grants, and data requests. This number increased from 1,228 in 2020 and 1,760 in 2021.
- Staff represented the region on the Small Business Development Center Advisory Committee, the Southwest Colorado Workforce Investment Board, Southwest Colorado Accelerator for Entrepreneurs (SCAPE), B:Side Capital Loan Committee, Pueblo Community College Southwest Advisory Board, Economic Development Council of Colorado (EDCC), Fort Lewis College Business Advisory Council, School of Business Administration, Colorado Association of Regional Organizations (CARO), and the National Association of Development Organizations. Please see our County Performance Reports for county specific involvement.
- Completed Southwest Colorado Broadband Plan.
- Received \$6.6M in funding including \$500K in USDA Intermediary Relending loan funds, \$5M (shared among eight regions) to provide Start Up Loan Funds on behalf of the Colorado Office of Economic Development and International Trade (OEDIT), SBA Microloan and Technical Assistance funds, \$413K for a Carrier Neutral Location for fiber connectivity in partnership with La Plata County, and \$250K in USDA Rural Community Development Initiative (RCDI) funding matched \$250K by the Colorado Housing and Finance Authority (CHFA) for the Ute Mountain Ute Tribe to update their Comprehensive Master Plan and a Housing Study covering the communities of Towaoc and White Mesa.

As always, we could not succeed without your support.

Sincerely,
Laura Lewis Marchino, Executive Director

REGION 9 PROGRAMS

Region 9 now administers the Southwest Transportation Planning Region, regional broadband and transit initiatives, as well as providing technical assistance for business loan programming, and project coordination. Region 9 oversees the Region's strategic plan for economic growth, known as the Comprehensive Economic Development Strategy (CEDS). Region 9 also provides grants and data research to help our communities access Federal and State funding for infrastructure improvements and community amenities resulting in job creation, retention, or other economic benefits to the community.

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 reports and economic dashboards can be found on our website under "Data".

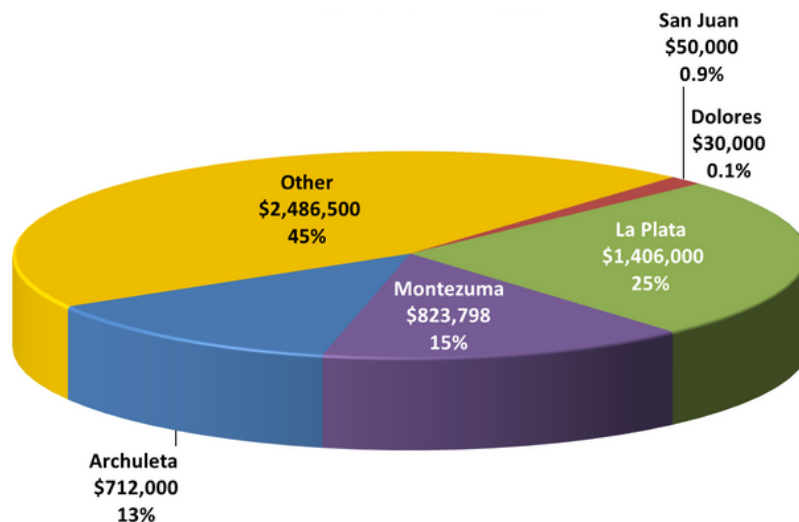
BUSINESS LOAN FUND



As a primary lender for start-up businesses, Region 9 provides commercial loans to businesses. Loan funding supports businesses in creating and retaining jobs, leveraging other funds, or exporting a good or service from the local economy. The Business Loan Fund (BLF) includes several Federal and State sources: Community Development Block Grants (CDBG) from the Colorado Office of Economic Development and International Trade (OEDIT) (contracted through La Plata County and the five-county region through an inter-governmental agreement); the USDA Intermediary Re-lending (IRP) & Rural Micro Entrepreneur Assistance Program (RMAP); the Economic Development Administration (EDA); Start Up Loan Fund through OEDIT; Small Business Administration Microloan Program (SBA) and revolved funds from previously restricted funds that are re-distributed in the community.

Loan Disbursement by County: January 1 - December 31, 2022

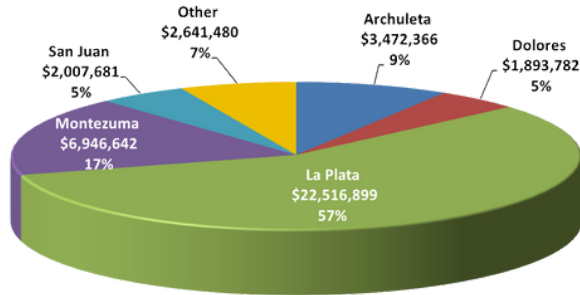
Total = \$5,508,298



Since Region 9's loan program began, \$39.48M has been distributed to businesses throughout the region. Only in the last few years has Region 9 made loans to businesses outside of our five counties through several statewide initiatives. Region 9 had 230 loans as of Dec. 31, 2022, totaling \$10.3M; an increase of \$4M from 2021. Region 9 closed 49 loans creating 443 jobs compared to 99 loans creating 82 jobs in 2021, 33 loans and 70 jobs in 2019, and 33 loans and 85 jobs in 2018. There were 27 loans paid off this year, the same as 2021, with only two loans written off.

Cumulative Loan Disbursement by County :1990 - December 2022

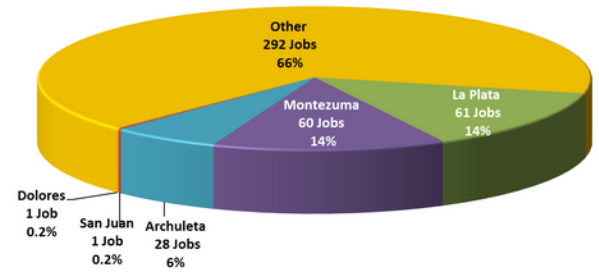
Total = \$39,478,850



Jobs Created / Retained by County

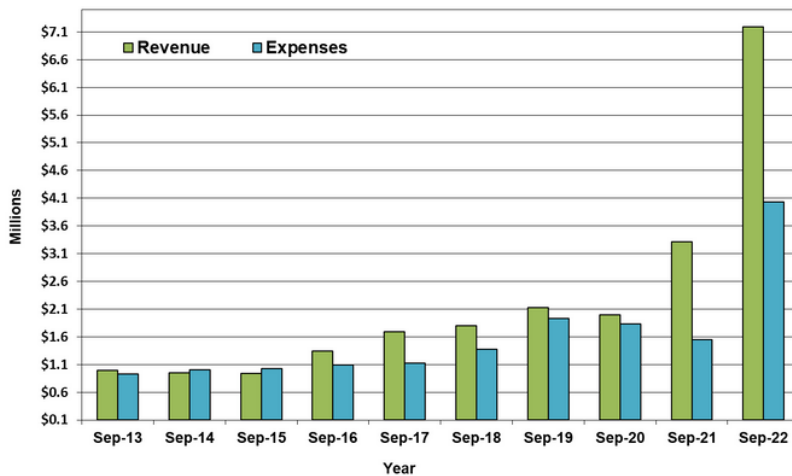
January 1 - December 31, 2022

Total = 443



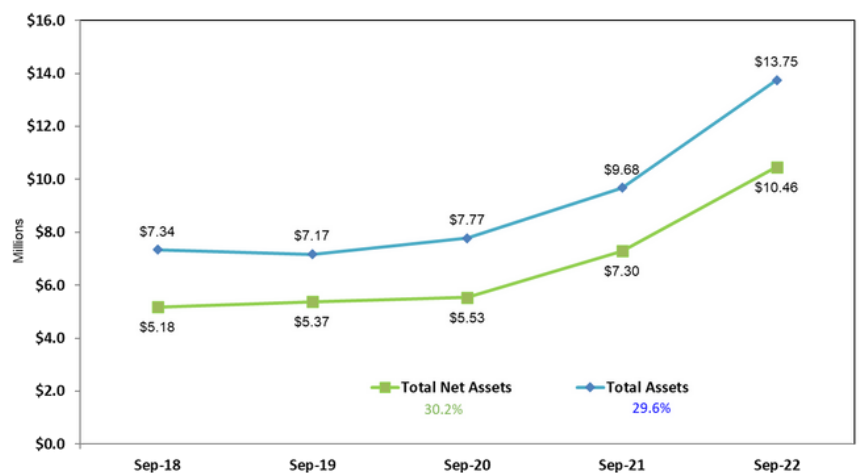
REGION 9 FINANCIALS

Region 9's assets continue to trend upward.
Region 9 is audited annually, and copies are available on request.



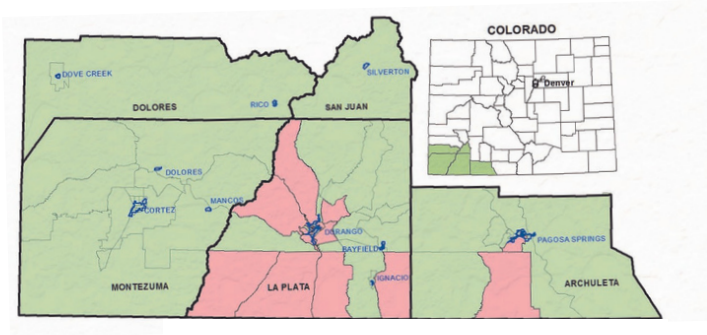
10 Year Region 9 Revenue / Expenditures

Total Assets and Net Position Trends 2018 - 2022



ENTERPRISE ZONE

Region 9 is the Southwest Colorado Rural Enterprise Zone (EZ) Administrator and determines if a business is located within EZ boundaries, processes EZ tax certification forms, and administers the designation and donations for EZ Contribution Projects. **Businesses in the EZ boundaries can be eligible for a variety of tax credits including new employees, job training, investment, and vacant building rehabilitation.** Currently, all of Montezuma, San Juan and Dolores Counties, and sections of La Plata and Archuleta Counties, are designated EZ areas. Archuleta, Montezuma, Dolores, and San Juan Counties have also been designated as Enhanced Rural Enterprise Zones (EREZ) through 2024.



 Region 9 Enterprise Zone

Enterprise Zone Tax Credit Administration 2022				
County	# Businesses Filing	Tax Credits	\$ Invested	Jobs Created
Archuleta	49	\$128,356	\$4,278,582	-15
Dolores	28	\$18,630	\$620,997	9
La Plata	33	\$161,211	\$5,373,759	6
Montezuma	165	\$351,249	\$11,708,209	34
San Juan	3	\$5,088	\$169,635	0
Total	279	\$664,534	\$22,151,181	34

Enterprise Zone Tax Credit Administration Cumulative			
Year	Tax Credits	\$ Invested	Jobs Created
2011	\$673,131	\$22,501,542	268
2012	\$1,648,586	\$76,642,252	505
2013	\$4,199,768	\$183,347,978	(21)
2014	\$1,238,773	\$46,244,938	461
2015	\$2,699,282	\$66,073,593	89
2016	\$1,321,904	\$146,678,225	488
2017	\$618,920	\$518,986,986	140
2018	\$1,111,662	\$31,102,433	100
2019	\$1,185,896	\$34,402,991	(28)
2020	\$981,308	\$47,762,699	267
2021	\$529,235	\$17,641,144	61
2022	\$664,534	\$22,151,181	34
Total	\$16,872,999	\$1,213,535,963	2364

Area businesses that participated in the Enterprise Zone Tax Credit Program in 2022 verified \$22.2M in qualified investments and \$664,534 in tax credits. This has increased from \$17.6M in investments, and \$529,235 in tax credits in 2021. The investment amounts and credits vary each year with no consistent trend. The tax credit amount for 2021 is less than the \$1.43M in 2020, \$1.86M in 2019, and \$1.11M in 2018. The number of businesses participating increased by seven totaling 279.

ENTERPRISE ZONE

2022 CONTRIBUTION PROJECTS

In 2022, there were 25 designated Enterprise Zone Contribution Projects. There were five new projects added, seven projects ended or were not renewed, including one COVID project. **Projects generated \$1.343M in economic activity through direct and in-kind contributions.** This is a declining trend for participation with 28 Projects at \$1.46M in 2022 from 30 projects at \$2.35M in 2020, and 30 projects in 2019 at \$4.14M. We expected the decline due to the five-year term limit, the new Homeless Contribution Tax Credit, and many approved projects are less active.



PROJECT NAME	COUNTY	CASH + IN KIND CONTRIBUTIONS
Aspen House	Archuleta	\$10,750.00
The Bridge Emergency Shelter	Montezuma	\$106,770.00
Build Pagosa	Archuleta	\$1,000.00
Cortez Cultural Center	Montezuma	\$11,964.22
Dancing Spirit Community Arts Center	La Plata	\$5,138.00
Fort Lewis College Foundation-Infrastructure	La Plata	\$15,650.00
Habitat for Humanity of Archuleta County	Archuleta	\$73,886.09
Habitat for Humanity of La Plata County	La Plata	\$52,288.97
Habitat for Humanity of Montezuma County	Montezuma	\$8,283.07
Housing Solutions for the Southwest	Regional	\$12,750.00
Manna Soup Kitchen	La Plata	\$129,438.99
Mancos Common Press	Montezuma	\$73,500.00
Mercy Health Foundation	La Plata	\$109,090.07
Montezuma Food Systems	Montezuma	\$500.00
Mountain Studies Inc.	San Juan	\$27,717.47
Pagosa Festivals	Archuleta	\$4,059.00
Pagosa Springs CDC	Archuleta	\$6,700.00
Pagosa Springs Medical Center	Archuleta	\$106,168.11
Region 9 EDD	Regional	\$81,540.00
San Juan Development Association	San Juan	\$22,600.00
SCAPE	Regional	\$298,770.00
Silverton Ski Joring	San Juan	\$14,605.00
Small Business Development Center (SBDC)	Regional	\$9,990.00
Sunflower Theatre	Montezuma	\$67,074.42
Volunteers of America	La Plata	\$93,028.63
TOTAL		\$1.343 million



2022 REGION 9 BOARD OF DIRECTORS

William Tookey, Chair, San Juan
Ashleigh Tarkington, Town of Bayfield
Chauncey McCarthy, Rico
Clyde Church, La Plata
Colleen O'Brien, Treasurer, At-large, La Plata
Colton Black/Meade Harbison, Southern Ute Indian Tribe
Dan Fernandez, Secretary, At-large, Dolores
Dewayne Findley, At-large, Montezuma
Gloria Kaasch-Buerger, Town of Silverton
Janice Bryan/Jason Armstrong, Town of Mancos
Jennie Green, Town of Pagosa Springs
Jim Candelaria, Montezuma

Justin Osborn, At-large, La Plata
Kelly Koskie, City of Cortez
Ken Charles, Town of Dolores
Mary Jo Coulehan, Vice Chair, At-large, Archuleta
Nathaniel Peach At-large, Fort Lewis College
Paul Zimmerman, At-large, San Juan
Robert Whitson, At-large, La Plata
Shawn Gregory, At-large, Montezuma
Steve Garcher, Dolores
Todd Weaver, Archuleta
Tommy Crosby, City of Durango
Tuggy Dunton, Town of Ignacio

LOAN COMMITTEE

Bill McDougall, San Juan
Brad Fox, Dolores
Derek Farrah, Archuleta
Eric Jones, La Plata
Fritz Klinke, San Juan
Gina Piccoli, At-large
Gus Westerman, Dolores
Jon Callender, Montezuma
Kathy Keyes, Archuleta
Kris Oyler, La Plata
Shawn Gregory, Montezuma
Terryl Petersen, Chair, At-Large

STAFF

Laura Lewis Marchino, Executive Director
Brian Rose, Deputy Director
Brittany Cupp, SCAPE, Program Director
Elizabeth Marsh, SCAPE, Executive Director
Heather Otter, Economic Development Project Manager
Heather Peterson, Office Manager
Jenny Stollar, Business Loan Officer
Shak Powers, Regional Projects Manager
Shirley Jones, Comptroller
Stephani Burditt, Grant Compliance Specialist
Terry Blair-Burton, Program Administrator



Region 9 Economic Development District of Southwest Colorado

REGION 9 IS AN EQUAL OPPORTUNITY LENDER & EMPLOYER

Cortez

20 West Main Street
Inside Cortez Chamber
Business Resource Center
By appointment

Durango

135 Burnett Drive, Unit 1
In the Durango Tech Center

Pagosa Springs

46 Eaton Drive
In the Cascade Plaza
By appointment

(970) 247-9621

www.region9edd.org