



1. **CALL TO ORDER and INTRODUCTIONS**–Meeting was called to order at 12:03 pm.
  - a. **Staff:** Michelle Haynes (R10 Director), Trish Thibodo (Community Development), Dan Scinto (Business Loan Fund) Nancy Murphy (Small Business Development), Eva Veitch (Community Living Services), Corey Bryndal (Broadband Project Director), Courtney Rodwell, Aris Freeborn, Jo Lance
  - b. **Board Members:** Kris Holstrom (San Miguel County, Board Chair), Dave Roberts (Town of Lake City), Roger Rash (Montrose County), Elyse Ackerman-Casselberry (City of Delta), Greg Hart (Town of Cedaredge), Jon Waschbusch (Montrose County), Linda Riba (Montrose County), Vince Rogalski (GVTPR, STAC Chair), DeLanie Young (Town of Telluride), Chris Haver (Town of Crested Butte), Dave Frank (City of Montrose), Jim Gelwicks (City of Gunnison), Kristi Borchers (Hinsdale County), Laura Puckett Daniels (Gunnison County), Michelle Nauer (Ouray County) John Clark (Town of Ridgway)
  - c. **Guests:** Lisa Hemann (Auditors), Candie Perkins (Datafy)
2. **APPROVAL OF AGENDA**  
**Motion to approve agenda: M/S Linda Riba/Roger Rash: as accepted.** None opposed.
3. **APPROVAL OF MINUTES for January 26, 2023, Executive Committee Meeting**  
**Motion to approve: M/S: Dave Frank/Roger Rash as accepted with addition.** None opposed.
4. **Business Items:**
  - a. Audit:
    - i. Nothing to report as far as internal control policies.
    - ii. Compare to prior year to identify any new activity.
    - iii. Review of the minutes of the Board meetings, and reached out to a board member to identify if there was risk of any policies.
    - iv. Jo & Michelle do a great job of preparing financial statements.
    - v. No disagreements with management about how things should be reported in the Financial Statements. Management was cooperating with us in getting the items we asked for.
    - vi. Financial highlights, increase in cash balance at \$2 million and a large part of this is the new loan that had not yet been spent on building upgrades.
    - vii. Unrestricted net position \$3 million, Federal rewards \$3.9 million that was a little bit lower than the year before because of the influx COVID 19 payments.
    - viii. Single Audit: Microloan Program, no findings, unmodified opinion on the financials there.
    - ix. Net investment/equity, we are depreciating our Broadband assets and so we are not expecting that to break even as far as recuperating depreciation.**Motion to approve the Audit Report as presented.: M/S: Jim Gelwicks/Rash as accepted.** None opposed.
  - b. Regional Visitor Information Presentation – Candie Perkins, Datafy
    - i. Impact of COVID on the visitors to the region that affects travel and spending.
    - ii. The Data that we are looking at is Geolocation data, Drive Market Data, Credit Card Spend, Vacation Rental Data.
      1. Each data source has their pros & cons.
        - a. Vehicle Data: Limited to newer (10 years or newer) vehicles, is counted when a vehicle turns on/off the vehicle in the county.
        - b. Credit Card Spending Data:
        - c. Vacation Rental Data:
      2. Please see the Datafy Presentation.
        - a. Throughout the presentation you will see that we consistently choose to show Data based off visitors to the region that were coming from 75+ miles away from the center of the region.
      3. Food for Thought:

- a. There is a lot of speculation that shoulder seasons may decrease due to remote work however Region 10 is continuing to see seasonal patterns.
  - b. For the Summer, July already a peak visitation month and so you may consider events and promotion for other months.
4. We started this project when we were in the pandemic when we didn't quite know what was going to happen. We did do this on a 2 year contract with the CARES. We may need to discuss moving forward with the Dashboard. We will put it on the list for a future agenda item.

## 5. Reports:

### a. **Executive Director/Financial Report** – Presented by Michelle Haynes

#### i. Financials:

1. Dec 31, financials with us half way through the fiscal year.
2. Watching our cash flow carefully as we move forward with the construction project.
3. Financials are looking much as expected as compared to our budget. Most projects are at or above margins.
  - a. SBRC continues to run at a bit of a negative margin and the grant is an 80/20 match and so it is common for that program.
  - b. Broadband is running about as expected with a \$100,000 loss. As we get more lines up and operational we will see that come more to a break even point.
  - c. USDA Grant we have had some challenges with the grant and re-submitting reports in new formats for them.
4. Talking with Jo about the audit firm for next year, we will bring that to a future board meeting to discuss if we should put Audit Firm out for bid.

#### ii. Executive Director Report

1. Continuing to review our Organizational Structure:
  - a. Met with attorney and the outcome of that meeting was that we need more information.
2. Infrastructure Grant Navigator: we did get our grant project contract. Trish will be taking lead on that Grant and we have a consultant that we have worked with before Colleen Hannan will be working with us on that and has worked with us in the past. She is based out of Gunnison.
3. 2 new Staff Members Hired for the Olathe Project, we are expecting that building to be available to move in in mid-March
4. Dave Frank: Can we get an updated list of who is on the Executive Committee and Board?
  - a. We will get that sent out and we will add the vote for Executive Committee to the next meeting agenda.

### b. **Small Business Resource Center** –Nancy Murphy

- i. Olathe Center has full staff and it will be called the Business Cultivator. We also have a logo and programming that you can see in the report.
  1. Demystifying Entrepreneurship
    - a. Start-Up, Shore-Up and Scale-Up
  2. Food Venture Boot Camp Program: In conjunction with 3 other SBDCs, Beginning on May through July
    - a. This is an expensive program to host and so we have 5 slots for that program.
    - b. It is an online Program and we are limiting it to those within the R10 service area.
- ii. Other programs: Funding Panel in Gunnison, The Rocky Mountain Finance Institute in Spanish

### c. **Business Loan Fund** – Dan Scinto

- i. Loan Inquires are tending towards larger amounts.
  1. New Convenience Store in Montrose
  2. Hotel in Montrose – Approved by the Loan Committee today so now it will need to be approved by the state as it is funded by the CDBG.

### d. **Community Development** – Trish Thibodo

- i. Roadmap to Recover Project has developed their implementation plan and that is defining our next steps as a team. How do we develop partnerships with our Federal Land Partners and keep our Federal Lands
- ii. Brownfields Training tomorrow: how do you access funding for spaces that are Brownfields or perceived as Brownfields.
- iii. Mind the Gap: Housing Report is the final report.
- iv. Survey of Communities about what needs of infrastructure projects are.
  1. What are your needs, training needs, projects you are thinking about, thinking about projects.

- v. First Statewide Regional Navigator Meeting next week that I will be attending in Denver.
- vi. Ouray Business Roundtable meeting in March.
- vii. REDI Applications for DOLA are due March 16. Reach out to us, or your regional Manager Dana Hlavac or Patrick

e. **Community Living Services** – Eva Veitch

- i. We are working hard to improve outreach to non-English speakers. We are working with MADA in Montrose and are there the 2<sup>nd</sup> & 4<sup>th</sup> Tuesdays of the month with Bi-Lingual Options Counselors that can offer information about the services that are offered through AAA.
- ii. Became a member of the Western Colorado Migrant and Rural Coalition: Stakeholders that plugged into the Hispanic and Latino communities.
  - 1. Please get me any contacts for the non-English Speaking communities
- iii. Closed the RFP process and we are now in the Review Phase with the RAC
- iv. Reviewing the First Draft of the 4-Year Plan

f. **Broadband** – Corey Bryndal

- i. We had a BB Workshop with about 100-120 people attending, DOLA, NTIA, CO BB, CDOT, PUC, ISPs
- ii. Working on DOLA expansion Grant to reach Denver, Durango and Albuquerque. Order routers for that.
  - 1. Working on acquiring Fiber on I-70
- iii. Ouray County Public Health Line that goes from Montrose to Ouray/Ridgway we are working on our contracts with Deeply Digital
- iv. Lake City, CNL has had improvements and equipment is order and so that should be getting up and going in the Spring.
- v. Talked with Crested Butte about a CNL in Mt Crested Butte and finishing the Fiber that was put between the 2.
- vi. Received \$150,000 from Just Transitions to help increase capacity and hire staff to help.
- vii. With DOLA contract, we have 9 projects in the Northwest and 2 projects South of us in Durango and Cortez.

g. **Gunnison Valley Transportation Region Committee** – Vince Rogalski

- i. STAC has been lacking a workplan that covers a year. So that we know when the Commission will be voting on something.
- ii. HB 1101: Official request to include in the GVTPR (all TPRs) an official representative from one of our transportation agencies.
- iii. Winter Maintenance: CDOTs plowing has increased by at least \$5 million bringing it to \$25 million
  - 1. They are getting more Drivers through their CDL program and internship programs.
  - 2. There have been 282 avalanches that have covered roadways increasing more need for employees to clear.
  - 3. Hiring has improved because of housing and training.
- iv. TAP:
- v. Poor interstate payment: the federal government with dictate where it will be spent. \$30 million dedicated to these programs,
- vi. CDOT Fiber Program: There seems to be from their side a number of steps that have been completed between Region 10 and them and so they are looking to develop a program for it
  - 1. Transportation Commission with have a workshop next month about the fee structure associated with it.
- vii. Long Range Plan: the one in effect right now is the 2045 and we will be working on the plan/projects for 2050. The STAC will be looking at resource allocation.
- viii. If you are traveling between Gunnison and Montrose check the status of US 50 before traveling. They would like to get started in March but with the weather that may change.
  - 1. Initial expected finish date was to be July 14<sup>th</sup> but we see that getting extended. There is a lot of blasting left to do and the pavement that is down is just temporary.

6. **Next Meeting:**

- a. Board of Directors Meeting, March 23rd, 2023. Virtual, 4-Year Plan
- b. April Meeting In-Person at the Olathe Business Cultivator

7. **Meeting adjourned 1:38 pm**

**Motion to adjourn: Dave Frank/John Clark.** None opposed.