

2017 Annual Report



La Plata County
Economic Development

ALLIANCE

Pioneer Spirit. Business Smart.



We, the Alliance, will make La Plata County the premier Rocky Mountain destination to start, own, and grow business, while enjoying a superior quality of life.

The La Plata County Economic Development Alliance is a diverse group of private businesses and public agencies working together toward a common goal: to foster the economic success of our community.

Our mission is to promote the economic development of La Plata County by serving as the gateway for individuals looking to start, grow, or relocate their business to La Plata County, by providing advocacy, relevant information and resources at the local, state and national level.



Alliance, business, and government updates during the monthly Investor meeting.



2017 Colorado Space Business Roundtable hosted at the Ft. Lewis Observatory.

2017 Board of Directors

Mitch Dye	ImageNet	Chair	2016—2018
Mike Russell	Russell Planning & Eng.	Vice Chair	2017—2019
Kristin Garland	Mountain Capital Partners	Treasurer	2017—2019
Matt Salka	Mayor, Bayfield	Secretary	Bayfield Appointment
Emily Meisner	The Patio Restaurant	Private Sector	2016—2018
Jameson Bobbin	Vectra Bank	Private Sector	2017—2019
Melissa Youssef	City Councilor		Durango Appointment
Brad Blake	La Plata County		County Appointment
Dan Naiman	Town of Ignacio		Ignacio Appointment



Happy 2018 and many thanks to you, our investors, for another year of shared commitment to the success of people, and businesses in La Plata County. We could not continue our solid work of making La Plata County the premier Rocky Mountain destination to start, own, and grow business without your support and encouragement.

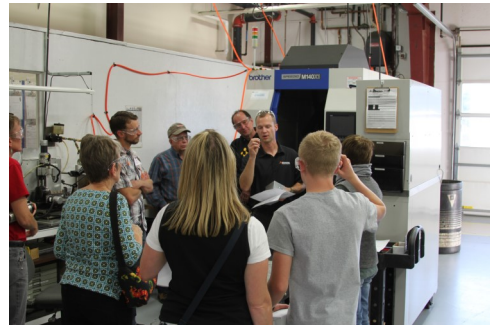
Formed in 2011, the Alliance is a collaborative partnership between our private, public, and non-profit sectors. Executing on our mission, our top priority is to help grow jobs and diversify the economy of La Plata County. Our accomplishments are demonstrated through the many avenues of support we offer our local business community.

In 2017 we held our 11th Annual Economic Summit with a focus on the positive impacts of supporting our local businesses. Kimber Lanning, from Local First AZ, shared an incredible keynote speech regarding “Local Economies and Livable Places.” 310+ attendees throughout the Four Corners area participated in this valuable, high-quality event. A team of very capable and strong committee members have already begun preparation for this year’s Summit and look forward to making this our best one yet!



Kimber Lanning, Founder and Executive Director of Local First AZ delivers an engaging keynote presentation at the 11th Annual Economic Summit.

The Alliance has a lot to be proud of in 2017. Couple the outstanding success of the Summit with: the first visit from the Colorado Technology Association; another successful year for our Professional Development Program; the first annual Manufacturing Day held at StoneAge; the growth and high level of effectiveness of our Move2Durango.com website; and our always appreciated Trailing Spouse program.



La Plata County's Inaugural Manufacturing Day Celebration in October. Sponsored by and held at StoneAge.

Our strategic efforts in 2018 will include the programs and events you've come to appreciate, but with additional focus and priority on job creation, business retention, and new business attraction. We look forward to delivering exceptional and measurable results, and keeping you informed along the way at our monthly Investor meetings. Again, we truly appreciate your ongoing support and involvement.

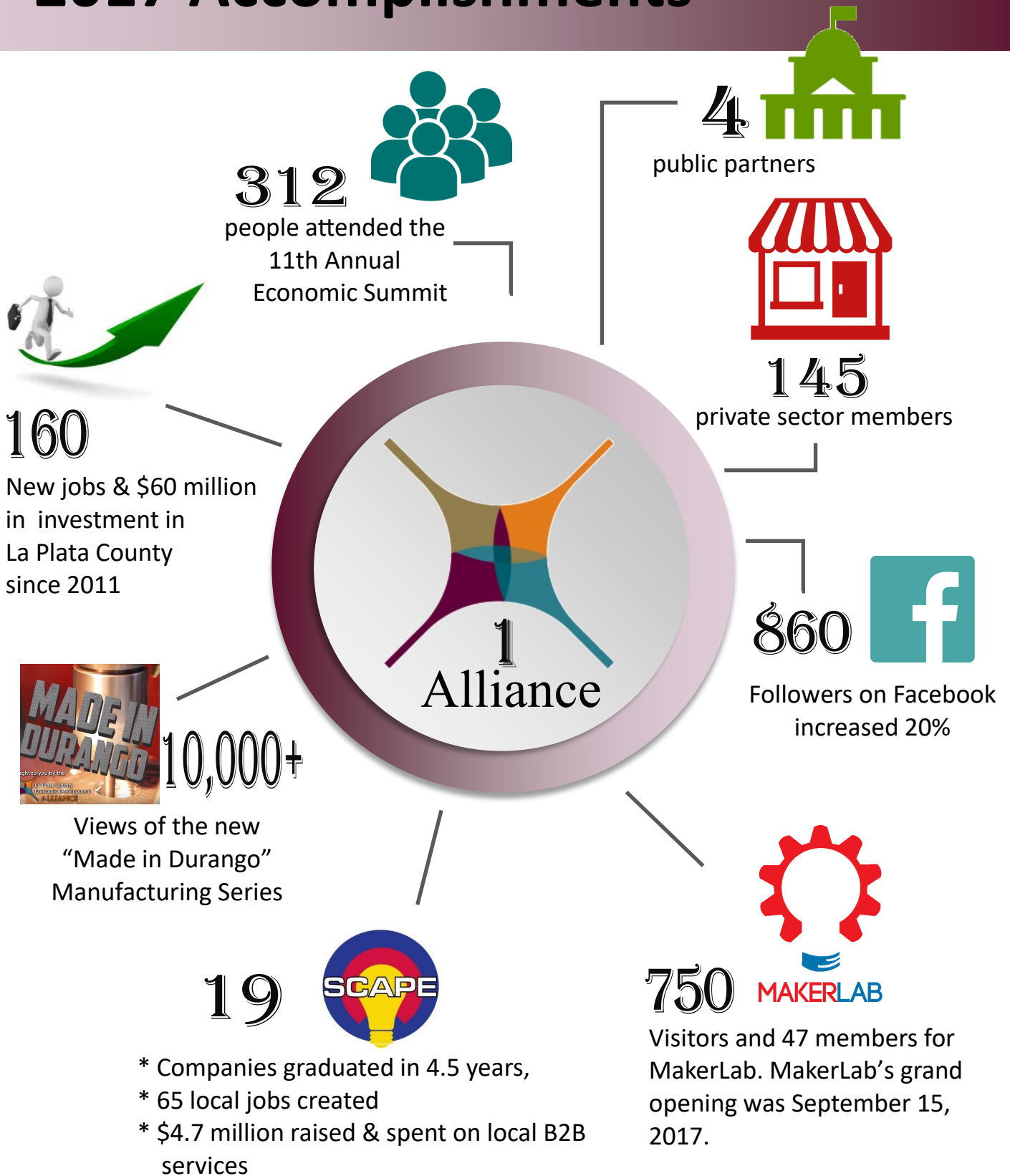
Sincerely,

Mitch Dye

Alliance Board Chair

2017 Accomplishments

2017 at a Glance



Helping to keep businesses in La Plata County

In December of 2016, the Alliance was approached by Horizon Environmental Services. Opening their doors less than 10 years ago, Horizon had grown to 40 employees strong; conducting business in Colorado, New Mexico, and Arizona.

Horizon was facing an unaffordable lease renewal and had been looking for a new location for a year with little luck; as a result, they were considering leaving the County. Within a month of initial contact, the Alliance helped the company locate a new 5 acre site and was beginning to work with them on the permit process. Shortly after the permit process began, the owner of Horizon's current site opted to sell them the existing property at a reasonable price. The Alliance's quick response ensured that if Horizon had not been able to stay at their location, they still would have had a home in La Plata County!



Supporting growth in local communities



The Alliance has tripled the amount of time it spends with its municipal partners on economic development. A good portion of this work has been with Bayfield. In January 2017, the Alliance wrote an economic development strategy recommending that Bayfield focus on increasing its population to attract new business; as well as, increasing the housing density in order to keep infrastructure costs down and housing affordable. The

Alliance also presented these recommendations to the Town Board. The Alliance has continued working with the Town to make these recommendations a reality. This has included: convening landowners and public agencies to develop collaborative partnerships, conducting a charrette for land use planning, and most recently helping identify potential financing sources for needed road upgrades. We look forward to continuing to work with Bayfield in 2018 on this exciting initiative!

Building awareness of our great local companies

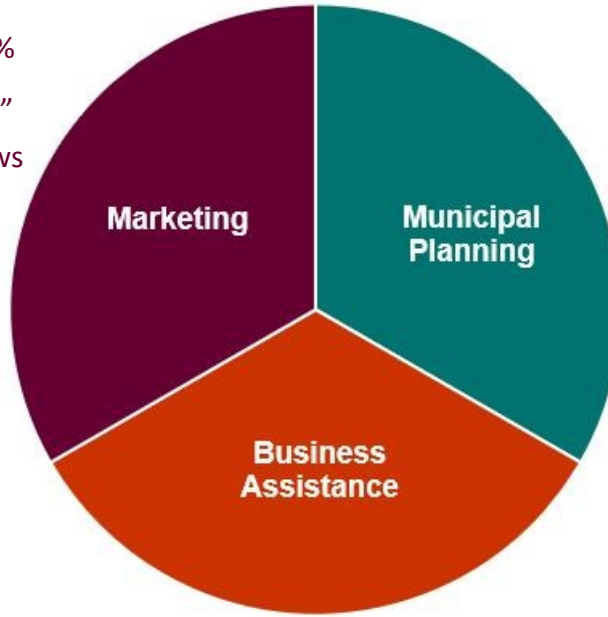
Economic development is also about marketing: marketing the community as a place to do business and making local residents aware of the great businesses that call our town home. One of La Plata County's strongest performing industries is manufacturing. In order to promote their importance to our community, the Alliance and IDTV launched a new "Made in Durango" series to let people know about these great

firms. The first video featured Ska Fabrication and the second featured StoneAge Waterblast Tools. (Both are investors in the Alliance as well- thank you!). These videos have now received well over 10,000 views! The Alliance will continue this feature with three more local manufacturers in 2018.



2018 Strategic Goals

- 12th Annual Economic Summit
- Grow social media by 20%
- 3 new “Made in Durango” videos, with 15,000+ views



- Help county create a new land use code that will reduce time & costs for business
- Expand development opportunities at Animas Airpark
- Work with the town of Bayfield for new development

- 15+ acres of new light industrial space
- Help 2 light industrial companies find new space and get permits
- Create 30 new primary jobs in La Plata County

2018 Planned Operating Budget

Income

Private Contributions	\$159,300
Public Contributions	\$102,400
Other Income (Summit, Partners in Progress, Programs)	\$105,275
<hr/>	
Total Income	\$366,975

Expenses

Alliance Administration	\$76,447
Strategic Initiatives	\$73,346
Programs	\$65,241
Events	\$81,289
Business Assistance	\$21,334
Membership	\$27,639
Marketing	\$35,089
<hr/>	
Total Expenses	\$380,384

Net Income	-\$13,409
-------------------	------------------

2017 Investor Level

Bank of Colorado

Bank of the San Juans

Cedar Networks

Coca-Cola Bottling Company

Crossfire, LLC

Doubletree Hilton Hotel

Durango 9-R School District

Durango Business Improvement District

Durango Chamber of Commerce

FastTrack Communications, Inc.

FCI Constructors

First Southwest Bank

Fort Lewis College

Jaynes Corporation of Colorado

Morehart Murphy Regional Auto Center

Open Sky Wilderness Therapy

Purgatory Resort

Region 9 Economic Development

Southwest Ag, Inc.

Swan Global Investments

Vectra Bank

Zuke's LLC

2017 Friends Level

AlignTec Technologies

Allen & Associates

[Alpenglow Properties](#)

[Alpine Leadership](#)

Animas River Wetland/Waterfall Ranch

Athena Communications, Inc.

Barnes Properties/Elk Run Builders

Bartlett & West

Baty Law Firm, P.C.

Blake Mechanical, Inc.

Boys & Girls Club of La Plata County, Inc.

Carver Brewing Company

Chinook Medical Gear

Coldwell Banker Heritage House Realtors

Community Banks of Colorado

Convergency Marketing

Data Safe Services

DATO

Desert Sun Coffee Roasters, Inc.

[DHM Design](#)

Durango Area Association of Realtors

Durango Area Tourism Office

[Durango Education Foundation](#)

Durango Herald

Durango Industrial Development Foundation

Durango Insurance Professionals, Inc.

[Durango Joe's Coffee](#)

[Durango Land and Homes](#)

Durango Magazine

Durango Mountain Realty

[Durango Organics](#)

[Durango Wood Company](#)

Durango Space

Ecosphere Environmental Services, Inc.

Evergreen Education Group

Express Employment Professionals

Farnsworth Group, Inc.

Fastforward Media, LLC

FASTSIGNS of Durango

Feeney Architect

[Four Corners Community Bank](#)

Four Corners Economic Development

Four Corners Eye Clinic

Four Corners Materials

Fox Law Group, LLC

[Frank Anesi, Attorney](#)

[Fredrick Zink & Associates](#)

Freenotes Harmony Park, Inc.

G2 Contractors, LLC

Goff Engineering & Surveying

Guild Mortgage

HDS Freight Services

Hey Red Marketing Communications, LLC

Home Builders Association of SW CO

Homes Fund

Idea-Loop, LLC

Ignacio Chamber of Commerce

ImageNet Consulting, LLC

Imagesmith Photo

Keller Williams Realty

[KSUT Public Radio](#)

La Plata County Energy Council

[Land Title Guarantee Company](#)

Leland House & Rochester Hotel

Local First

Lucky Services

[Manna Soup Kitchen](#)

Maria's Bookshop

Montezuma Community Econ. Dev. Assoc.

Music in the Mountains, Inc.

On the Edge Productions

Oxford Asset Management

P4 Consulting, LLC

[Pathfinder Chiropractic](#)

Peak Brewing, dba Steamworks & El Moro

[Pediatric Partners of the Southwest](#)

Phoenix Recycling, LLC

[Primary Residential Mortgage, Inc.](#)

Priority Financial Planning

Records and Data Management

RoadRunner Transit, DS

Russell Planning & Engineering

Sachs Construction, LLC

[San Juan BOCES](#)

San Juan College

Serious Texas BBQ II

[SGM, Inc.](#)

Ska Brewing Company, Inc.

[Ska Fabricating](#)

Southwest Colorado Community College

Southwest Land Services, Inc.

[Southwest Women's Health & Assoc.](#)

[Spaah Shop & Day Spa](#)

Spine Colorado

SUCAP, Inc.

Tafoya Barrett & Assoc.

Tailwind Nutrition

Target Rental

Terryl Peterson CFO Services

The Durango Network

The Patio Restaurant

The Payroll Department

Think Network Technologies

[Trails 2000](#)

United Way of Southwest Colorado

Web Services Management, LLC

Wells Fargo Bank

Western States School of Banking

Whole Health Family Medicine

* *New Members*

Thank you for your generous support!

2017 Chairman's Circle Members



SOUTHERN UTE INDIAN TRIBE
GROWTH FUND



Alpine Bank



2017 Government Partners

Town of Bayfield • City of Durango • Town of Ignacio

La Plata County

La Plata County Economic Development Alliance

1315 Main Avenue, Ste. 208

Durango, CO 81301

970-259-1700

www.yeslpc.com

[facebook.com/
LaPlataEconomicDevelopmentAlliance](https://facebook.com/LaPlataEconomicDevelopmentAlliance)

[@yeslpc](https://twitter.com/yeslpc)



Pioneer Spirit. Business Smart.