



AEDA Services

AEDA's sole purpose is to enable and sustain economic growth in Archuleta County. One of our primary tools in doing this is through business attraction of direct-based companies, helping with local business growth and retention. We accomplish this by providing the following services free of charge to business owners. If you need any help at all regarding our services, please don't hesitate to contact us at 970-731-1443, or via email at info@aedaed.org.

1. One-on-One Business Mentoring:

- Current and projected profitability, break-even analysis
- Expense management
- Product offerings and pricing
- Sales and distribution
- Diversification strategies
- Business restructuring
- Marketing analysis
- Expansion opportunities
- Management development
- Infrastructure development
- Competitive positioning/industry benchmarking
- Relocation assistance
- Business and marketing plan development
- Access to business resource library with industry research, marketing, online research, etc.

2. Business Training

- The Nx Level Leading Edge Entrepreneurial program is a 12 week course that teaches the new or existing business owner: how to properly create a business plan, financial planning, budgets, financial statements, developing and using cash flow projections, managing growth and competition, marketing and industry analysis, legal structures, and more! See our website for the next available class, under [Upcoming Events](#).
- Marketing for Smarties – an excellent program to assist business owners with developing a marketing plan for their business. See our website for the next available class, under [Upcoming Events](#).
- The Chamber of Commerce hosts business classes regularly to help inform and train the local business owner on specific topics of interest.

3. Business Financing Options

- Through one-on-one confidential counseling, the AEDA will assist you with choosing the right financing needed for your business. Here's a list of some of the different programs:
 - a. Small Business Administration (SBA) 504 loan program, 7a programs (loans from \$100K to 2 million) – provides business owner with a 50% bank primary lien, 40% SBA secondary lien and a 10-15% business owner down payment.
 - b. Region 9 Economic Development District (loans < \$100,000)
 - Micro-Enterprise loans up to \$100K for qualifying businesses with 5 or less employees. Funds may be used for working capital, inventory, capital equipment or refinancing of credit card debt if business related. Technical assistance grants are also available for micro-enterprise loans of up to \$5000. The funds may be used for professional help such as accounting, legal, marketing, etc.
 - Business Revolving Loan Fund (RLF) for gap financing to assist small business retention, expansion and job creation – loans up to \$100K typically. Loan may be used for capital equipment, inventory or working capital. Loan amount is based on \$20K per new job created in the county, up to a maximum of \$100K, and is leveraged at a ratio of 2 to 1 with other equity or loan dollars.
 - c. USDA Colorado Rural Development – provides guarantees on business loans made with banks. Funds backed by USDA must be used for real estate, equipment, working capital and/or refinancing.
 - d. CHFA – Colorado Housing and Finance Authority – provides financing to business owners with the following programs/features:
 - Direct lending
 - SBA 504 financing
 - Manufacturing revenue bonds
 - Access to long-term fixed rates
 - 501 c(3) tax exempt financing
 - Low down payments and interest rates
 - Non-competitive application process
 - Special incentives for rural area borrowers

4. Source for Current Business and Economic Data

- We are the source for business and economic data, available on our [website](#), to help you make strategic decisions regarding your business. Demographics, retail sector data, local industry data, employment data, income data, etc; if we don't have it, we'll get it for you.

5. Business Incentives

- AEDA is the primary contact to help you with business incentives. We offer many different incentives for your business, examples are listed below. For more information, visit our [website](#).
 - New Business Facility job credits - \$2500 tax credit for any new facility jobs created in Archuleta County.
 - Investment Tax Credit – 3% of any qualified investment in section 38 property that is acquired and placed in service during the tax year, and is used exclusively in a CO enterprise zone for the first year of ownership.

- State Sales and Use Tax Exemption – sales tax and use tax exemption for any purchases of equipment used in manufacturing or mining in Archuleta County.
- Research and Development Tax Credit – 3% tax credit on expenditures for research and experimental activities.
- Tax Credit for Private Contributions – 25% tax credit for contributions to Archuleta Economic Development Association
- Tax Credit for Rehabilitation of Vacant Commercial Buildings – 25% tax credit for rehabilitation of buildings in Archuleta county that are 20 years or older and have been vacant for 2 years or more. \$50K limit.
- Qualified Job Training Program Credit – 10% of training investment tax credit
- Local Government Incentives – property tax rebates are available to qualified business owners.

6. Advocacy

- One of AEDA's primary roles is to ensure the business environment in our county is enabling your business. Some of the characteristics of a proper business environment include the following: infrastructure capacity & quality, availability of commercial land and buildings, educated and available workforce, pro-business governmental policies, business incentives, etc. We do this by being the voice for the business community, participating in meetings that can help the business environment, and by helping to guide all local stakeholders to establish more pro-business policies.

7. Community Special Projects

- The AEDA volunteers when it's needed for community special projects, such as helping out by being a member of different task forces. One example is the AEDA helped out by being a member of the Archuleta County Post-Secondary task force, which looked at post-secondary education opportunities that could be created for the local residents and workforce. Another example is the Town of Pagosa Spring's Citizen's Advisory Committee, which helped the town create the Town Comprehensive Plan.