

2018 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.



Mike Bollinger, StoneAge, presenting: *Supply Chain Transformation* during the Spring Manufacturer’s Forum.



2018 Economic Summit Networking.

2018 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	2015—2018
Jameson Bobbin	Vectra Bank	Private Sector	2017—2019
Melissa Youssef	City Councilor		Durango Appointment
Brad Blake	La Plata County		County Appointment
Sharon Craig	Town of Ignacio		Ignacio Appointment

Happy 2019 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 appreciate your continued support and look forward to an exciting new year.



Last year we accomplished many of our goals including the following:

- Assisted the Town of Bayfield with the CDOT approval of a new access opening to serve the new school and future development of housing, retail, and industrial space.
- On-going participation in the La Plata County land use code updates.
- On-going participation in the La Posta Road Area Plan updates.
- All day retreat with the Four Corners Economic Development group (4CED) to identify collaborative opportunities for the region.
- Continued representation on the Airport Planning Commission to improve air service to the region.
- Engaged a consultant (WEDA) to solicit interest from a national database of firms who may be interested in relocating to La Plata County.
- Implemented a new Client Resource Management (CRM) program to improve new membership outreach and retention.



Gregory Bunch, University of Chicago Booth School of Business, delivers an engaging keynote presentation at the 12th Annual Economic Summit.

In 2018 we held our 12th Annual Economic Summit with a focus on Versatility: The Real Competitive Advantage. Gregory Bunch, University of Chicago Booth School of Business presented “The Strategic Leader in a Volatile, Uncertain, Complex, and Ambiguous World (VUCA)” during an impactful keynote speech. There were 321+ attendees that participated in this valuable, high-quality event.

Lastly, we experienced a major change with the departure of Roger Zalneraitis, our executive director. Roger has been a huge part of the success of our organization and he will be deeply missed. We wish him success with his new position at the Southern Ute Indian Tribe.



November 2018 Health Care Forum. Explored the various insurance options available on the Western Slope

Also, we would like to thank Emily Meisner (The Patio Restaurant) and Mitch Dye (ImageNet) who are leaving our board, but not our organization. Emily has volunteered to assist with our 2019 Economic Summit. Her expertise will be invaluable as she has served on this committee for many years. Mitch is on our search committee to find a new executive director. In the meantime, we have contracted with Jasper Welch to assist Janae Blanscet and the Board until we select a new director.

This year, we welcome to the board two new officers: Eben Harrell, a senior editor for the *Harvard Business Review*, and Dr. Tom Stritikus, the new Fort Lewis College president. Both have already stepped up and provided great ideas and contributions to our board.

We look forward to an exciting 2019 and will keep you informed along the way at our monthly Investor meetings. Again, we truly appreciate your ongoing support and involvement!

Sincerely,

Mike Russell

Alliance Board Chair

2018 Accomplishments

2018 at a Glance



- 2500 businesses reached
- 120 Impressions
- 9 Conversations
- **1 Relocation**

- 120 Acres prepping for development
- 400 Units of housing
- 200,000 sq ft of commercial space
- 15 acres of new, light industrial land

Helping our Local Businesses Stay and Grow in Durango

Most new jobs come from local businesses. For this reason, the Alliance has increased its efforts to retain and expand our local primary employers. In 2018, the Alliance helped one large employer resolve a tricky planning issue that will help pave the way for dozens of new jobs in its future; and helped another employer get an administrative permit for an on-site expansion. In addition, the Alliance launched a “request for information” (RFI) form, to help businesses find the right space or location for their expansion needs. This program has resulted in working with half a dozen businesses; as well as discovered two dozen potential locations; including several that were not marketed. These efforts will help secure over 40,000 square feet of new space for local employers, create more than 24 new, well paid jobs with benefits, and invest over \$4 million in capital locally



Marketing Durango and La Plata County to New Businesses

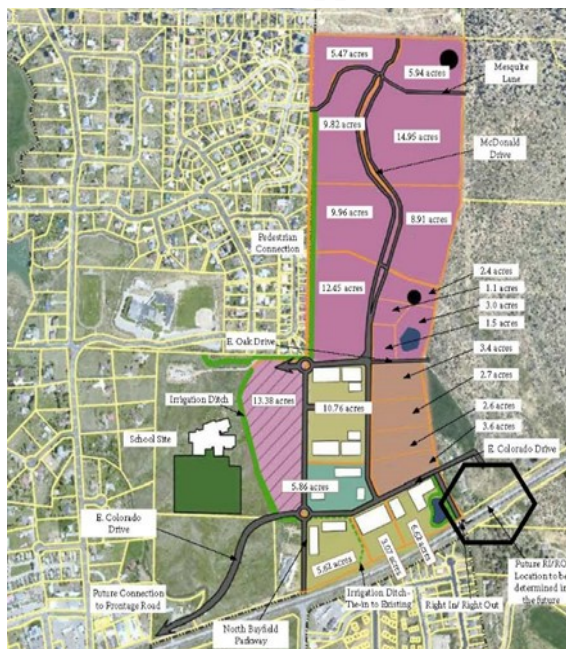
In 2018, the Alliance contracted with the World Economic Development Alliance (WEDA) to launch the first business relocation program in over a decade. This nurturing campaign was designed to engage over 2,500 business leaders in the industries of financial technology, health care services, and back office operations in six cities nationwide. In only its first six months, the campaign generated over 125 engagements and 10 conversations with businesses interested in calling Durango “home.”

Through these efforts, the Alliance is proud to announce that The Tax Butler is relocating from Denver to Durango. This start-up company is expanding rapidly thanks to the sales tax payment services it offers to small businesses. This company is also anticipating adding over half a dozen employees in 2019. Welcome to Durango!

Working with Bayfield to Bring New Housing and Commercial Opportunities to our Region

In 2017, the Alliance began working with Bayfield on a new economic development strategy that emphasized the need for more housing. A partnership between the Town, the School District, landowners, a developer, and the Alliance in 2018 has been able to coordinate a master plan to develop 120 acres. This site will include room for up to 400 units of new housing, 15 acres of light industrial space, over 200,000 square feet of mixed use and commercial space, and a critical secondary entrance to Bayfield’s new school.

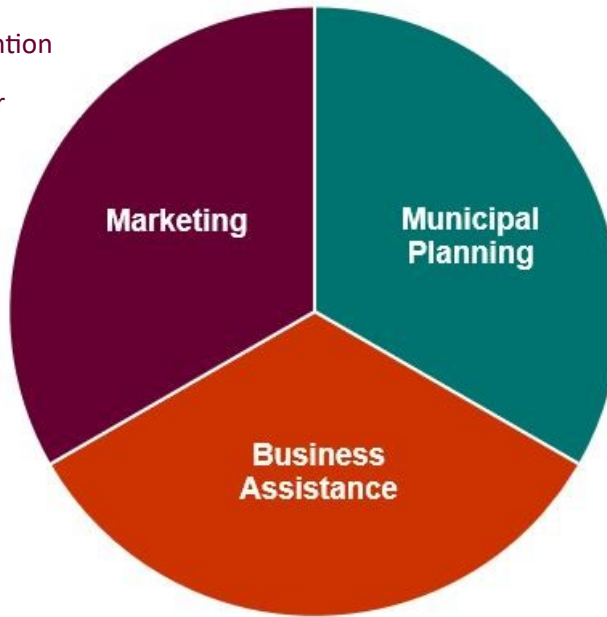
In November of 2018, CDOT approved permission for a new access point onto US Highway 160. This approval “paves the way” for the next steps toward making this project a reality in 2019. We are proud to have been part of the team that made this new development happen!



2019 Strategic Goals

- 13th Annual Economic Summit
- Business Attraction & Retention
- Hire new Executive Director

- Continue to provided county input for Land Use Code



- Help local businesses find new space and get permits
- Attract new businesses through the relocation campaign

2019 Planned Operating Budget

Income

Private Contributions	\$161,750
Public Contributions	\$102,400
Other Income (Summit, Partners in Progress, Programs)	\$72,000
Total Income	\$336,150

Expenses

Alliance Administration	\$75,447
Strategic Initiatives	\$70,346
Programs	\$61,241
Events	\$78,289
Business Assistance	\$21,245
Membership	\$27,439
Marketing	\$33,089
Total Expenses	\$367,095

Net Income	-\$30,945
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2018 Investor Level

Bank of Colorado

Bank of the San Juans

Cedar Networks

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

Nunn Construction

Open Sky Wilderness Therapy

Purgatory Resort

Region 9 Economic Development

Southwest Ag, Inc.

Swan Global Investments

Vectra Bank

2018 Friends Level

AFLAC

AlignTec Technologies

Allen & Associates

Alpenglow Properties

Alpine Leadership

Animas Chocolate Co.

Animas River Wetland/Waterfall Ranch

Athena Communications, Inc.

Ballantine Communications

Barnes Properties/Elk Run Builders

Blake Mechanical, Inc.

Boys & Girls Club of La Plata County, Inc.

Carver Brewing Company

Chinook Medical Gear

CMIT Solutions Durango & Farmington

Coaching for Value

Coca-Cola Bottling Company

Coldwell Banker Heritage House Realtors

Community Banks of Colorado

Desert Sun Coffee Roasters, Inc.

DHM Design

Durango Area Association of Realtors

Durango Area Tourism Office (DATO)

Durango Education Foundation

Durango Fire Protection

Durango Industrial Development Foundation

Durango Insurance Professionals, Inc.

Durango Land and Homes

Durango Mountain Realty

Durango Space

Eben Harrell

Ecosphere Environmental Services, Inc.

Evergreen Education Group

Express Employment Professionals

Farnsworth Group, Inc.

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

G2 Contractors, LLC

Goff Engineering & Surveying

Guild Mortgage

HDS Freight Services

Home Builders Association of SW CO

Homes Fund

Ignacio Chamber of Commerce

ImageNet Consulting, LLC

Imagesmith Photo

JITA Consulting, Inc.

Keller Williams Realty

La Plata County Energy Council

Land Title

Local First

Lucky Services

Manna Soup Kitchen

Maria's Bookshop

Mary Bono

Meadow Brook Management, LLC

Montezuma Community Econ. Dev. Assoc.

Mountain Mesa Training

Music in the Mountains, Inc.

N2 Publishing

Newbold, Chapman & Geyer

Osprey Packs, Inc.

Oxford Asset Management

Peak Brewing, dba Steamworks & El Moro

Pediatric Partners of the Southwest

Phoenix Recycling, LLC

Powerhouse Science Center

Priority Financial Planning

Pueblo Community College—SW

Rochester Hotel & Leland House

Russell Planning & Engineering

Sachs Construction, LLC

San Juan BOCES

San Juan College

SCAPE

Serious Texas BBQ II

SGM, Inc.

Ska Brewing Company, Inc.

Ska Fabricating

SoCoCAA, Inc.

Southwest Land Services, Inc.

Southwest Women's Health & Assoc.

Spaaah Shop & Day Spa

Spine Colorado

Tafoya Barrett & Assoc.

Tailwind Nutrition

Target Rental

Terryl Peterson CFO Services

The Durango Network

The Patio Restaurant

The Payroll Department

The Wells Group

Think Network Technologies

Title Durango, LLC

Trails 2000

Turner Investment Corp.

United Way of Southwest Colorado

Wagner Equipment Co.

Web Services Management, LLC

Wells Fargo Bank

Whole Health Family Medicine

* New Members

Thank you for your generous support!

2018 Chairman's Circle Members



SOUTHERN UTE INDIAN TRIBE
GROWTH FUND

bp



Alpine Bank



worldpay



2018 Government Partners

Town of Bayfield • City of Durango • Town of Ignacio

La Plata County

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