



Board of Directors Executive Committee Meeting
April 27, 2023
12:00 to 2:30 p.m.
Region 10 Olathe Business Cultivator-300 Hap Court, Olathe

Join Zoom Meeting

<https://us06web.zoom.us/j/84797978040?from=addon>

Meeting ID: 847 9797 8040

One tap mobile +17193594580,,84797978040# US

- 1) **CALL TO ORDER and INTRODUCTIONS**
- 2) **APPROVAL OF AGENDA ITEMS**
- 3) **APPROVAL Minutes March 2023**
- 4) **Discussion ITEMS:**
 - a. **Executive Session Request**
- 5) **REPORTS**
 - a. **Financial Report**– Michelle Haynes
 - b. **Small Business Resource Center**- Nancy Murphy
 - c. **Business Loan Fund**-Dan Scinto
 - d. **Community Development**-Trish Thibodo
 - **IIJA Navigator Introduction Report**
 - e. **Community Living Services** – Eva Veitch
 - f. **Regional Broadband**-Corey Bryndal
 - g. **Gunnison Valley Transportation Region Committee**- Vince Rogalski
 - h. **Executive Director Report**
 - **Executive Session-attorney discussion**
- 6) **NEXT MEETINGS**
 - a. **Executive Committee:** June 22, 2023 Noon-3 p.m.
 - b. **Board of Directors Meeting:** May 25, 2023 Noon-3 p.m.
 - c. **BLF Committee:** May 25, 2023 10 a.m.
 - d. **AAA Regional Advisory Committee:** TBD, 10 a.m.
 - e. **Gunnison Valley Transportation Planning Region:** Tentative May 11, 2023 10 a.m.
- 7) **ADJOURNMENT**

Balance Sheet by Category

Region 10
 Period Ending: 2/28/2023
 Format: 1 Region 10 Balance Sheet

Run Date: 4/24/23
 Run Time: 5:22:21 pm
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Assets:

Region 10 Cash	526,591.14
BLF Cash	751,551.95
SBA Cash	374,533.40
Prepaid Expenses	25,585.29
Loans Receivable	3,192,403.94
Allowance for Doubtful Accounts	(152,086.40)
AAA Receivables	319,287.03
Grants Receivable	358,605.69
Other Receivables	445,819.89
Building and Land	1,115,531.29
Construction in Progress	1,105,377.18
Broadband Assets	13,383,258.22
Furniture and Fixtures	14,461.15
Accumulated Depreciation	(3,321,379.09)

Assets:	\$18,139,540.68
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Liabilities:

Accounts Payable	833,157.39
Accrued Leave	57,960.32
Payroll Benefits Payable	(224.73)
Deferred Revenue	163,281.14
Other Liabilities	3,756.36
Broadband Deferred Revenue	150,680.33
Alpine LOC	479,940.29
SBA Loan	1,117,672.30
Cost Allocation Control	(5,593.74)

Liabilities:	\$2,800,629.66
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Equity:

Enterprize Zone	(16,359.61)
Community Development	106,824.11
Transportation and Transit	63,847.51
Olathe RISE	713,012.18
Area Agency on Aging Projects	306,867.43
BLF Projects	1,097,836.76
Small Business Resource Center	15,696.47
Regional Broadband	(47,472.60)
Unrestricted Net Assets	(174,557.62)
Temporarily Restricted Net Assets	(11.82)
RLF Retained Earnings	13,273,228.21

Equity:	\$15,338,911.02
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Total Liabilities and Equity	\$18,139,540.68
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Balance:	\$0.00
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Agencywide R&E by Category

Region 10
 Period Ending: 2/28/2023
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 4/24/2023
 Run Time: 5:18:30 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
Revenues					
Grants and Contracts	1,863,965.00	78,033.33	1,917,774.59	(53,809.59)	102.89 %
40000 EZ Admin Grant	21,000.00	1,750.00	13,266.25	7,733.75	63.17 %
40100 EDA Grant	200,000.00	19,833.33	173,166.64	26,833.36	86.58 %
40120 USDA CFTA	260,000.00	6,000.00	645,407.80	(385,407.80)	248.23 %
40400 CDOT Annual Grant	30,000.00	6,730.00	39,056.25	(9,056.25)	130.19 %
40800 DOLA - Community Development Grant	525,000.00	0.00	92,465.19	432,534.81	17.61 %
40850 Regional Broadband Capital	0.00	7,200.00	317,542.61	(317,542.61)	0.00 %
43227 SBDC Grant Income	0.00	6,500.00	89,712.59	(89,712.59)	0.00 %
43360 Energize Grant Funds	0.00	0.00	1,638.82	(1,638.82)	0.00 %
48100 Other CLS Grants	66,000.00	0.00	17,005.00	48,995.00	25.77 %
48200 SHIP Grant	22,600.00	5,020.00	9,025.00	13,575.00	39.93 %
48400 RSVP Grant	300,000.00	17,000.00	168,469.84	131,530.16	56.16 %
49500 CDBG Administration	19,200.00	0.00	34,560.00	(15,360.00)	180.00 %
49600 SBA Technical Assistance Grant	300,165.00	8,000.00	100,458.60	199,706.40	33.47 %
49700 CDBG Grant Funds	120,000.00	0.00	216,000.00	(96,000.00)	180.00 %
AAA Federal and State Program	2,096,820.00	178,261.84	1,261,087.81	835,732.19	60.14 %
40200 AAA Admin Fed	72,800.00	6,968.43	49,439.18	23,360.82	67.91 %
40210 AAA Admin State	97,320.00	8,192.77	64,547.89	32,772.11	66.33 %
40900 AAA Program Income	1,800.00	0.00	1,166.67	633.33	64.82 %
41400 AAA NSIP Fed	15,000.00	0.00	8,013.34	6,986.66	53.42 %
42500 AAA Fed Funding	1,028,900.00	73,471.44	635,114.97	393,785.03	61.73 %
43000 AAA Program State	881,000.00	89,629.20	502,805.76	378,194.24	57.07 %
RLF Interest & Fees	137,320.00	10,260.77	115,160.65	22,159.35	83.86 %
49100 Loan Interest	124,000.00	1,068.53	14,925.16	109,074.84	12.04 %
49110 Loan Interest-CDBG #6	0.00	417.47	6,893.68	(6,893.68)	0.00 %
49115 Loan Interest Rural BLF Statewide	0.00	219.13	2,819.01	(2,819.01)	0.00 %
49130 Loan Interest-SBA II #5303545000	0.00	301.46	2,570.62	(2,570.62)	0.00 %
49140 Loan Interest-SBA III # 9325495008	0.00	997.39	7,151.69	(7,151.69)	0.00 %
49150 Loan Interest-SBA IV # 2489697006	0.00	996.10	10,425.12	(10,425.12)	0.00 %
49155 SBA Loan V Interest Income	0.00	729.00	6,322.06	(6,322.06)	0.00 %
49156 SBA VI Interest Income	0.00	1,345.65	10,538.65	(10,538.65)	0.00 %
49160 Loan Interest-CDBG #8	0.00	2,810.96	19,355.95	(19,355.95)	0.00 %
49200 Loan Fees	7,200.00	1,316.00	15,161.00	(7,961.00)	210.57 %
49210 Loan Administrative Fees	6,000.00	0.00	0.00	6,000.00	0.00 %
49300 Late Fees/Penalties	120.00	59.08	977.88	(857.88)	814.90 %
49400 Loan Recovery Revenue	0.00	0.00	18,019.83	(18,019.83)	0.00 %
Other Fees & Services	239,500.00	0.00	8,372.08	231,127.92	3.50 %
43100 Small Business Resource Center Funding	16,500.00	0.00	66.00	16,434.00	0.40 %
43150 SBRC - Tuition Fee Income	12,000.00	0.00	85.00	11,915.00	0.71 %
43200 SBDC Program Income	190,000.00	0.00	785.04	189,214.96	0.41 %
45800 EZ Contribution Fees	21,000.00	0.00	7,436.04	13,563.96	35.41 %
Membership	151,370.00	13,567.68	148,435.31	2,934.69	98.06 %
42000 Member Dues	94,000.00	8,731.68	109,654.31	(15,654.31)	116.65 %
42700 Transportation Assessments	25,770.00	2,154.00	17,256.00	8,514.00	66.96 %
43400 AAA Assessments	31,600.00	2,682.00	21,525.00	10,075.00	68.12 %
Broadband Revenues	336,000.00	18,405.10	527,371.95	(191,371.95)	156.96 %
40860 Broadband Service Income	336,000.00	14,405.10	117,900.45	218,099.55	35.09 %
40870 Broadband Project Income	0.00	4,000.00	409,471.50	(409,471.50)	0.00 %
Other Revenue	75,200.00	125,915.34	654,095.40	(578,895.40)	869.81 %

Agencywide R&E by Category

Region 10
 Period Ending: 2/28/2023
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 4/24/2023
 Run Time: 5:18:31 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
40820 Infrastructure Navigator Funds	0.00	100,000.00	100,000.00	(100,000.00)	0.00 %
40840 In-Kind Donation	0.00	3,499.00	6,998.00	(6,998.00)	0.00 %
40855 BB Partners Capital	0.00	0.00	72,933.50	(72,933.50)	0.00 %
40865 BB Grant - OPERATIONS	0.00	0.00	13,433.04	(13,433.04)	0.00 %
43350 Region 9 Loan Proceeds	0.00	0.00	320,250.00	(320,250.00)	0.00 %
45000 Bank Interest Earned	120.00	150.70	537.33	(417.33)	447.78 %
46000 Local Donations	0.00	20,149.00	127,445.90	(127,445.90)	0.00 %
47000 Other AAA Revenue	41,480.00	0.00	0.00	41,480.00	0.00 %
48000 AAA Local Donations	0.00	160.00	1,050.00	(1,050.00)	0.00 %
48050 Other Income	33,600.00	25.00	4,892.71	28,707.29	14.56 %
49165 Loan Interest CO Start Up	0.00	1,931.64	6,554.92	(6,554.92)	0.00 %
Revenues	4,900,175.00	424,444.06	4,632,297.79	267,877.21	0.00 %
Expenses					
Salaries & Fringe	1,737,055.00	111,314.67	937,946.21	799,108.79	54.00 %
50000 SALARIES	1,336,190.00	86,089.21	746,432.10	589,757.90	55.86 %
50500 FRINGE BENEFITS	400,865.00	25,225.46	191,514.11	209,350.89	47.78 %
Travel	67,780.00	8,841.34	60,734.67	7,045.33	89.61 %
52000 Meetings & Travel Expenses	67,600.00	8,841.34	60,724.67	6,875.33	89.83 %
52400 Taxes, Licenses & Fees	180.00	0.00	10.00	170.00	5.56 %
Supplies	57,000.00	2,324.95	29,048.70	27,951.30	50.96 %
53700 Printing & Supplies	57,000.00	2,324.95	29,048.70	27,951.30	50.96 %
Equipment	150,000.00	1,393.14	16,035.62	133,964.38	10.69 %
59400 Equipment Rental, Repairs & Maintenance	2,400.00	0.00	3,077.88	(677.88)	128.25 %
59600 Equipment & Furniture	147,600.00	1,393.14	12,957.74	134,642.26	8.78 %
Contractual	330,045.00	39,829.76	247,734.10	82,310.90	75.06 %
54900 Consulting Fees	12,000.00	1,185.04	62,448.85	(50,448.85)	520.41 %
55000 Contractual Services	318,045.00	38,644.72	185,285.25	132,759.75	58.26 %
RFL Interest and Exp	64,800.00	4,303.67	40,491.42	24,308.58	62.49 %
92000 SBA Loan Interest	10,800.00	472.74	4,057.46	6,742.54	37.57 %
92100 Loan Expenses	12,000.00	1,430.93	15,996.56	(3,996.56)	133.30 %
92200 Bad Debt/Write Off	42,000.00	2,400.00	19,200.00	22,800.00	45.71 %
92300 Loan Collection Expenses	0.00	0.00	1,237.40	(1,237.40)	0.00 %
Broadband Expenses	144,000.00	8,955.68	52,215.64	91,784.36	36.26 %
52100 Broadband Service	84,000.00	4,216.68	18,817.68	65,182.32	22.40 %
53920 Internet - COGS	0.00	3,189.00	20,986.36	(20,986.36)	0.00 %
53950 Broadband Network Management	60,000.00	1,550.00	12,411.60	47,588.40	20.69 %
General Expense	225,690.00	20,627.20	128,921.84	96,768.16	57.12 %
52700 Telephone/Fax	12,600.00	479.37	3,951.93	8,648.07	31.36 %
53000 Rent	28,850.00	9,032.32	32,748.01	(3,898.01)	113.51 %
53300 Background and Security Verification	0.00	24.00	714.04	(714.04)	0.00 %
53600 Postage & Shipping	7,800.00	517.15	2,571.31	5,228.69	32.97 %
53900 Software - Finance	6,000.00	1,190.65	17,168.93	(11,168.93)	286.15 %
53910 Software - Miscellaneous	52,200.00	2,608.82	7,040.88	45,159.12	13.49 %
53930 Web Hosting & Design	3,600.00	12.00	1,315.08	2,284.92	36.53 %
53940 Computer Repair & Maintenance	9,600.00	0.00	0.00	9,600.00	0.00 %
54000 Dues & Subscriptions	21,000.00	261.93	10,413.47	10,586.53	49.59 %
55100 Legal Fees	7,200.00	994.50	9,137.48	(1,937.48)	126.91 %
55200 Audit & Accounting	16,000.00	419.00	14,223.54	1,776.46	88.90 %
55300 Recruitment & Retention	1,200.00	206.06	8,287.00	(7,087.00)	690.58 %

Agencywide R&E by Category

Region 10
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 Format: 2 Region 10 Revenue and Expenditures

Run Date: 4/24/2023
 Run Time: 5:18:31 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
55350 Donations & Sponsorships	12,600.00	0.00	3,004.15	9,595.85	23.84 %
55600 Promotions	37,200.00	4,881.40	18,233.82	18,966.18	49.02 %
56200 Bank Service Charges/Fees	240.00	0.00	112.20	127.80	46.75 %
56300 Other Insurance	9,600.00	0.00	0.00	9,600.00	0.00 %
Building Expenditures	74,000.00	6,409.15	41,466.57	32,533.43	56.04 %
60100 Building Insurance	14,400.00	0.00	1,707.00	12,693.00	11.85 %
60200 Building Maintenance & Repair	27,000.00	2,454.75	11,464.38	15,535.62	42.46 %
60500 Building Loan Interest	11,000.00	1,511.36	12,499.65	(1,499.65)	113.63 %
60600 Building Utilities	21,600.00	2,443.04	15,782.58	5,817.42	73.07 %
61000 Building Rent & Misc Expenses	0.00	0.00	12.96	(12.96)	0.00 %
Depreciation	584,000.00	70,320.25	562,562.00	21,438.00	96.33 %
58000 Depreciation Expense	584,000.00	2,263.14	18,105.12	565,894.88	3.10 %
58100 BB Infrastructure Depr	0.00	68,057.11	544,456.88	(544,456.88)	0.00 %
Contracted Direct Service	1,886,200.00	132,862.36	1,107,714.02	778,485.98	58.73 %
53800 DOLA - Community Development Pass Th	175,000.00	0.00	49,421.67	125,578.33	28.24 %
71400 AAA NSIP Fed	15,000.00	0.00	0.00	15,000.00	0.00 %
71500 AAA State Caregiver Match	5,200.00	0.00	0.00	5,200.00	0.00 %
72500 AAA Fed Funding	965,000.00	78,884.69	609,228.24	355,771.76	63.13 %
73000 AAA State Funding	663,000.00	53,032.67	413,467.63	249,532.37	62.36 %
73600 ADRC Expenses	0.00	945.00	1,753.85	(1,753.85)	0.00 %
78100 Other CLS Grants Expense	63,000.00	0.00	33,842.63	29,157.37	53.72 %
Other Expenses	142,900.00	5,806.34	44,157.18	98,742.82	30.90 %
53650 Educational Supplies	12,000.00	0.00	1,013.30	10,986.70	8.44 %
55360 Volunteer Costs Travel and Meals	0.00	5,628.05	41,281.54	(41,281.54)	0.00 %
55363 Recognition - Individual	0.00	163.00	1,847.05	(1,847.05)	0.00 %
55365 Recognition - Events	0.00	15.29	15.29	(15.29)	0.00 %
58500 Stipend	130,900.00	0.00	0.00	130,900.00	0.00 %
Expenses	5,463,470.00	412,988.51	3,269,027.97	2,194,442.03	0.00 %
Agency Balance	(563,295.00)	11,455.55	1,363,269.82		

SBRC Board Report

April 27, 2023

Of Interest

- This week at the Business Cultivator in Olathe:
 - ✓ Grand Opening, today, 2:30-4:30p.m., 300 Hap Court, Olathe, 81425
 - ✓ Kickoff event: Demystifying Entrepreneurship, Fri, Apr 28, 5:30- 8 p.m. and Sat, Apr 29, 8:30 a.m.- 4:30 p.m.
 - ✓ Website: bizcultivator.org
 - ✓ Next week Venture Food Bootcamp, online, May 3- July 19

What's Been Happening

- Callie and Sarah were featured on Kooler Lifestyle Podcast. Join host Matthew Kuehlhorn on this week's episode of the Koolers Lifestyle Podcast as he sits down with Callie Koch and Sarah Steffens from Region 10. Discover how this 501(C)3 nonprofit is leveraging resources to help build strong communities in Delta, Montrose, Hinsdale, Gunnison, Ouray, and San Miguel counties through senior services, small business services, and regional development support. Learn about the small business services they offer and how people in these communities can tap in and grow their ideas. Tune in now to find out how Region 10 is making a positive impact on local and county governments.
- Funding Panel, Thurs, Mar 30, in Gunnison, hybrid—Dan and Sarah participated on the 5-person panel and Callie moderated.
- [Rocky Mountain Microfinance Institute](#)'s Business Idea Lab bootcamp for Spanish language entrepreneurs began on April 10 in Gunnison and concluded with a pitch event on April 21. Fifteen people participated—mostly from Gunnison but a couple from Crested Butte. Two participants proved to be particularly motivated, with a business concept a little more developed than the others, have been invited to continue and participate in the 2nd phase of RMMFI's program. They will join a Denver cohort for a longer bootcamp this summer either virtually or in person.
- Food Truck program development—4-part series: health codes; taxes and licenses; how to build out your truck (in-person); and operations.
- Susan has held two Business Plan in a Day workshops for Valley Food Partnership
- SBDC Q1 reporting and impact
- Gunnison Chamber After Hours
- Hotchkiss Chamber meeting

What's Coming Up

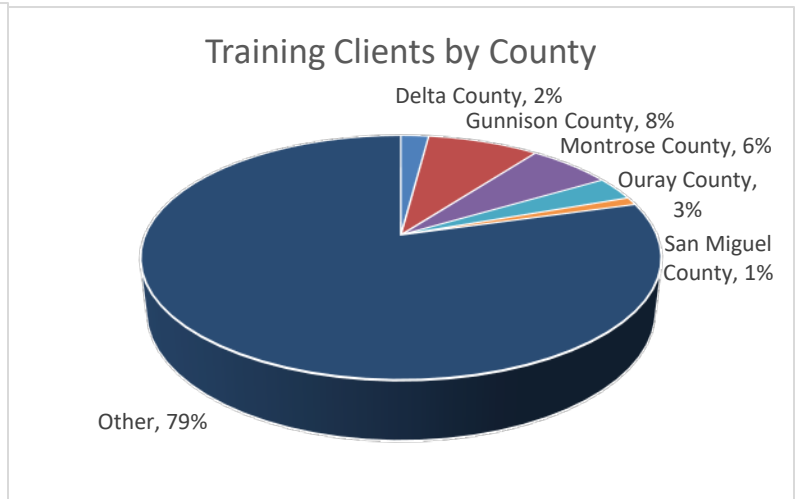
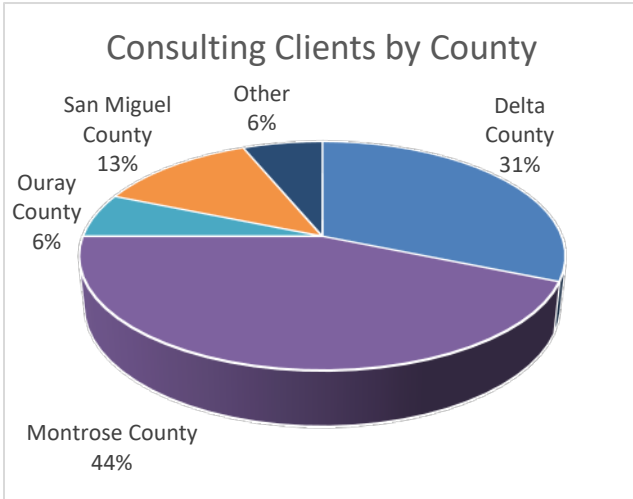
- Presenting at the Women's Conference in Durango Wed, May 3
- Workshops and Trainings—in the process of reviewing, revising, and developing current and new trainings. More info at the May meeting.

March Consulting

Clients	Sessions	Hours	Rating
16	22	28	4.5/5

February Trainings

Attendees	Workshops	Hours	Rating
97	6	16	5/5





Business Loan Fund 03/2023

Action Items/Activities/Inquiries

Action Items

- None

Activities/Inquiries

Loan Inquiries

- The current pipeline consists of three loans approved and waiting to close, six loans in underwriting, and three in the pre-application stage.

Notables

- Verbal approval of the new CDBG contract has been given. We are waiting for the signed contract. Once received we will close one approved CDBG loan (Disaster Recovery of the Rockies) and submit a contract amendment for \$500,000 setting aside \$400,000 for The Rathbone Hotel.
- We initiated the application process to obtain an additional SBA loan for funding our Microloan requests. It will likely be between \$500,000 and \$750,000.
- We had two loans closing in March for a total of \$61,700. \$17,500 for a Delta County restaurant and \$44,200 for an earth moving contractor **Montrose County**.

Loan Production Report

Fiscal Year 2022-2023								
Loan Number	Amount	Amount	Date Closed	County	Jobs Created	Jobs Retained	Funds Source	Funds Leveraged
3610	Crown of Folklore LLC	\$ 50,000.00	7/18/22	Gunnison	0	1	SBA VI	\$ -
1432	SFD MFG CO LLC	\$ 160,000.00	7/29/22	Montrose	8	8	CDBG	\$ 616,000.00
1089	Delta Egyptian Theater	\$ 50,000.00	8/29/22	Delta	6	4	RLF	\$ 320,000.00
3612	Motherfoodtrucker LLC	\$ 30,000.00	9/8/22	Montrose	1	1	SBA VI	\$ -
1090	San Juan Brews LLC	\$ 35,000.00	9/8/22	Montrose	1	4	RLF	\$ -
3611	Pomona Brewing Company	\$ 50,000.00	9/9/22	Montrose	3	2	SBA VI	\$ 132,050.00
3613	Hot Diggity Excavation	\$ 50,000.00	9/9/22	Delta	5	2	SBA VI	\$ 112,206.00
2500	Castle Carpet & Surface Cleaning	\$ 35,000.00	9/27/22	Gunnison	3	3	CO Start-Up	\$ 95,000.00
2501	T&J Ventures LLC	\$ 50,000.00	9/30/22	Montrose	1	2	CO Start-Up	\$ 5,000.00
2502	Alpen Confections LLC	\$ 20,000.00	10/7/22	Montrose	0	2	CO Start-Up	\$ -
1522	Montrose Metal Works LLC	\$ 15,000.00	10/7/22	Montrose	0	1	SBA III	\$ -
2503	Globeville Commercial dba Briarwood Inns	\$ 50,000.00	10/21/22	Montrose	0	6	CO Start-Up	\$ -
1433	RAW Beauty Esthetics	\$ 83,000.00	10/28/22	Delta	0	11	CDBG	\$ -
2504	The People's Last Stand	\$ 150,000.00	11/21/22	Gunnison	14	0	CO Start-Up	\$ 75,000.00
1738	The People's Last Stand	\$ 50,000.00	11/21/22	Gunnison	14	0	SBA IV	\$ -
2506	LandWorks Equipment LLC	\$ 50,000.00	12/2/22	Montrose	2	0	CO Start-Up	\$ 25,000.00
1815	Tripp Electrical Systems	\$ 18,400.00	1/4/23	Montrose	0	1	SBA VI	\$ -
1523	Baan Thai LLC	\$ 45,000.00	1/13/23	Montrose	2	0	SBA III	\$ -
3614	Montrose Footwear	\$ 50,000.00	1/27/23	Montrose	0	3	SBA VI	\$ 28,350.00
3615	Secret Creek Group LLC	\$ 50,000.00	2/24/23	Montrose	8	45	SBA VI	\$ -
1817	Sweet Ouray	\$ 50,000.00	2/24/23	San Miguel	5	0	SBA V	\$ 40,000.00
1818	Francisco's Restaurant	\$ 17,500.00	3/24/23	Delta	2	2	SBA V	\$ -
1524	Westward Enterprises DKA LLC	\$ 44,200.00	3/24/23	Montrose	1	1	SBA III	\$ -
	Totals	\$ 1,203,100.00			76	99		\$ 1,448,606.00

Community Development/EZ April 2023

Action Items: None

Noteworthy:

- **Regional Grants Navigator Project (Feb – Dec 2023):** *The intent is to assist communities in accessing federal funds from the Infrastructure Investment and Jobs Act and the Inflation Reduction Act. We have funding from the State for this project through the end of the year.*
 - In addition to lead contractor Colleen Hannon, we will be bringing on Shay Colburn as one of the core contractors on this project. (Colleen's initial report is attached)
 - Conducted initial site visits to discuss priority infrastructure projects and challenges: **City of Ouray, Ouray County, Ridgway, Nucla, Naturita, Norwood, Pitkin, Lake City, Paonia, Crawford, and City of Delta. In early May we will visit Gunnison County and City of Gunnison.** We will continue to meet with communities.
 - In process of developing Special District Survey and SD list.
 - Working with OEDIT to plan a Regional Infrastructure Summit on accessing federal IJIA grants scheduled for July 11, 2023, location TBA
 - Continue to research funding sources to match with jurisdiction needs.
 - Still seeking a pool of qualified consultants who can support jurisdictions from project development, grant writing to project management.
 - Reminder: Please note that we are happy to meet with your boards and council to discuss infrastructure projects and needs.
- **Aligning Strategies Policy Academy** (Colorado was one of six states selected to participate). The purpose of this academy is to assist selected states, EDDs, and other regional stakeholders to develop a strategy to promote better alignment in state and regional strategies to ensure more impactful, coordinated, and collaborative implementation of economic development programs.
 - Co-lead of the sixteen member Colorado Team
 - Attended initial Cohort Meeting in Washington DC (April 27-28) with the three other Core Team members.
- **Summer Intern** – we will be bringing on Gavin Lindsey, a current sophomore undergraduate at Harvard pursuing a dual degree in Environmental Science & Public Policy and Economics. He is from Montrose County where he graduated from Olathe High School in 2021. He is interested in community economic development and transportation. One of the special projects we are considering he works on is related to EV infrastructure, in addition to the other active regional planning projects.
- **Presented at and attended** - *2023 Economic Development Conference for the EDA Denver Region* and presented on a panel workshop *Coal Brew Conversations: Economic Transition and Resilience in Coal Impacted Communities.*

Informational/Ongoing:

- **San Juan Regional Leadership Committee** – participating on the SJRLC which just launched and will work to identify a regional pressing cross- sector issue, and develop shared agreement on a

capacity-building strategy. This work will continue into 2024-25, where the RLC will begin bringing regional partners to the table to explore and advance solutions.

- **City of Delta** - Meeting regularly with the City and Library to develop an EDA grant to support the new maker/co-working space for business support services and workforce development.
- **West End Economic Development Corporation** (Nucla, Naturita, Norwood): Continue to manage their REDI grant and participate on board of directors.
- **Delta County**- Continue to participate as an ex-officio member of the One Delta County Board.
- **Economic Development Council of Colorado:** Board of Directors, Executive Committee (Treasurer), Events Planning Committee and Public Policy Committee.
- **Delta County Economic Update** – attended semi-annual update and was able to invite our DOLA REDI grant manager (Patrick Garrett) to the event.
- **Conexion Coworking (Olathe)** – moved to the new Business Cultivator
- **Central San Juan High Alpine Roadmap to Recovery** ([Final Plan link here](#))
 - Team is moving to quarterly meetings while subcommittees continue to meet monthly to implement the plan. Both Region 10 and Region 9 is seeking additional grant funding to support facilitation, infrastructure study and implementation.
 - **Communications Sub Committee:** Currently working on two primary projects for a new informational website Alpineloop.info:
 - A joint video on “Be Respectful” for the High Alpine Loop.
 - Working on content for Alpineloop.info website to be the central location to share multi-county information about the status, regulations, and backcountry etiquette with travelers of the Alpine Loop.
 - Both will be ready by May 1, 2023
 - **Infrastructure Sub Committee:** Continues to look for funding to conduct a socio-environmental study to evaluate trail and camping use and collect data on negative impacts, the carrying capacity of different locations, travel data and recommend solutions.
 - Region 10 submitted a CPW Partners in the Outdoors grant to support ongoing facilitation.
 - **Reminder: Regional Housing Study:** *Minding the Gap* found [here](#)

West Slope Resource Development

P.O. Box 7024

Gunnison, CO 81230

Memorandum

To: Region 10 Board of Directors
From: Colleen Hannon, Infrastructure Navigator Project Consultant
Date: April 12, 2023
Re: Project Update

Dear Board members:

It's with pleasure that I offer this update on the above project. I joined the Region 10 team as a consultant on the Regional Infrastructure Navigator project at the end of February.

A bit about my qualifications for the Navigator role...I have a degree in Urban and Regional Planning. I have worked for Region 10 and local governments in the past. I remember writing a grant to rebuild the Norwood grandstand after a fire and one for a senior van for Nucla! I have been a consultant in the private sector for quite a while now.

My background includes roles as the Sponsored Program Director for Western Colorado University; a grant writer for Colorado Mountain College-Timberline Campus; and a consulting grant writer and instructor in grantsmanship. Having worked for local government as a planner and as a grant writer gave me a unique understanding of how to meld the two skill sets together to obtain grants for communities. It has been rewarding! I am glad to be on board.

Now, on to our report...

During the first quarter, 2023, the Navigator team worked to launch the project and begin outreach to members. The intent is to assist them in accessing federal funds from the Infrastructure Investment and Jobs Act and the Inflation Reduction Act.

To that end, we have begun work on the following tasks. The primary objective this past quarter has been to reach out to member jurisdictions and familiarize us with their infrastructure needs and the timelines for meeting those needs...somewhat of an existing conditions inventory.

- Mobilize the project by executing a contract with the State and retain a lead consultant.
- Advertise and assemble a list of consultants who are available to assist jurisdictions with acquisition of federal funds, including project development and design; funding searches; readiness to proceed; grant writing; and more.
- Distribute a survey to jurisdictions asking for their infrastructure projects; the timelines for implementation of such projects; and their capacity to pursue federal funds.
- Respond to the survey results by contacting a first tier of jurisdictions for in-person interviews to assess further those infrastructure needs. At a minimum, 12 jurisdictions will be interviewed by the beginning of May. Tiers of interviews were determined by the timeline each jurisdiction submitted in its survey response.
- Create a "Readiness to Proceed" fact sheet for use during jurisdiction interviews.
- Research funding sources to match with jurisdiction needs.
- Research funding sources for assisting jurisdictions with "boots on the ground" grant writing.

West Slope Resource Development

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- Network with State partners such as OEDIT and DOLA Regional Managers; other Regions; and federal agencies announcing funding opportunities. This networking includes a monthly Navigator meeting and attendance at the Local Government Coordination Call and the IJJA Office Hours.
- Coordinate with the State to host a regional summit in July 2023 for all jurisdictions in the region.
- Initiate reporting systems to track applications submitted, grants awarded, and projects completed. Complete first quarter reporting to the State.

By the end of the second quarter, we will have met with all jurisdictions and begun outreach to special districts. We hope to see jurisdictions choose to apply for funds and to assist them with that process, using a cadre of consultants. The regional summit program plan should be completed. If desired, we will initiate a “Grants and Grub” monthly roundtable to troubleshoot issues in the grant writing process. Reporting and attendance at State meetings will continue.

The third quarter will include a more targeted grant writing effort. The regional summit will take place in July. The fourth quarter will be similar. It often takes months for awards at the federal level to be issued. I would anticipate that, while applications may be submitted in 2023, the results of that work may not be known until 2024. It is hoped that future funding for the Navigator program will be forthcoming in 2024.

I will be providing updates monthly during 2023 (with the exception of the month of May). Please reach out to Michelle, Trish, or me with questions anytime. I can be reached at 970.275.3651 or channon@region10.net.

Thank you.



Action Item:

Noteworthy:

- Working on Contract for RSVP Coordinator in the San Miguel/West End area.
- Continuing outreach efforts to the Non-English speaking community with attendance at the bi-weekly MADA educations.
- RSVP recruited new new SHIP counselor joining the team; starts training the week of 5/1/23.

Informational/Ongoing

- Submitted the 4 Year Area Plan; Received and reviewing the AAA budget for next fiscal year.
- Preparing for AAA annual contractor reviews to be completed by the end of the fiscal year.
- The Conusmer Directed Program continues to have new referrals.
- This month is Volunteer Appreciation Week. Joe Walker had each RSVP Community Coordinator find an item or items local to their communities with a cost up to \$20 for each volunteer. Each area had something different. Examples include locally made candles, local honey, and Farmer's Market Bucks. Thank you cards were sent and each RSVP Communiy Coordinator provided the thank you gifts to volunteers either personally or via distrubution by a volunteer Station. A number of Facebook posts shared and honored the work of the volunteers.



April 2023
Corey Bryndal
Regional Broadband Project Director
Broadband Report to the Board

- Region 10 staff attended the Colorado Broadband Office & NTIA's Internet for All Summit. Got to spend some time with NTIA management. Moderated a panel on how communities can reduce barriers of entry and work closer with Internet Service providers regarding upcoming grant opportunities.
- **DOLA EIAF Broadband** middle mile expansion plan is moving forward. This allows for direct fiber connection east into metro Denver and expansion south into Durango and Cortez. Region 10 is negotiating fiber agreements along Interstate 70 and south towards Durango and Cortez with Tri-State. Routing equipment has been ordered. Have received two of three bids for optical equipment.
- CDOT has made good progress for splice locations west of Glenwood Springs where a new cable has been obtained. These splice points help serve communities along the route. Region 10 has is working on final redline of CDOT IGA. We are awaiting a final quote and "Task Order" which acts as a fiber lease. We met with Zayo Group, another fiber provider which offers fiber for various portions of the route and provides options for higher service level agreements needed by some prospective broadband uses. Region 10 met with NWCCOG/ Project THOR to learn about an option of using their services. Evaluating each option pro's / con's to reach a solution that best serves western slope communities.
- Lake City fiber build is ready to move ahead this spring. CNL improvements are complete. GCEA pole make ready work has been determined to be minimal. Region 10 has ordered Ethernet switches. Weekly calls with Visionary and Hinsdale County continue. Fiber construction to start spring of 2023.
- **Region 10** received a \$150,000 grant from the **Just Transition Fund**, a group that helps support coal-impacted communities to help build broadband capacity. Initial press materials were released. We are discussing a job description to post for a technical assistant.
- **Region 10** continues to work with **DOLA**, to assist with their data collection on broadband projects. Since ours is a middle-mile project and statistics sought involve last-mile connections we are working with our partner ISP's to obtain the requested data where possible. There is discussion around approaching DOLA for the next phase of providing Technical Assistance for rural Colorado broadband projects.
- Dark fiber into **Telluride** is ready for activation. Updates to equipment and software in the Montrose CNL were completed to support adding Telluride into the network. Switching and optical equipment was staged, software upgraded and base configs put in. Equipment was placed in the Nucla Tri-State



regen site, and we were able to verify the connection back to Montrose. In the Norwood CNL, there was a mis-match of the power connector type and an electrician (C.A.M) will be changing out a few outlets so we can connect UPS's. From there, we will install equipment in Telluride for final activation. We identified several small items that were left out of the bill of materials – stacking cables, SR optics, and Layer 3 licenses that we are working on procuring. Val Technologies, Brocade and SmartOptics have all be very supportive as we move towards activation of this link. VERO/Clearnetworks has asked for pricing to use the link.

- **City of Ouray and Ouray County** Finalized agreements for Operations and Maintenance and a fiber lease with Deeply Digital & Clearnetworkx. Clearnetworkx was awarded a state grant for further fiber expansion in Ouray County which will use additional strands. Region 10 has brought Commnet Wireless into the discussion about improving mobile coverage as well.
- **Gunnison County, Crested Butte and Mount Crested Butte** have asked Region 10 to focus on long-term, permanent fix, with possible interim solution between Gunnison and Crested Butte. Discussion have included new fiber construction to finish the Crested Butte to Mt. Crested Butte fiber connection, along with identifying a CNL location. Crested Butte recently identified that an existing County fiber line was installed along with power lines outside of the road easement where a new housing project is to be constructed. Gunnison County, Region 10 and GCEA will work together to address the situation and reduce any cost exposure. Visionary Broadband has started to look at assets for fiber and service expansion in the upper valley. This could include building the last mile of fiber to a CNL in Mt. CB.
- Region 10 met with the Town of Pitkin to discuss infrastructure needs. The conversation quickly moved to Broadband. Region 10's Broadband Director is putting together a follow on discussion to explore options for Commnet Broadband to provide AT&T Firstnet, cellular and fixed wireless services. We are also engaging Visionary Broadband to see if there is interest in expanding into Pitkin.
- Region 10 has begun an audit of CNL facilities. The goal is to identify and address any gaps. We intend to normalize access control by expanding our use of a networked keycard system. Backup power systems use batteries that require periodic replacement and capacity upgrades. Generator and air conditioner systems require periodic inspections & occasional maintenance. Additional CNL services such as temperature monitoring are being considered. Data switching equipment is due for software upgrades and we are working with our vendor to evaluate the best options.
- Staff is working on plans expand visibility to the network and to identify and address service issues within the existing Region 10 network. A mix of new software, and partner services are being considered. The result should be improved uptime, timely software updates and better response to service impacting and ongoing maintenance needs. New routes are being added to Region 10's GIS system. Maintenance on one switch stack in Montrose is committed for April, and additional configuration and updates are planned for other sites in the network.



- Within **Garfield County and Mesa County** eleven communities have used local matching funds along with DOLA provided funds to develop lateral fiber and CNL facilities. Each will attach to the planned Region 10 fiber along Interstate 70. This route will extend the Region 10 network to Denver where commercial sources of Internet service, content providers and the Front Range GigaPOP are located. We continue to work through these opportunities with the goals of sustainability and western Colorado collaboration in mind.
- Continuing to work with our neighbors to the south in **Region 9** and is working on projects in the region to develop redundant fiber routes with more capacity and connect to primary Internet sources for the Western Slope in general. Region 9 member Archuleta County continues to experience delays and challenges in contracting for the use of CDOT fiber infrastructure between Pagosa Springs and South Fork. Region 10 contributed route and equipment information to a NTIA Middle-Mile grant request submitted by Region 10 which will contribute to the fiber ring concept. As a solution to accessing state-owned fiber has not been forthcoming, Region 9 retained attorney Ken Fellman to assist.
- Region 10 identified a significant fiber gap between Durango and Pagosa Springs. This route will provide an opportunity for improved reliability for the entire western slope of Colorado – especially Region 10’s six counties. Five partners came together to develop \$2 million in matching funds for the project. DOLA awarded La Plata County \$2.1 million in middle-mile funds for purchase of a one-time assignable IRU. The \$4.1 million project includes La Plata County, Archuleta County, La Plata Electric Association, Southern Ute Indian Tribe and Region 10. As a result, Region 10 will receive use of four strands of fiber that will contribute to improved reliability of our overall infrastructure. Partners in the Durango will lead the project. This project has advanced to engineering and an IGA is being developed.
- DOLA responsibilities -in the “Technical Assistant” role, Region 10 staff continues to present broadband educational materials, review potential project applications, attend regional meetings and provide technical assistance for broadband development throughout our DOLA identified territory. Engagements include SCEDD, PPACG, San Luis Valley BCO, Region 9/SWCOG, AGNC and others.
- Region 10 has established new working relationships with network operators in Utah including Strata Networks, Emery Telecom and Zayo Group. We have identified three potential fiber routes between Colorado and Utah which could provide connections to Salt Lake City to improve Internet reliability in western Colorado. Additionally, Emery Telecom was able to assist the City of Fruita in connecting to the Region 10 network at our Grand Junction POP.



Executive Director Update April 2023

Discussion Items:

*Executive Session for discussion/review of attorney review of entity.

Informational Items:

- Cascade Addition/Remodel is near completion; anticipated to be completed the first week of May.
- Olathe remodel project is completed. **Open house is scheduled for April 27 from 2:30-4:30. We will host the Region 10 Executive Committee meeting at the site prior to the Open House.**
- Working with admin team on board survey discussed at the January meeting to be distributed in April and reviewed at May Board of Directors meeting.
- Reviewing Broadband revenue model for current and expanded operations to attempt to reach financial sustainability. Also discussing with DOLA potential for renewal of coordinator grant, and planning for statewide operation model.
- Infrastructure Project Navigator- utilizing a contractor model, with a primary contractor and supporting contract pool, managed by Trish Thibodo. After community survey, meeting with communities to determine projects and support for those who indicated projects in progress.
- Continue discussions with CDOT team on broadband access and TPR review.
- Reviewing technology support structure and potential shift in hardware and services.
- Attended NADO Denver EDA conference April 10-12.
- Attending SBA Micro-lending conference May 1-2.

Staffing:

- The Business Loan Fund Director, Dan Scinto, is planning to resign to relocate in the near future. We will begin advertising for this position.
- We were contacted by a college student interested in a summer internship; we will utilize for community development programs.
- Received Just Transitions (national foundation) grant of \$150,000 for Broadband one-year capacity support for the network. Working on job position description. Just Transitions also provides technical assistance, which we are planning to utilize.
- Creating job position for AAA/RSVP Program Coordinator in preparation for transition of management team in AAA.