
Y. ECONOMIC DEVELOPMENT TOOLS

Economic development has been described as activities that promote job creation, job retention, job training programs, public and private capital investments, and business and community capacity-building. To that end, the San Luis Valley has many and varied economic development tools to assist businesses and communities.

1. San Luis Valley Development Resources Group

The San Luis Valley Development Resources Group is a regional community and development organization that works with local governments, community groups, business owners, and non profit organizations. They offer programs and services to assist these entities address their economic and community development needs.

The SLVDRG *Revolving Loan Fund* is one of the San Luis Valley's most broadly applied tool for advancing projects which need additional financial assistance. It is most commonly used to provide "gap financing" to cover the project cost remaining after bank, private, and other sources of financing are committed. Loans are targeted to businesses that will create and/or retain jobs. Interest rates are normally fixed and are comparable to commercial lending rates.

The RLF is willing to subordinate their collateral position to private lenders in an effort to lessen the risk for local lending entities and entice them to make local business loans. Federal sources of RLF capitalization require compliance with environmental and other regulations as a contingency for RLF loan clearance which can increase processing time but usually does not present serious issues to our ability to lend. Table Y-1 summarizes the cumulative record of fund capitalization and loans made by the RLF as of December 31, 2007. RLF capitalization of \$9.583 million includes \$3.264 million received in funding from the Economic Development Administration and Colorado Office of Economic Development CDBG funds of \$2.694 million over its 23-year program history. For most projects, the RLF loan limit is \$100,000, with no more than \$20,000 in RLF funds for each full-time equivalent (FTE) job. A \$2 private to \$1 RLF leveraging requirement is the usual standard. Loan limits can be increased to \$200,000-\$300,000 or more for projects with substantial job and economic benefits. As of December 31, 2007, a total of \$9.583 million was loaned to businesses in the San Luis Valley, leveraging \$3.32 of private investment for every dollar lent. We average a job cost ratio of \$12,890/job, and portfolio loss ratio of 8.15%.

RLF "regular" loans accounted for \$8.596 million of SLVDRG's loan portfolio. The RLF loans were leveraged with \$30.707 million in bank loans and business investments, representing an ratio of 3.57:1. An estimated 743.5 FTE jobs were created or retained with RLF funds at a job cost ratio of \$11,562/job. An estimated 70.0 % of these

jobs were filled by low or moderate income persons. About \$709,214 (8.25%) of the capital base was written off --- a low percentage for RLF programs without first position real estate for collateral.

Micro Enterprise Program (MEP) loans up to \$100,000 are marketed to low or moderate income business owners with 5 or less employees (including owners), and do not have specific job requirements. MEP loans accounted for \$637,427 during this same time period. While this program does not require leveraging, the overall portfolio still shows these loans were leveraged with \$1.064 million in bank loans and business investments, representing an overall ratio of 1.67:1. About \$71,470 (11.21%) of the capital base was written off. These loans are usually smaller and often do not have collateral or very limited collateral. Given this scenario, a ratio of 11.21% is very good.

Efforts are made wherever possible to identify eligible RLF projects in the most all counties, but success is limited in some areas due to the smaller number of business startups and expansions. 39.5% of all loans were made in Alamosa County followed by 25.4% in Saguache County, 22.7% in Rio Grande County, 7.2% in Conejos, 2.9% in Mineral, and 2.3% in Costilla County.

Ongoing administration of the RLF relies mainly on interest generated by the loans and some grant administration allowance. Efforts to re-capitalize the RLF may be funded by Economic Development Administration, Colorado Office of Economic Development, and other sources.

The RLF has proven its effectiveness for many different kinds of projects, and we are constantly seeking ways to apply the tool where it can generate job and economic benefits. More details and a preliminary assessment of project eligibility can be obtained at the DRG office.

SLVDRG's administration of the *San Luis Valley Enterprise Zone* provides another important tool for economic development. State tax credits and federal deductions enhance and provide a mechanism for investment in Valley projects by retaining a portion of what would otherwise be paid in taxes. All non-residential areas and business districts of the Valley are included within the Zone boundaries.

Table Y-2 summarizes the 10 points of the Zone and The Enhanced Rural Enterprise Zone Job Credits. Zone provisions allow a \$2,500 credit per job for new business facilities, an additional \$500 if the new facilities provide ag processing jobs, and a \$200 credit for every employee covered by an employer-sponsored health insurance program. Other inducements include a research and development tax credit; credits for rehab of vacant buildings; job training incentives; State Sales and Use Tax exemption; and further incentives which can be negotiated by local governments.

Table Y-3 illustrates the widespread use of investment tax and other credits by Valley businesses and agriculture. In 2007, 362 certifications were issued by the Zone Administrator covering \$54.431 million invested in the Zone. About \$39.618 million of this qualified for tax credit, which yielded \$1.187 million in credits. Other Zone credits totaled \$246,850 in 2007 and entities requesting credits indicated a 4.57% increase in the number of employees.

Table Y-4 gives the historical record since 1994 on the amount of ITC investments and credits generated. The 14-year totals show qualifying investment of \$673 million, and almost \$19.2 million in tax credit results. On average, SLV businesses have qualifying investments of \$48 million/year with a valley wide average tax credit of \$1.377million.

During the past 14 years, contributions to eligible Zone projects totaled \$14.317 million, and average about \$1.023/year. A listing of 2007 Enterprise Zone Contribution projects and an Annual Contribution chart are shown in Table Y-5. The Valley has one of the most outstanding records for giving in the State. Annual contributions to projects vary from year to year. In 2007, La Puente received over \$316,942, followed by Valley Wide Health Services (\$160,000); the San Luis Valley Regional Medical Center (\$154,843); Adams State College Foundation (\$148,563); and Creede Repertory Theatre (\$113,716).

In addition to the more specific program tools mentioned above, the San Luis Valley Development Resources Group offers *other services and fields of expertise* to assist projects. Our involvement in a wide range of partnerships and connections throughout the Valley and State places the SLVDRG in a regional coordination role for meetings, forums, workshops, and seminars. Grantwriting skills and assistance are available on a selected basis for projects involving significant job and economic benefits. SLVDRG has also provided grant pass-through service on a selected basis.

Experience in planning and project design as exemplified in this document and other planning roles is a strong asset in partnerships, and is being applied to many projects and requests for assistance. We have also acquired extensive experience in grants management, with the ability to follow through on the entire scope of activities in a program or project ranging from planning, application work, organizing, implementing, monitoring performance and compliance, reporting, analyzing results, and presenting useful information.

Data collection, management, and research services are mentioned in several other sections. Briefly stated, these involve responding to requests for information from a wide public; maintaining State Data Center Affiliate status with the State Demography Section; maintaining and expanding data files and library; document preparation; and special reports.

Research, surveys, and in-depth analysis on various issues pertaining to economic and community development are also possible with additional funding sources.

2. Local Economic Development Organizations

In addition to the San Luis Valley Development Resources Group, almost every county has a local economic development organization and/or Chamber of Commerce that works exclusively for their town and county. There are also several visitor centers that offer assistance with tourism and tourism related activities. Table Y-6 summarizes these organizations.

3. Leading Edge Classes

Co-sponsorship of Leading Edge classes with the ACDC Small Business Development Center has been one of the most popular programs of its kind in the Valley. Course content covers planning, financing, human resources, and other facets of business management. Attendees leave the 12 week course with a complete business plan, which is often used to seek funding to start or expand their business. A Leading Edge class which focuses on agricultural businesses is also being considered.

A much larger part of the SBDC role is the assistance provided in helping loan applicants and business prospects prepare business plans. RLF loan applicants needing this assistance are referred to the SBDC. Partnerships with SBDC to further develop this concept or pursue other types of assistance are also anticipated.

4. State of Colorado Assistance

SLVDRG's connections with assistance sources such as Colorado Office of Economic Development and International Trade (OEDIT), Colorado Department of Local Affairs, USDA Rural Development, Colorado Housing and Finance Authority, Governor's Energy Office, and other agencies could also be regarded as a tool. If needed, "summit" meetings can be arranged with government and private lenders to discuss prospective projects where extensive job and economic benefits are involved. New contacts and sources of funding are also being explored.

SLVDRG partners extensively with OEDIT to offer Community Economic Development Assistance, Colorado Business Incentive programs, local infrastructure grants, and Colorado FIRST and existing industry job training assistance.

Rural Development has low interest loans and some grant funds available for community development projects. Additionally, they offer loans and guarantees for small businesses. SLVDRG partners with the Department of Local Affairs to provide them with technical assistance in developing projects for local governments in the Valley. SLVDRG often acts as the convener and facilitator for new and developing projects – bringing together local officials, community leaders, and business owners.

5. Recruitment and Incentives

Recruitment is aimed primarily at business and industry prospects offering diversity for the economy, and higher paying jobs. SLVDRG prepares response packages to business leads from Colorado OEDIT which are appropriate for the region.

Examples of other recruitment activities involve arranging for visits and participation on hosting teams; working with county-level development organizations to assist with leads and prospects; and preparation of impact analysis in conjunction with Colorado OED staff. Emphasis is placed on prospects which represent company expansions to additional locations, and not re-locations involving shutdowns and layoffs in other areas.

Incentives to attract industry or motivate business expansion include lower interest rates and subordinated RLF loans; various job training and recruitment assistance discussed in Chapter E.; Enterprise Zone tax incentives; and potential participation of other State and Federal agencies through SLVDRG initial contact.

Local towns and counties are considering their own incentive packages to be offered along with the ones mentioned above. Alamosa County has indicated it will consider a discounted value on county-owned land for prospects offering significant job, wage, and economic benefits. The City of Alamosa is working on an incentive package for their community while the City of Monte Vista has finalized theirs, which can be found on their website. Other communities have considered case-by-case incentives as the need and/or requests arise.

6. Other Ongoing Services and Tools

SLVDRG is working on a valley-wide Targeted Industry Study. Phase I will develop a regional outlook regarding regional assets, needs, desires, and possible business "fits" for the area. Phase II will break the regional study into county and community studies. Efforts will be focused on identifying and providing more detail on available or potential development sites. Research will identify our special location advantages, best-fit industries for our area, and possible problems facing these industries which we can help solve. After the studies are complete, SLVDRG will work with the communities to achieve community goals that address their identified economic development needs.

Lately, a tremendous interest in renewable energy has become a huge potential in the San Luis Valley because of our 360 days of sunshine, high altitude, and transparent atmosphere. SLVDRG is in the process of developing funding to commission a study to identify the feasibility of developing a major solar power plant in the San Luis Valley. It is believed that the development of the solar plant would create spin-off businesses, job creation, and other economic benefits to the San Luis Valley.

The San Luis Valley is fortunate to have two higher-education organizations, Adams State College and Trinidad State Junior College. These organizations work very closely with regional and local development organizations to provide research assistance, development of specialized job training classes, small business classes and assistance, and general community support to the region.

Table Y-1

RLF Program History, 1985 - December, 2007

	EDA Sec 209	%	CDBG	%	Nonfederal	%	Total	%
RLF capitalization	\$3,264,084	34.1	\$2,693,964	28.1	\$3,625,787	37.8	\$9,583,835	100.0
Grants ^{1,2}	794,290		2,502,079		0		\$3,296,369	
Match ³	459,627		-130,100		-329,527		\$0	
Revolved \$/program income ^{4,5,6}	1,664,090		535,443		3,069,872		\$5,269,405	
Ag treatment project ⁷					1,456,591		\$1,456,591	
Loan Losses/non loan uses	-346,077		-213,458		-571,149		-\$1,130,684	
Total RLF Loans	\$3,264,084		\$2,693,964		\$3,625,787		\$9,583,835	
RLF \$ loaned	\$3,239,084	37.7	\$2,242,559	26.1	\$3,114,765	26.2	\$8,596,408	100.0
Bank & business loan leveraging	\$14,606,912	47.6	\$11,123,792	36.2	\$4,976,554	16.2	\$30,707,258	100.0
Leverage ratio - other \$/RLF \$	4.51		4.96		1.60		3.57	
FTE jobs created/retained	330.1	44.4	242.15	28.3	171.25	13.9	743.5	100.0
Job cost - RLF \$/jobs	\$9,812		\$9,261		\$18,188		\$11,562	
RLF \$ written off	\$346,077	48.8	\$157,834	0.0	\$205,303	0.0	\$709,214	100.0
% RLF \$ loaned	10.68%		7.04%		6.59%		8.25%	
MEP \$ Loaned	\$25,000	3.9	\$451,405	70.8	\$161,022	25.3	\$637,427	100.0
Bank & business loan leveraging	\$39,200	3.7	\$869,570	81.7	\$155,232	14.6	\$1,064,002	100.0
Leverage ratio - other \$/MEP	1.57		1.93		0.96		1.67	
MEP \$ written off	\$0	0.0	\$55,624	77.8	\$15,846	22.2	\$71,470	100.0
% MEP \$ loaned	0%		12.32%		9.84%		11.21%	
Non-loan uses	\$0	0.0	0	0.0	\$350,000	100.0	\$350,000	100.0
SLVDRG Funding	0		0		50,000			
SLVDRG Depot Purchase	0		0		300,000			
RLF loans by county/% of Valley								
Alamosa	\$1,326,489	40.6	\$1,167,074	43.3	\$1,296,209	35.7	\$3,789,772	39.5
Conejos	274,060	8.4	235,000	8.7	177,700	4.9	686,760	7.2
Costilla	28,000	0.9	193,150	7.2	0	0.0	221,150	2.3
Mineral	70,600	2.2	157,000	5.8	54,000	1.5	281,600	2.9
Rio Grande	1,337,000	41.0	609,700	22.6	224,227	6.2	2,170,927	22.7
Saguache	227,935	7.0	332,040	12.3	1,873,651	51.7	2,433,626	25.4
San Luis Valley	\$3,264,084	100.0	\$2,693,964	100.0	\$3,625,787	100.0	\$9,583,835	100.0

Source: SLV Development Resources Group, 1/21/08

- 1) EDA Title IX grant and EDA Recap grant
- 2) 6 CDBG grants through the Office of Economic Development - all but \$25,000 have been released
- 3) CDBG funds were used to meet a 30% match requirement on the first EDA grant, and nonfederal funds revolved from former CDBG loans are being used to meet a 40% match requirement on the recap.
- 4) Funds acquired from the repayment of loan principal and fees subject to federal re-lending requirements.
- 5) Program income represented by payments received during the open grant period of the 3rd and 4th CDBG grants. After this period, revenues are no longer subject to federal re-lending requirements.
- 6) Revolved funds, from former CDBG and second generation loans from the Nonfederal portfolio.
- 7) Funds for the project originated from the Colorado Office of Economic Development as a CDBG loan and are being paid back to the DRG's RLF as Nonfederal.

Table Y-2

San Luis Valley Enterprise Zone Facts

A summary of Colorado's Enterprise Zone Tax Benefits:

Colorado's Urban and Rural Enterprise Zone Act of 1986 established a program for the designation of state enterprise zones. The Enterprise Zone program provides the following incentives for private enterprise to expand and for new businesses to locate in economically distressed areas of the state.

- 1. Three Percent Investment Tax Credit:** Businesses making investments in equipment used exclusively in an enterprise zone which would have qualified for the pre-1986 federal investment tax credit may claim a credit against their Colorado income taxes equal to three percent of the amount of the investment, subject to limitations on the amount which can be claimed in any one year. Investment that results from an in-state relocation is not eligible for the credit unless the new location qualifies as an expansion. Excess credits may be carried back three years and forward twelve.
- 2. \$500 Job Tax Credit:** Businesses hiring new employees in connection with a "new business facility" located in an enterprise zone may claim a tax credit against state income taxes of \$500 for each such employee. An expansion of an existing facility may be considered a "new business facility" if the expansion adds at least 10 employees or a 10 percent increase over the previous annual average, if it is at least \$1 million in investment, or, if less, at least doubles the original investment in the facility. The credit may be taken in subsequent years of the enterprise zone for each additional employee above the maximum number employed in any prior tax year. Excess credits may be carried forward five years; seven years for EREZ credits (also applies to 3 and 4 below).
- 3. Double Job Tax Credit for Agricultural Processing:** An additional credit of \$500 per new business facility employee may be claimed by businesses that add value to agricultural commodities through manufacturing or processing.

Enhanced Rural EZ's: Beginning January 1, 2003, there is an additional credit of \$2,000 per new job, plus an additional credit of \$500 per new ag processing job, for New Business Facilities located in an Enhanced Rural Enterprise Zone ("EREZ").

- 4. \$200 Job Tax Credit for Employer Health Insurance:** In order to encourage employer-sponsored health insurance plans, a taxpayer with a qualifying new business facility is allowed a two-year \$200 tax credit for each new business facility employee who is insured under a qualifying employer-sponsored health insurance program.
- 5. R&D Tax Credit:** Taxpayers who make private expenditures on research and experimental activities (as defined in federal tax law) conducted in an enterprise zone qualify for an income tax credit. This credit equals three percent of the amount of the increase in the taxpayer's R&D expenditures within the zone for the current tax year above the average of R&D expenditures within the zone area in the previous two years. No more than one 4th of the allowable credit may be taken in any one-tax year.

Table Y-2 (Continued)

6. **Credit to Rehabilitate Vacant Buildings:** Owners or tenants of commercial buildings in an enterprise zone which are at least 20 years old and which have been vacant for at least two years may claim a credit of 25 percent of the cost of rehabilitating each building. The credit is limited to \$50,000.
7. **Credit for Contributions to Zones:** A taxpayer who makes a contribution to a local zone administrator for enterprise zone development projects, or assisting job training and placement for the homeless may claim a tax credit. The amount of the credit is 25 percent of the value of the contribution, up to \$100,000.
8. **Ten Percent Job Training Credit:** Beginning with 1997 tax years, employers who carry out a qualified job training program for their enterprise zone employees may claim an income tax credit of 10 percent of their eligible training costs.
9. **Exemption from State Sales and Use Tax for Manufacturing and Mining Equipment:** Purchases of manufacturing machinery, machine tools, and parts therefore are exempt from the 2.9 percent state sales and use tax statewide. In addition, when used solely within an enterprise zone this exemption may be claimed for purchases of:
 - mining equipment;
 - materials used to make eligible machinery

Eligible purchases used in an enterprise zone are exempt whether the purchases are capitalized or expensed for accounting purposes.

10. **Local Government Tax Incentives:** Any city, county, or special district within an enterprise zone is authorized to negotiate with individual taxpayers who have qualifying new business facilities (a) an incentive payment equal to not more than the amount of the increase in property tax liability over pre-enterprise zone levels; and (b) a refund of local sales taxes on purchases of equipment, machinery, machine tools, or supplies used in the taxpayer's business in the enterprise zone.

For Department of Revenue "FYI" publications, go to
http://www.revenue.state.co.us/TPS_dir/wrap.asp?ind=EnterprisezoneFYI

Table Y-2 (Continued)

Enhanced Rural Enterprise Zone Job Credits

Enhanced Rural Enterprise Zones offer greater financial incentives to businesses that create new jobs in designated economically lagging rural areas. These credits are available for tax years beginning on or after January 1, 2003.

The Credits:

Businesses that create new jobs in a new or qualifying expanded business facility in an eligible Enhanced Rural EZ ("EREZ") are eligible for a total credit of **\$2,500** per new business facility ("NBF") employee. (This is the combined enhanced credit of \$2,000 in an EREZ plus the regular enterprise zone tax credit of \$500 per NBF employee.)

For NBF employees hired in an agricultural processing business in an EREZ, there is an **additional** credit of \$1,000 – in other words, a total of **\$3,500** per new ag processing job. (\$500 per NBF ag processing employee in an EREZ, plus the regular EZ credit of \$500 per NBF ag processing employee, plus the \$2,500 basic NBF and EREZ NBF credits.)

EREZ credits earned in excess of the taxpayer's tax liability may be carried forward for up to seven years (the regular EZ new jobcredits have a five year carryforward).

Businesses in an EREZ may also be eligible for normal EZ investment, job training, and other tax credits.

The Enhanced Rural Zones: The following counties are Enhanced Rural Enterprise Zones (2007-2008*):

ALAMOSA	CONEJOS	HINSDALE	LINCOLN	PHILLIPS
ARCHULETA	COSTILLA	HUERFANO	*LOGAN	PROWERS
BACA	CROWLEY	JACKSON	MINERAL	*RIO GRANDE
BENT	CUSTER	KIOWA	*MOFFAT	SAGUACHE
*CHAFFEE	DELTA	*KIT CARSON	OTERO	SAN JUAN
CHEYENNE	DOLORES	LAKE	OURAY	SEDGWICK
*CLEAR CREEK				WASHINGTON

*For prior tax years: Chaffee, Rio Grande Counties eligible 2003-04 but not 2005-06.
 Kit Carson County eligible beginning 2005-06.
 Clear Creek, Logan, Moffat Counties not eligible prior to 2007-08.
 Las Animas County eligible only 2003-04.
 Yuma County eligible only 2005-2006

Enhanced Rural Enterprise Zones are those portions of regular enterprise zones that lie within counties meeting at least two of the following five criteria:

- County unemployment rate greater than 50% above state average
- County per capita income less than 75% of state average
- County population growth rate less than 25% of state average
- Total non-residential assessed value ranks in lower half of all counties
- County population less than 5,000

The state promulgates a revised list of eligible counties every two years. When a county goes off the EREZ list, taxpayers who have future job creation plans in such a county may file a certification, signed by the local enterprise zone administrator, with the Department of Revenue for an extension of up to five additional years to continue claiming EREZ credits based on additional job creation.

See Department of Revenue "FYI Income 10 – Enterprise Zone New Business Facility Employee Credits" for more information: <http://www.revenue.state.co.us/fyi/html/income10.html>

Contact: Enterprise Zone Coordinator 1625 Broadway, Suite 2700 Denver, CO 80202
 Phone: 303-892-3840 Web site: www.AdvanceColorado.com

Source: Colorado Department of Revenue, *General Information About Colorado Enterprise Zones, 2007*, and *EZ Facts, a Summary of Colorado's Enterprise Zone Tax Benefits*. Information summarized by the San Luis Valley Development Resources Group, January, 2008.

Table Y-3

San Luis Valley Enterprise Zone - Certifications and State Tax Credits, 2007

	Alamosa	Conejos	Costilla	Mineral	Rio Grande	Saguache	Various	San Luis Valley
Certifications Issued								
Agriculture	35	32	10	1	59	56		193
Communications	1							1
Construction	15	3	3	2	10	3		36
Industrial	4	2	1		21	3		31
Manufacturing	2					1		3
Retail	22	3	2	1	8	3		39
Service	26	2		4	9	9		50
Utility		1	2	1	2	1	2	9
Grand Total	105	43	18	9	109	76	2	362

\$ Invested in SLV Enterprise Zone

Agriculture	\$ 4,094,979	\$ 2,003,821	\$ 1,099,764	\$ 25,131	\$ 8,593,186	\$ 11,682,759		\$ 27,499,640
Communications	8,584							8,584
Construction	1,584,548	131,651	183,021	39,930	3,065,145	96,250		5,100,545
Industrial	1,336,910	239,664	508,512		3,023,218	297,354		5,405,658
Manufacturing	285,819					449,449		735,268
Retail	2,568,880	236,609	210,379	111,950	763,182	282,165		4,173,165
Service	4,937,120	193,659		323,064	2,269,932	566,930		8,290,705
Utility		394,990	1,219,962	231,699	4,123	96,945	1,269,619	3,217,338
Total \$ invested in SLV Ezone	\$ 14,816,840	\$ 3,200,394	\$ 3,221,638	\$ 731,774	\$ 17,718,786	\$ 13,471,851	\$ 1,269,619	\$ 54,430,902

\$ Qualifying for Tax Credit

Agriculture	\$ 2,706,259	\$ 1,417,742	\$ 956,179	\$ 25,131	\$ 6,668,462	\$ 9,025,129		\$ 20,798,902
Communications	8,584							8,584
Construction	1,696,541	131,651	99,041	39,930	3,023,236	91,250		5,081,649
Industrial	710,373	77,895	508,512		2,424,690	190,520		3,911,990
Manufacturing	146,588					67,654		214,242
Retail	2,228,092	157,634	56,828	93,000	178,884	174,165		2,888,603
Service	1,985,253	128,832		293,348	543,015	565,948		3,516,396
Utility		394,990	1,201,072	231,699	4,123	96,945	1,269,619	3,198,448
Total \$ qualifying for Tax Credit	\$ 9,481,690	\$ 2,308,744	\$ 2,821,632	\$ 683,108	\$ 12,842,410	\$ 10,211,610	\$ 1,269,619	\$ 39,618,813

Investment Tax Credit

Agriculture	\$ 82,745	\$ 42,561	\$ 28,686	\$ 754	\$ 199,936	\$ 276,756		\$ 631,437
Communications	258							258
Construction	50,896	3,950	2,971	1,198	90,697	2,668		152,380
Industrial	21,311	2,337	15,255		72,740	5,715		117,358
Manufacturing	4,398					2,030		6,428
Retail	57,933	4,728	1,704	2,790	5,366	5,224		77,745
Service	59,558	3,865		8,800	16,290	16,978		105,491
Utility		11,850	36,032	6,951	123	2,908	38,089	95,953
Total Investment Tax Credits	\$ 277,098	\$ 69,291	\$ 84,648	\$ 20,493	\$ 385,152	\$ 312,280	\$ 38,089	\$ 1,187,051

Other Credits and Reported Employee Information

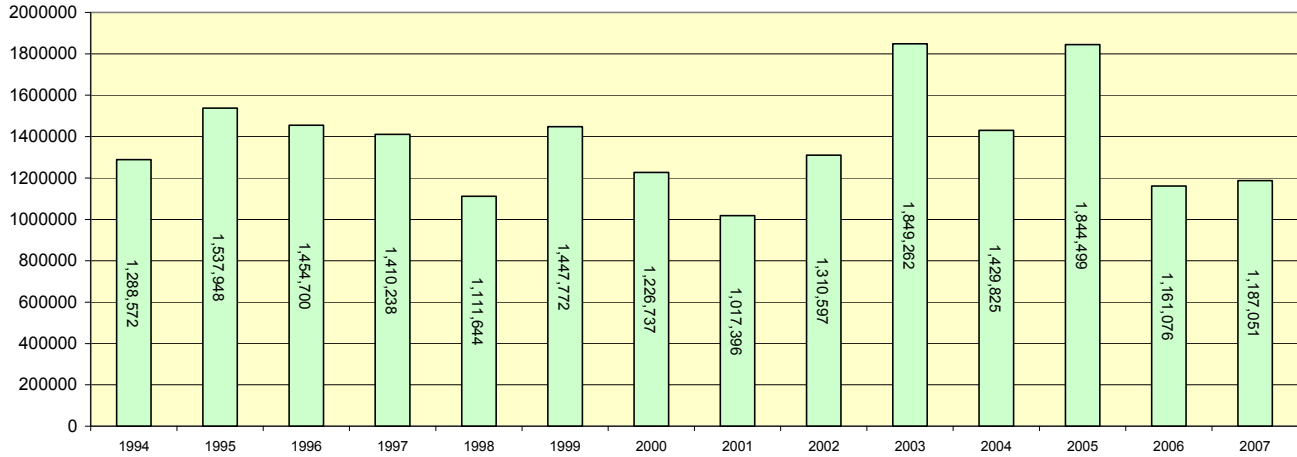
New Business Facility Jobs Credit	\$ 57,627	\$ 645	\$ 2,085		\$ 8,170	\$ 3,002		\$ 71,529
Ag Processing Credits	6,710							6,710
Health Insurance Credits	400					67		467
Enhanced NBF Credits	128,334	2,580	8,340		11,840	10,340		161,434
Enhanced Ag Processing Credits	6,710							6,710
Total Other Credits	\$ 199,781	\$ 3,225	\$ 10,425	\$ -	\$ 20,010	\$ 13,409	\$ -	\$ 246,850
Beginning of the year Employees	1,514	136	381	25	775	457	13	3,301
Ending of the year Employees	1,655	130	388	27	786	454	12	3,452
Increase <decrease> in employees	141	(6)	7	2	11	(3)	(1)	151

Source: San Luis Valley Development Resources Group, *Annual Enterprise Zone Report, 2007*.

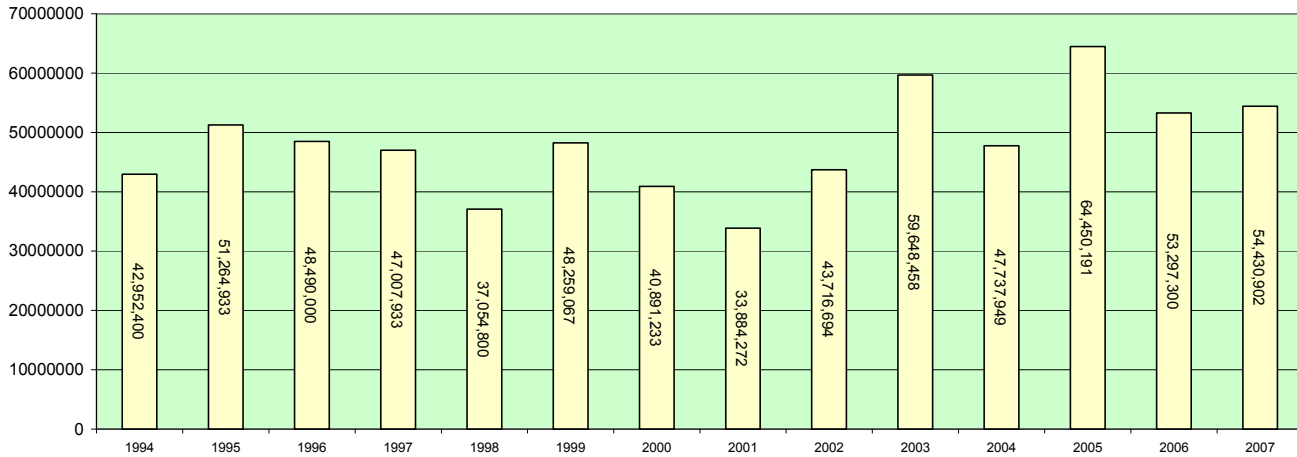
Table Y-4

San Luis Valley Enterprise Zone - Investment Tax Credits, 1994 - 2007

**Investment Tax Credits
\$19,277,317**



**Qualifying Investment Amounts for Tax Credits
\$673,086,133**



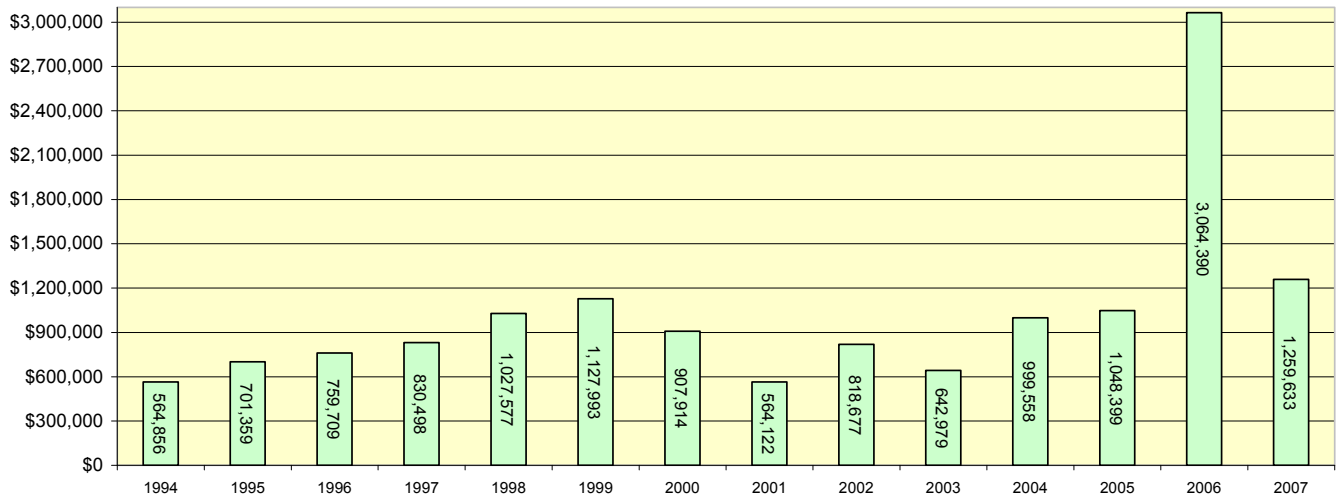
Source: San Luis Valley Development Resources Group, Annual Enterprise Zone Report, 2007.

Table Y- 5

San Luis Valley Enterprise Zone - Eligible Zone Projects, 2007

Adams State College Job Training	ASC/RH-226, Alamosa 81102	719-587-7121
Alamosa Cattails/City Gateways Downtown Develop.	P.O. Box 419, Alamosa 81101	719-589-2593
Alamosa Chamber Marketing	Cole Park, Alamosa 81101	719-589-3681
Alamosa Senior Center	92 Colorado Ave., Alamosa 81101	719-589-3277
Blanca Downtown Revitalization	P.O. Box 190, Blanca 81123	719-379-3461
Center Wastewater Treatment	P.O. Box 400, Center 81125	719-754-3497
Creede Repertory Theatre	P.O. Box 269 / 124 N Main St., Creede 81130	719-658-2540
Creede/Mineral County Info & Educ Resources Center	P.O. Box 580, Creede 81130	719-658-2874
Homelake Historic Preservation	P.O. Box 97, Homelake 81135	719-589-6099
La Puente Home Homeless Services	P.O. Box 1235, Alamosa 81101	719-589-5909
Mineral County Airport Improvements	P.O. Box 70, Creede 81130	719-658-2331
Mineral County Fairgrounds	P.O. Box 371, Creede 81130	719-658-2376
Mineral County Public Health Clinic	802 Rio Grande Ave., Creede 81130	719-658-2416
Monte Vista Chamber Marketing	1035 Park Ave., Monte Vista 81144	719-852-2731
Monte Vista Municipal Airport	4 Chico Camino / P.O. Box 333, Monte Vista 81144	719-852-5926
Monte Vista Sewer Improvements	4 Chico Camino / P.O. Box 333, Monte Vista 81144	719-852-5926
Monte Vista Urban Renewal Auth. Infra/Bus. Assist.	4 Chico Camino / P.O. Box 333, Monte Vista 81144	719-852-5926
Potato Industry Promotion (CPAC)	1305 Park Ave. , Monte Vista 81144	719-852-3322
Rio Grande County Libraries (Carnegie Library)	120 Jefferson St. , Monte Vista 81144	719-852-3931
Rio Grande County Museum	PO Box 713 / 580 Oak St., Del Norte 81132	719-657-2847
Rio Grande Hospital	PO Box 767, Del Norte 81132	719-657-2320
San Luis Valley Housing Coalition	PO Box 592 / 529 Main St #6, Alamosa 81101	719-587-9807
San Luis Valley Regional Airport Improvements	PO Box 178, Alamosa 81101	719-589-3841
SLV Information Center	947 First Ave. , Monte Vista 81144	719-852-0660
SLV Regional Medical Center	106 Blanca Ave., Alamosa 81101	719-587-1204
San Luis Valley Development Resources Group	P.O. Box 300 / 626 4th St., Alamosa 81101	719-589-6099
TSJC SLV Educational Center Job Training	1011 Main St., Alamosa 81101	719-589-1513
Tu Casa Domestic Violence Victims Shelter	P.O. Box 473, Alamosa 81101	719-589-2456
Valley-Wide Health Services Clinics	128 Market St., Alamosa 81101	719-589-5161
Windsor Historical Rest. & Museum-Del Norte	P.O. Box 452, Del Norte 81132	719-657-2070

**Contributions to Enterprise Zone Projects
\$14,317,664**



Source: San Luis Valley Development Resources Group, Annual Enterprise Zone Report, 2007.

Table Y-6

San Luis Valley Economic Development Organizations

Alamosa County	
Alamosa Community Development Corporation	719-587-5151
Alamosa County Chamber of Commerce	719-589-3681
Alamosa Tourism and Marketing District	719-589-4840
City of Alamosa Economic Development	719-589-2593
Conejos County	
Antonito Chamber of Commerce	719-376-2277
Conejos County Economic Development Organization	719-376-5654
Conejos County Tourism Information	719-376-2049
ConCEPTs	719-376-5654
Costilla County	
Costilla County Economic Development Organization	719-672-3100
Mineral County	
Creede and Mineral County Chamber of Commerce	719-658-2374
Mineral County Commissioners	719-658-2331
Rio Grande County	
Del Norte Chamber of Commerce	719-657-2845
Del Norte Economic Development	719-657-2744
Monte Vista Chamber of Commerce	719-852-2731
Monte Vista Economic Development Organization	719-852-2692
Monte Vista Main Street Development	719-852-0479
South Fork Visitors Center	719-873-5512
Upper Rio Grande Economic Development Council	719-657-2744
Saguache County	
Center Chamber of Commerce	719-754-3137
Crestone Municipal Government	719-256-4313
Saguache County Commissioners	719-655-2231
ScSEED	719-655-2231
Regional Organizations	
San Luis Valley Development Resources Group	719-589-6099

Source: San Luis Valley Development Resources Database, January, 2008
Phone numbers for community development organizations are subject to change due to change in officers, etc. We have attempted to provide up-to-date contact numbers that should be able to assist you in locating an appropriate contact.