



**Board of Directors Executive Committee Meeting
July 24, 2025
12:00 to 2:00 p.m.
Region 10 145 S Cascade Conference Room**

- 1) **CALL TO ORDER and INTRODUCTIONS**
- 2) **APPROVAL OF AGENDA ITEMS**
- 3) **APPROVAL Minutes May 2025**
- 4) **New Business/Presentation**
 - a. **Broadband Expansion Project Update**
- 5) **REPORTS**
 - a. **Executive Director Report**– Michelle Haynes
 - **Financial Report**
 - **Community Development**
 - **Regional Grants Navigator**
 - b. **Small Business Resource Center**- Nancy Murphy
 - **SBDC/Business Cultivator**
 - **Business Loan Fund**
 - c. **Area Agency on Aging**– Brian Bowler
 - d. **Regional Broadband**-Corey Bryndal (will be in presentation—report update not provided)
 - e. **Gunnison Valley Transportation Region Committee**- Vince Rogalski

Action: Accept Director Reports
- 6) **NEXT MEETINGS**
 - a. **Board of Directors Meeting: August 28, 2025 Noon-2:30**
 - b. **Executive Committee: September 25, 2025 Noon-2:00 p.m.**
 - c. **BLF Committee: August 28, 2025 10-11 a.m.**
 - d. **AAA Regional Advisory Committee: September 4, 2025 9:30 a.m.- 1 p.m.**
 - e. **Gunnison Valley Transportation Planning Region10: August 14, 2025 1:30 -3:30 p.m.**
- 7) **ADJOURNMENT**



1. **CALL TO ORDER and INTRODUCTIONS**–Meeting was called to order at 12:03 pm.
 - a. **Staff:** Michelle Haynes (R10 Director), Nancy Murphy (Small Business Development Director), Brian Bowler (AAA Director), Courtney Tribble (Community Development), Aris Freeborn (Accounting)
 - b. **In-Person Board Members:** Mayor Dave Frank (City of Montrose), Commissioner Mike Lane (Delta County), Commissioner Craig Fuller (Delta County), Mayor Paige Smith (Town of Paonia), Vince Rogalski (GVTPR Chair), Commissioner Sue Hansen (Montrose County), Council Member Jim Gelwicks (City of Gunnison), Linda Riba (Montrose County private appointee), Colleen Hannon (Gunnison County private appointee)
 - c. **Remote Board Members:** Commissioner Lance Warning (San Miguel County Commissioner), Mayor Greg Hart (Cedaredge), Kami Collins (Colorado OEDIT)

2. **APPROVAL OF AGENDA ITEMS**

- a. **ACTION ITEM: Motion to approve Agenda M/S Jim Gelwicks / Sue Hansen, as accepted.** None opposed. Motion passed unanimously.

3. **APPROVAL OF MINUTES for April 2025, Executive Committee Meeting**

- a. **ACTION ITEM: Motion to approve minutes: M/S: Mike Lane/Sue Hansen, as accepted.** None opposed. Motion passed unanimously.

4. **ACTION ITEM: OFFICER ELECTIONS**

- a. Chair – Dave Frank
- b. Treasurer - Michelle Nauer
- c. Vice Chair - Sue Hansen
- d. Past Chair - John Clark

ACTION ITEM: Motion to approve Officer Elections: M/S: Colleen Hannon/Page Smith, as accepted. None opposed. Motion passed unanimously.

5. **FY 2026 Budget**

- a. AAA (Area Agency on Aging)
 - I. Budget is based on January 2025- March 2025.
 - II. AAA continues to see cuts in funding, as a result \$350k- \$400K has been cut from the budget.
 - III. ARPA funding is no longer available, and the state is not reallocating \$2 million in AAA funding.
 - IV. AAA services have been targeted to focus on seniors who have the highest need for services. A waitlist has been established.
 - V. Options Counselor contracts have been reduced. In particular, the Volunteers of America (VOA) has been cut from \$130k to \$100k. Software contracts have been reduced; the staff is utilizing other options for managing services.
 - VI. The president has removed the Ombudsman program from his proposed budget, but it is still included in the current funds.
 - VII. AmeriCorps (RSVP-Retired Senior Volunteer Program and Senior Companion) match has been approved to move to zero, reducing the budget, but freeing up other funds that were being utilized for match.
 - VIII. The Telluride Foundation continues to provide funding to West End senior centers and is anticipated to remain stable.
- b. Community Development
 - I. Anticipated Economic Development Administration (EDA) planning grant funds have been allocated in the budget. We have not received funding for April, and we are unsure if the funding will be backdated.
 - II. The Grants Navigator program has been funded through October, with the possibility of extending to the end of the year.
 - III. The Department of Local Affairs (DOLA) mini grant of \$50k will be rolled out soon.
- c. TPR (Transportation Planning Region)

- I. State funding has been reduced to \$21k, which was previously \$30k while Vince was the State Transportation Advisory Committee (STAC) chair.
- d. Small Business Resources
 - I. We are currently waiting for the Small Business Association Technical Assistance (SBA-TA) application to be released. In the past it was available June 1st. Typical funding is \$280k- \$300k and is utilized to provide support to small local businesses.
 - II. The USDA (Department of Agriculture) funding supports the operation of the Olathe Cultivator. It is set to end in September this year. We are requesting, and expecting, an 18- 24-month extension.
- e. Broadband
 - I. Capital expenditure is not included in the budget.
 - II. We have \$2.5 million in remaining funds to draw down for the expansion project.
 - III. We will be returning \$1.8 million for the broadband Gunnison project as we were not able to find match or partners to complete the project in the County.
 - IV. We currently bill \$360k annually for broadband services and are estimating this to double in the coming year with a revenue of \$720k.
 - V. The broadband project should break even by June 2026 and will be reevaluated at that time for sustainability.
 - VI. Department of Local Affairs (DOLA) funding for the Director TA will end 12/31/25. The state swept DOLA Energy Impact Assistance (EIAF) funds, and we are anticipating no funding for next year for broadband from the state.
 - VII. The increase in expenses is due to the I-70 expansion project.
- f. Administration and Operations
 - I. A salary increase of 3.5% is budgeted for cost of living.
 - II. An overall increase of 108% in staffing cost.
 - III. We have not established an indirect rate; therefore, we use the standard 15% for federal grants, with direct allocation of larger administrative expenses.
 - IV. Office coordinator positions are currently being evaluated. AAA staff has been reduced.

ACTION ITEM: Motion to approve FY 2026 Budget: M/S: Jim Gelwicks/Mike Lane, as accepted. None opposed. Motion passed unanimously.

6. FY 2025 Audit Engagement Letter

- a. We have asked the auditors to engage earlier in the future due to an RSVP (Retired Senior Volunteer Program) audit finding regarding timeliness of the submission.
- b. We are anticipating \$18k for the audit.

ACTION ITEM: Motion to accept: FY 2025 Audit Engagement Letter M/S: Sue Hansen/Mike Lane, as accepted. None opposed. Motion passed unanimously.

7. Loan Fund Bad Debit Write Off/Collection Options

- a. Attorney action items are located on page 17 of the packet and include recommended county court, mechanisms for collections include interrogatory form, wage garnishments, and bank account garnishments.
- b. Small Business Administration (SBA) requires us to write off delinquent loans at 120 past due. Once marked in default with the SBA, the borrower can no longer qualify for SBA loans.
- c. The Business Loan Fund (BLF) Committee is in support of pursuing legal action on delinquent loans.
- d. We try to work with past due borrowers prior to seeking legal action.
- e. We have collected and sold some Smith Fly Design (SFD) assets. The borrower has filed for personal bankruptcy.
- f. JPilates and Mont+Rose have been sold, along with the business assets. This borrower has three loans. We have filed for a property judgment and bank garnishment.
- g. Pioneer Mechanical has paid in full.
- h. We have filed a property judgment for Lanterns and Lavendar. A stay was filed but has now expired. We would like to re-file the judgment.
- i. Each loan is filed with Colorado Housing and Finance Authority (CHFA) as part of their cash collateral reserve program. The borrower contributes 1%, with a state match. Claims must be submitted within 30 days of a write-off, which increases the need for timely collection actions.

ACTION ITEM: Motion to approve Lond Fund Bad Debit Write off and Collections: M/S: Lynda Riba/Jim Gelwicks, as accepted.
None opposed. Motion passed unanimously.

8. Broadband Capital Needs

- a. Existing equipment in the legacy network is aging out and needs replacement.
- b. We have funding for new projects but not upgrades to existing equipment.
- c. A capital plan has been provided by Eric Hittle with ECHO IT Consulting and includes \$95k - \$120 in critical upgrades.
- d. We would like to borrow from the business loan fund. The broadband project already owes the Loan Loss Reserve \$170 for equipment payback to DOLA.
- e. Other options include utilizing Region 10's LOC with an estimated interest rate of 8%- 9% or taking funds from our cash accounts.

ACTION ITEM: Motion to approve borrowing funds from the Business Loan Fund: M/S: Jim Gelwicks/Sue Hansen, as accepted.
None opposed. Motion passed unanimously.

9. REPORTS:

a. ED/Financial Reports | Michelle Haynes

- i. Financial Report
 - a. Covered in Budget
 - b. March financial statements have been completed and are included in the packet.
- ii. Executive Director Report
 - a. We have submitted a grant application to the Office of Economic Development and International Trade (OEDIT) for a market study.
- iii. Community Development/Enterprise Zone
 - a. Regional Grants Navigator: See report.
 - b. Enterprise Zone: we are still working with communities to ensure all potential areas are included in the state re-designation process.

b. Small Business Resource Center | Nancy Murphy

- i. SBDC/Business Cultivator
 - a. The SBRC team is fully staffed in all programs. This provides opportunities for more community involvement.
 - b. It has been discovered that community resources are being duplicated across the region. We are working on consolidating these resources by starting with Delta County and involving area chambers (Delta and North Fork Valley), One Delta County, Delta Innovation Center, tourism, Grand Mesa Business Guild, and the North Fork Valley Creative Coalition. Callie will focus on the Gunnison area. We have suggested the Montrose group establish activities under the Montrose DART program.
 - c. Our Community Development team created a small business tool kit that includes information such as regional statistics, contacts, permits, licensing, etc. It has been reformatted into a 16-page user manual for communities to make community-specific and post to their websites to help businesses navigate the permit, licensing, etc. process more ease and success.
 - d. We currently have nine (9) kitchen clients and are at 80% capacity. This higher capacity is due to the summer/peak months, which increases food truck and farmer's market activity.
- ii. Business Loan Fund
 - a. The SBA State Directors/Managers meeting is in June.
 - b. We currently have 98 loans, with applications holding strong.

c. Community Living Services | Brian Bowler

- i. Staff changes include Sandy Walker's retirement and Claudette filling Sandy's Ombudsman position. Joe Walker will be leaving us on June 20th to relocate. Kerry, Claudette, and Cece will be stepping in to back fill his position.
- ii. With budget cuts, AAA programs are relying heavily on volunteers to keep programs running.
- iii. We will be saying goodbye to Community Coordinator Diane Obermeyer and will be backfilling her position.

- iv. Medicare changes are impacting local seniors. The Montrose Hospital will no longer be accepting Humana Advantage Plan. Aetna Advantage Medicare changes are still being determined. This will increase hospital costs. United is the only remaining plan in Montrose.
 - v. We currently have three (3) State Health Insurance Program (SHIP) Counselors and will be managed by Brian upon Joe Walker's departure.
- d. **Broadband | Corey Bryndal**
- i. Included in the director's report and request for funds.
 - ii. Proposed upgrades to start immediately.
- e. **GVTPR - Gunnison Valley Transportation Planning Region Committee | Vince Rogalski**
- i. Multimodal Transportation and Mitigation Operations Fund (MMOF)- The state will take back approximately \$71 million in funding. \$900k will be from our regional allocation.
 - ii. The Cedaredge Safe to School routes plan has been funded.
 - iii. The Revitalizing Main Steets program has been paused.
 - iv. Next meeting for continued planning is August 14th. Discussions will include transit connections and the 2050 plan.
 - v. The Blue Mesa Middle Bridge is being worked on/painted at night and is open during the day. Lake Fork Bridge may need additional work.

ACTION ITEM: Motion to approve Reports; M/S: Sue Hansen/Mike Lane, as accepted. None opposed. Motion passed unanimously.

10. ROUNDTABLE

- a. DELTA COUNTY – Mike Lane
 - i. The jail construction has been completed.
 - ii. Resurfacing projects are in progress.
 - iii. The Drive-in movie will be opening soon.
 - iv. Building codes will take effect July 26th. Delta is one of 15 counties in the state that does not currently enforce building codes. Failure to enforce codes could result in a loss of funding.
- b. GUNNISON COUNTY – Jim Gelwicks
 - i. Tourist season is approaching.
 - ii. The Economic Development Planning session will be next month.
 - iii. The 12th Street project has begun and will include resurfacing.
 - iv. The upcoming state taxidermy competition is being held in Gunnison.
 - v. Currently working with Colorado Parks and Wildlife on the Fishing Is Fun grant.
- c. City of Montrose – Dave Frank
 - i. City asphalt patching is currently in progress.
 - ii. The roundabout on Oak Grove has been completed.
 - iii. Public Works new building construction is two (2) weeks ahead of schedule.
- d. Montrose County – Sue Hansen
 - i. The courthouse construction is close to completion.
 - ii. The north campus construction is in progress.
 - iii. The jail remodel has been completed.
 - iv. The county manager and assistant county attorney positions are still open.
 - v. County staff are unsettled due to recent staffing changes.

11. ADJOURNMENT

- a. The meeting was adjourned at 1:51 p.m.

Balance Sheet by Category

Region 10
 Period Ending: 5/31/2025
 Format: 1 Region 10 Balance Sheet

Run Date: 7/15/25
 Run Time: 1:47:06 pm
 Page 1 of 1

Assets:

Region 10 Cash	516,571.47
BLF Cash	778,712.22
SBA Cash	764,471.28
Prepaid Expenses	260,442.62
Loans Receivable	3,258,538.84
Allowance for Doubtful Accounts	(22,431.04)
AAA Receivables	289,648.02
Grants Receivable	343,694.65
Other Receivables	126,804.76
Building and Land	1,781,538.00
Broadband Assets	17,830,913.29
Furniture and Fixtures	14,461.15
Accumulated Depreciation	(6,218,252.58)
Enterprise Center Remodel	1,142,298.00

Assets:	\$20,867,410.68
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Liabilities:

Accounts Payable	263,077.84
Accrued Leave	63,862.60
Payroll Benefits Payable	58.34
Deferred Revenue	121,441.70
Building Security	4,000.00
Other Liabilities	33,763.27
Broadband Deferred Revenue	90,418.86
Project Advances	168,464.71
Alpine LOC	379,214.21
SBA Loan	1,004,230.54
Cost Allocation Control	4,812.56

Liabilities:	\$2,133,344.63
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Equity:

Enterprize Zone	(14,629.72)
Community Development	(50,725.68)
Transportation and Transit	64,971.67
Olathe RISE	1,058,383.61
Area Agency on Aging Projects	464,540.79
BLF Projects	2,336,999.71
Small Business Resource Center	(240,966.81)
Regional Broadband	2,016,910.74
Unrestricted Net Assets	(174,557.62)
Temporarily Restricted Net Assets	(11.82)
RLF Retained Earnings	13,273,151.18

Equity:	\$18,734,066.05
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Total Liabilities and Equity	\$20,867,410.68
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Balance:	\$0.00
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Agencywide R&E by Category

Region 10
 Period Ending: 5/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 7/15/2025
 Run Time: 1:49:39 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
Revenues					
Grants and Contracts	2,002,580.00	116,350.83	3,080,470.76	(1,077,890.76)	153.83 %
40000 EZ Admin Grant	22,500.00	2,809.12	30,900.32	(8,400.32)	137.33 %
40100 EDA Grant	70,000.00	5,833.33	79,292.89	(9,292.89)	113.28 %
40120 USDA CFTA	320,000.00	18,000.00	190,214.25	129,785.75	59.44 %
40400 CDOT Annual Grant	30,000.00	1,750.00	23,283.86	6,716.14	77.61 %
40800 DOLA - Community Development Grant	124,000.00	0.00	0.00	124,000.00	0.00 %
40820 Infrastructure Navigator Funds	0.00	8,333.38	91,666.73	(91,666.73)	0.00 %
40850 Regional Broadband Capital	0.00	0.00	1,327,591.49	(1,327,591.49)	0.00 %
40865 BB Grant - OPERATIONS	90,000.00	10,000.00	283,062.27	(193,062.27)	314.51 %
43227 SBDC Grant Income	160,000.00	6,500.00	148,456.20	11,543.80	92.79 %
43350 Region 9 Loan Proceeds	0.00	0.00	205,000.00	(205,000.00)	0.00 %
48100 Other CLS Grants	56,000.00	0.00	77,206.00	(21,206.00)	137.87 %
48200 SHIP Grant	40,420.00	0.00	0.00	40,420.00	0.00 %
48300 MIPPA Grant	0.00	0.00	28,648.00	(28,648.00)	0.00 %
48400 RSVP Grant	300,000.00	25,000.00	273,440.66	26,559.34	91.15 %
48425 Senior Companion Grant	288,700.00	12,000.00	99,231.90	189,468.10	34.37 %
48500 SMP State Grant	0.00	1,125.00	9,000.00	(9,000.00)	0.00 %
49500 CDBG Administration	28,800.00	0.00	0.00	28,800.00	0.00 %
49600 SBA Technical Assistance Grant	292,160.00	25,000.00	213,476.19	78,683.81	73.07 %
49700 CDBG Grant Funds	180,000.00	0.00	0.00	180,000.00	0.00 %
AAA Federal and State Program	2,116,680.00	137,244.19	1,770,199.08	346,480.92	83.63 %
40200 AAA Admin Fed	78,600.00	6,874.59	75,912.64	2,687.36	96.58 %
40210 AAA Admin State	87,700.00	0.00	0.00	87,700.00	0.00 %
40253 AAA Carry-Over - Fed	274,900.00	0.00	0.00	274,900.00	0.00 %
40900 AAA Program Income	0.00	0.00	5,833.35	(5,833.35)	0.00 %
41200 AAA State Caregiver Match	5,200.00	422.25	4,222.50	977.50	81.20 %
41400 AAA NSIP Fed	0.00	0.00	9,737.96	(9,737.96)	0.00 %
42500 AAA Fed Funding	774,170.00	61,751.99	614,089.01	160,080.99	79.32 %
43000 AAA Program State	854,110.00	64,412.25	802,263.02	51,846.98	93.93 %
43600 ADRC Revenue	42,000.00	3,783.11	41,614.21	385.79	99.08 %
49000 AAA ARPA Fed	0.00	0.00	216,526.39	(216,526.39)	0.00 %
RLF Interest & Fees	133,440.00	14,172.92	247,662.14	(114,222.14)	185.60 %
49100 Loan Interest	120,000.00	3,490.36	33,299.08	86,700.92	27.75 %
49110 Loan Interest-CDBG #6	0.00	126.12	1,119.58	(1,119.58)	0.00 %
49115 Loan Interest Rural BLF Statewide	0.00	50.94	1,291.95	(1,291.95)	0.00 %
49130 Loan Interest-SBA II #5303545000	0.00	11.81	1,294.47	(1,294.47)	0.00 %
49140 Loan Interest-SBA III # 9325495008	0.00	1,808.78	16,849.81	(16,849.81)	0.00 %
49150 Loan Interest-SBA IV # 2489697006	0.00	0.00	9,593.38	(9,593.38)	0.00 %
49155 SBA Loan V Interest Income	0.00	731.25	10,481.57	(10,481.57)	0.00 %
49156 SBA VI Interest Income	0.00	1,393.76	20,474.12	(20,474.12)	0.00 %
49157 SBA VII Interest Income	0.00	1,261.58	18,177.67	(18,177.67)	0.00 %
49160 Loan Interest-CDBG #8	0.00	2,816.27	26,831.75	(26,831.75)	0.00 %
49162 CDBG #9 Interest Income	0.00	0.00	37,959.86	(37,959.86)	0.00 %
49165 Loan Interest CO Start Up	0.00	1,919.18	31,397.88	(31,397.88)	0.00 %
49200 Loan Fees	7,200.00	0.00	19,037.45	(11,837.45)	264.41 %
49210 Loan Administrative Fees	6,000.00	0.00	11,769.00	(5,769.00)	196.15 %
49300 Late Fees/Penalties	240.00	562.87	8,084.57	(7,844.57)	3,368.57 %
Other Fees & Services	38,100.00	0.00	21,567.69	16,532.31	56.61 %
43100 Small Business Resource Center Funding	12,000.00	0.00	3,220.00	8,780.00	26.83 %
43150 SBRC - Tuition Fee Income	3,600.00	0.00	725.00	2,875.00	20.14 %

Agencywide R&E by Category

Region 10
 Period Ending: 5/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 7/15/2025
 Run Time: 1:49:39 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
43200 SBDC Program Income	0.00	0.00	100.00	(100.00)	0.00 %
43225 SBDC Expense Reimbursement	0.00	0.00	28.68	(28.68)	0.00 %
45800 EZ Contribution Fees	22,500.00	0.00	17,494.01	5,005.99	77.75 %
Membership	197,000.00	17,348.81	176,858.05	20,141.95	89.78 %
42000 Member Dues	115,540.00	10,091.82	110,999.10	4,540.90	96.07 %
42700 Transportation Assessments	25,860.00	2,173.50	23,935.50	1,924.50	92.56 %
43400 AAA Assessments	55,600.00	5,083.49	41,923.45	13,676.55	75.40 %
Building	21,600.00	1,000.00	12,000.00	9,600.00	55.56 %
44000 Building Rent	21,600.00	1,000.00	12,000.00	9,600.00	55.56 %
Broadband Revenues	660,000.00	27,557.25	470,644.37	189,355.63	71.31 %
40855 BB Partners Capital	0.00	0.00	166,206.72	(166,206.72)	0.00 %
40860 Broadband Service Income	660,000.00	27,557.25	304,437.65	355,562.35	46.13 %
Other Revenue	99,600.00	30,512.00	190,296.54	(90,696.54)	191.06 %
40115 Program Income	0.00	2,210.00	15,793.68	(15,793.68)	0.00 %
40840 In-Kind Donation	42,000.00	3,499.00	38,489.00	3,511.00	91.64 %
45000 Bank Interest Earned	9,600.00	583.00	7,268.55	2,331.45	75.71 %
45910 EZ Tax Administrative Fee	0.00	0.00	16.00	(16.00)	0.00 %
46000 Local Donations	20,000.00	0.00	0.00	20,000.00	0.00 %
48000 AAA Local Donations	28,000.00	260.00	26,640.00	1,360.00	95.14 %
48050 Other Income	0.00	23,960.00	102,089.31	(102,089.31)	0.00 %
Revenues	5,269,000.00	344,186.00	5,969,698.63	(700,698.63)	0.00 %

Expenses

Salaries & Fringe	1,845,914.00	123,788.13	1,481,686.62	364,227.38	80.27 %
50000 SALARIES	1,420,791.00	87,072.43	1,021,240.65	399,550.35	71.88 %
50500 FRINGE BENEFITS	425,123.00	36,715.70	460,445.97	(35,322.97)	108.31 %
Travel	65,800.00	10,940.60	88,680.83	(22,880.83)	134.77 %
52000 Meetings & Travel Expenses	65,200.00	10,940.60	88,569.83	(23,369.83)	135.84 %
52400 Taxes, Licenses & Fees	600.00	0.00	111.00	489.00	18.50 %
Supplies	31,200.00	2,741.66	27,912.06	3,287.94	89.46 %
53700 Printing & Supplies	31,200.00	2,741.66	27,912.06	3,287.94	89.46 %
Equipment	55,200.00	0.00	47,800.70	7,399.30	86.60 %
59400 Equipment Rental, Repairs & Maintenan	40,200.00	0.00	21,270.02	18,929.98	52.91 %
59600 Equipment & Furniture	15,000.00	0.00	26,530.68	(11,530.68)	176.87 %
Contractual	277,600.00	41,153.31	356,706.71	(79,106.71)	128.50 %
54900 Consulting Fees	15,000.00	710.00	17,946.25	(2,946.25)	119.64 %
55000 Contractual Services	262,600.00	40,443.31	338,760.46	(76,160.46)	129.00 %
RFL Interest and Exp	72,800.00	3,927.15	59,503.46	13,296.54	81.74 %
92000 SBA Loan Interest	10,800.00	862.25	11,478.27	(678.27)	106.28 %
92100 Loan Expenses	26,000.00	664.90	21,096.49	4,903.51	81.14 %
92200 Bad Debt/Write Off	36,000.00	2,400.00	26,928.70	9,071.30	74.80 %
Broadband Expenses	202,800.00	22,144.34	167,609.07	35,190.93	82.65 %
52100 Broadband Service	202,800.00	2,171.94	26,692.09	176,107.91	13.16 %
53920 Internet - COGS	0.00	16,352.48	105,229.70	(105,229.70)	0.00 %
53950 Broadband Network Management	0.00	3,619.92	35,687.28	(35,687.28)	0.00 %
General Expense	290,700.00	15,562.71	269,766.42	20,933.58	92.80 %
52700 Telephone/Fax	6,000.00	246.33	9,237.51	(3,237.51)	153.96 %
53000 Rent	63,000.00	4,859.00	63,904.99	(904.99)	101.44 %
53300 Background and Security Verification	0.00	84.25	697.25	(697.25)	0.00 %

Agencywide R&E by Category

Region 10
 Period Ending: 5/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 7/15/2025
 Run Time: 1:49:39 pm
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
53600 Postage & Shipping	4,800.00	33.74	4,158.49	641.51	86.64 %
53900 Software - Finance	2,400.00	104.00	2,194.50	205.50	91.44 %
53910 Software - Miscellaneous	40,800.00	404.98	28,657.36	12,142.64	70.24 %
53930 Web Hosting & Design	3,600.00	1.99	1,171.98	2,428.02	32.56 %
53940 Computer Repair & Maintenance	36,000.00	3,863.66	28,595.34	7,404.66	79.43 %
54000 Dues & Subscriptions	14,400.00	983.52	15,754.79	(1,354.79)	109.41 %
55100 Legal Fees	14,400.00	2,705.08	29,289.90	(14,889.90)	203.40 %
55200 Audit & Accounting	24,000.00	303.34	20,649.92	3,350.08	86.04 %
55300 Recruitment & Retention	5,400.00	0.00	3,969.97	1,430.03	73.52 %
55350 Donations & Sponsorships	10,800.00	0.00	430.00	10,370.00	3.98 %
55600 Promotions	22,200.00	815.30	19,480.50	2,719.50	87.75 %
56200 Bank Service Charges/Fees	900.00	117.55	541.19	358.81	60.13 %
56300 Other Insurance	42,000.00	1,039.97	41,032.73	967.27	97.70 %
Building Expenditures	96,600.00	7,360.78	95,104.17	1,495.83	98.45 %
60100 Building Insurance	21,000.00	462.96	5,580.52	15,419.48	26.57 %
60200 Building Maintenance & Repair	30,000.00	3,559.48	46,200.60	(16,200.60)	154.00 %
60500 Building Loan Interest	18,000.00	1,194.97	13,996.63	4,003.37	77.76 %
60600 Building Utilities	27,600.00	2,143.37	29,326.42	(1,726.42)	106.26 %
Depreciation	1,408,218.00	89,928.00	966,295.00	441,923.00	68.62 %
58000 Depreciation Expense	1,408,218.00	10,173.00	100,049.00	1,308,169.00	7.10 %
58100 BB Infrastructure Depr	0.00	79,755.00	866,246.00	(866,246.00)	0.00 %
Contracted Direct Service	1,771,500.00	99,953.66	1,402,018.99	369,481.01	79.14 %
71400 AAA NSIP Fed	0.00	4,831.49	9,737.96	(9,737.96)	0.00 %
71500 AAA State Caregiver Match	5,200.00	0.00	0.00	5,200.00	0.00 %
72500 AAA Fed Funding	901,600.00	35,343.53	535,885.45	365,714.55	59.44 %
73000 AAA State Funding	788,700.00	46,693.54	569,726.68	218,973.32	72.24 %
78100 Other CLS Grants Expense	76,000.00	0.00	26,678.91	49,321.09	35.10 %
79000 AAA ARPA Fed	0.00	13,085.10	259,989.99	(259,989.99)	0.00 %
Business/Other Direct Grants	0.00	4,999.55	87,622.75	(87,622.75)	0.00 %
58400 Business Grant Distributions	0.00	4,999.55	87,622.75	(87,622.75)	0.00 %
Other Expenses	457,000.00	8,821.29	104,521.50	352,478.50	22.87 %
53650 Educational Supplies	6,000.00	0.00	4,429.19	1,570.81	73.82 %
53960 CNL Lease	60,000.00	2,330.64	15,538.65	44,461.35	25.90 %
55360 Volunteer Costs Travel and Meals	391,000.00	6,051.40	76,226.45	314,773.55	19.50 %
55363 Recognition - Individual	0.00	0.00	1,980.20	(1,980.20)	0.00 %
55365 Recognition - Events	0.00	68.25	4,130.01	(4,130.01)	0.00 %
58300 Tuition	0.00	0.00	650.00	(650.00)	0.00 %
58500 Stipend	0.00	371.00	1,567.00	(1,567.00)	0.00 %
	0.00	0.00	0.00	0.00	0.00 %
Expenses	6,575,332.00	431,321.18	5,155,228.28	1,420,103.72	0.00 %
Agency Balance	(1,306,332.00)	(87,135.18)	814,470.35		

Executive Director Update July 2025

Action Items:

- Approval of potential USDA application: the team is currently reviewing the USDA [Rural Community Development Initiative \(RCDI\) program](#) to extend services for community grant navigation. The budget is still being determined, anticipating up to \$180,000 over 3 years (\$60,000). The program does require match (\$60,000); the team is reviewing how to obtain/provide match.

Informational Items:

- **Linda Riba has submitted a letter of resignation from the Board of Directors and Business Loan Committee, citing other obligations. We appreciate her many years of service to the organization and communities.**
- Received Economic Development Administration Planning Partnership grant request of \$70,000/year for 3 year period (4/1/2025-3/31/2028). The grant has a lower match: 40% vs. 50% in prior years.
- Awarded application for market study for OEDIT (CO Office of Economic Development and International Trade) CHIPS/technology industry sector opportunities.
- Submitted grant application for Small Business Administration Technical Assistance. The grant amount was reduced, but will not impact business services due to other funding provided by the state for business services (\$45,000/year x 5 years).
- Reconsidering MMOF (Multi-Modal Funds) review and allocations for the Gunnison Valley Transportation Region (GVTPR) to reduce previously allocated funds by \$900,000 due to a state sweep of a significant portion of the funds.
- Received DOLA (Department of Local Affairs) contract for mini-grant program for \$50,00 and are working on updated processes.
- Received extension of the USDA Cultivator (Olathe) grant for additional 24 months, extending grant to September 2026 (funds may be utilized several months prior depending on program expenses.)
- Selected Broadband Network Operator and continuing contract negotiations.
- Working with consultants to develop Broadband outreach, sales and sustainability plan. Contracting with Karla Distel to support administrative organization for broadband.

Staffing:

- Utilizing a temporary service for Office Assistant/Coordinator with potential for permanent position opening at the end of term (anticipated September 2025) depending on funding expectations and staffing needs.
- The Area Agency on Aging is adding an Americorp Program Coordinator to assist with the Senior Volunteer and Senior Companion Programs.

NOTE: I will be out of office July 31-August 8 on leave.



Memorandum

To: Region 10 Board of Directors
From: Patty Gabriel, Regional Grant Navigator
Date: July 15, 2025
Re: July 2025 Board Report

Here is the RGN program update for July.

1. The current federal funding freeze continues to have an impact on many IIJA and IRA grant opportunities. Because of this the RGN program has been expanded to include all federal grants. This will allow the RGN team to access more grant opportunities. Funding memos on the State's priorities of water, wastewater, disaster resiliency, energy resiliency and efficiency, and transportation continue to be circulated when opportunities arise.
2. There are several communities in the region that need help with grant management and compliance. The RGN team is currently assisting those communities prepare documents necessary for the bid process as well as quarterly progress reports for projects that are currently under construction.
3. The Region 10 Grant Guide is finished and will be ready for distribution in August. This guide will address all aspects of grants like preparing to apply, how to find the right grant, writing applications, award and contracting, and management and compliance. It will also contain templates and resources to assist with various aspects of grants. The guide has a comprehensive list with links to federal, state and local grants as well as private foundations.
4. The Community Development Mini-Grant applications were distributed to all Region 10 members. A total of \$50,000 is available from the Department of Local Affairs to fund projects. Funding will be provided for projects that begin after August 1, 2025, and are completed by April 30, 2026.
5. Many communities are looking at low-interest financing through the Colorado State Revolving Fund (SRF). WaterNow's new [Colorado State Revolving Fund Technical Assistance Dashboard](#) could be very helpful. This tool empowers communities to explore project ideas, navigate the application process, and access WaterNow's pro-bono technical assistance to advance sustainable water projects. Whether you're just exploring or ready to apply, the dashboard is built to simplify the process – especially for smaller, under resourced communities looking to maximize SRF benefits.

Please reach out to me at pgabriel@region10.net or Shay at shay@unbanruralcontinuum.com for any questions related to the RGN program.

SBRC Board Report

Thursday, July 24, 2025

Noteworthy

Region 10's Small Business Toolkit has been updated, printed, and is ready for distribution. Anyone interested in obtaining a copy of the Toolkit or who would like to schedule an orientation, please feel free to reach out to me (nancy@region10) or Patty Gabriel (pgabriel@region10.net)

The toolkit was initially created to help municipalities develop business-friendly communities. This toolkit was developed to provide local governments with a practical, easy-to-use framework to outline how to communicate business development support and resources to small businesses at any stage. The toolkit includes why your community is a great place to operate a business, a community profile (at a glance statistics), department contact list, permit and licensing overview, incentives and grants, partner organizations, utilities, and services, employer requirements, etc.

LoanWell, our new loan processing software, is up and running. Still working out some kinks but getting closer!

What's Happening

Cultivator Update from Adriana

- The commissary kitchen has eight (8) active members. One client has expanded operations into food truck services, while another has launched a wholesale product line.
- Hosted a Cultivator stakeholder meeting in June. Commissioner Sue Hansen and representatives from Colorado State University (CSU), CSU Extension, Colorado Department of Agriculture, Valley Food Partnership, and Region 10. Thrilled with the Cultivator's progress, Commissioner Sue Hansen followed up by recording a segment with Cultivator Manager Adriana Chavira for her [County Talk podcast!](#)
- Continued monthly producer meetings, Cafecito Collaborative, Roots of Renewal Forum, and statewide collaboration.
- Hosted representatives from the Colorado Office of Economic Development and International Trade (OEDIT) at the Cultivator for a tour and discussion about grant opportunities available to kitchen clients.

Small Business Development Center (SBDC) Update from Callie

- The SBDC is transitioning CRM (Customer Relationship Management) software systems from CenterIC to Salesforce to comply with State of Colorado accessibility requirements. Because of this transition, the network's trainings are paused for July and early August until we have a clear timeline on new registration system (EventSpark). We are currently receiving training on the new software systems.
- Programming Committee and sub-committee work including creating network-wide program creation SOPs, cataloging on-demand content, creating a Leading Edge program.
- Remediating on-demand programs for accessibility.
- Almost all of the recent advising requests have been around startup and funding.
- Planning the second Leading Edge for Growth and Expansion beginning in September.
- Finalizing MOU with Homestead Hut and food trailer rental for the Business Cultivator.

Business Loan Fund (BLF) from Sarah and Dario

At A Glance: June 2025

Loans Closed	0
Modification Requests	1
Loans Denied	0
Loans Sent to Collections	2
Loans Paid Off	2
Active Loans (as of 6/30/25)	89

- We are getting bad debt written off the books. Two additional borrowers are moving toward write off status. We are working to consolidate six loans (held by two borrowers) to streamline their payment process.
- LoanWell is up and running. We have processed one loan using the software.
- BLF committee member Linda Riba has resigned citing increased community obligations.
- Region 10 BLF will host the Regional Loan Fund state meeting in Crested Butte September 15-17.
- The Region 10 SBDC is supporting loan clients by offering two financial training programs:
 - ✓ “Are You Lender Ready?” in conjunction with the state Small Business Administration (SBA) office. This workshop helps borrowers understand credit, financial statements, and how to present their financial request to a bank.
 - ✓ “Leading Edge for Growth and Expansion” helps business owners make informed decisions about assessing feasibility, sustainability, and profitability based on cash flow projections, breakeven analysis, and key ratios.

Other News

The Delta Business Resources Roundtable Group compiled and created a listing of County business resources and services to help organizations connect their clients to the right resource partner (and reduce the duplication of service offerings). The list includes Region 10’s Business Loan Fund (BLF), Small Business Development Center (SBDC), the Business Cultivator’s shared kitchen, as well as One Delta County, the Delta Innovation Center, Delta Chamber, North Fork Valley Chamber, Delta County Tourism, North Fork Creative Coalition. The group is considering its next shared initiatives and goals.

Business Loan Fund Portfolio

As of June 30th, 2025



Total Active Loans by County

County	# Loans	Loan Amt	Current Loan Balance	# Jobs Created	# Jobs Retained
Delta	13	\$ 695,039.00	\$ 533,860.47	15	64
Gunnison	10	\$ 490,000.00	\$ 340,439.37	41	20
Montrose	54	\$ 2,896,939.83	\$ 1,842,324.47	78	271.5
Ouray	7	\$ 325,673.00	\$ 235,615.93	12	23
San Miguel	5	\$ 172,000.00	\$ 75,617.10	8	25
Grand Total	89	\$ 4,579,651.83	\$ 3,027,857.34	154	403.5

Total Active Loans by Industry

Industry	# Loans	Loan Amt	Current Loan Balance	# Jobs Created	# Jobs Retained
Food and Beverage	26	\$ 1,424,980.00	\$ 1,006,813.74	90	120
Manufacturing	5	\$ 354,931.88	\$ 238,498.90	9	55
Retail	17	\$ 564,562.00	\$ 208,167.85	6	40.5
Service	22	\$ 1,230,430.00	\$ 833,249.90	36	92
Trades	19	\$ 1,004,747.95	\$ 741,126.95	13	96
Grand Total	89	\$ 4,579,651.83	\$ 3,027,857.34	154	403.5

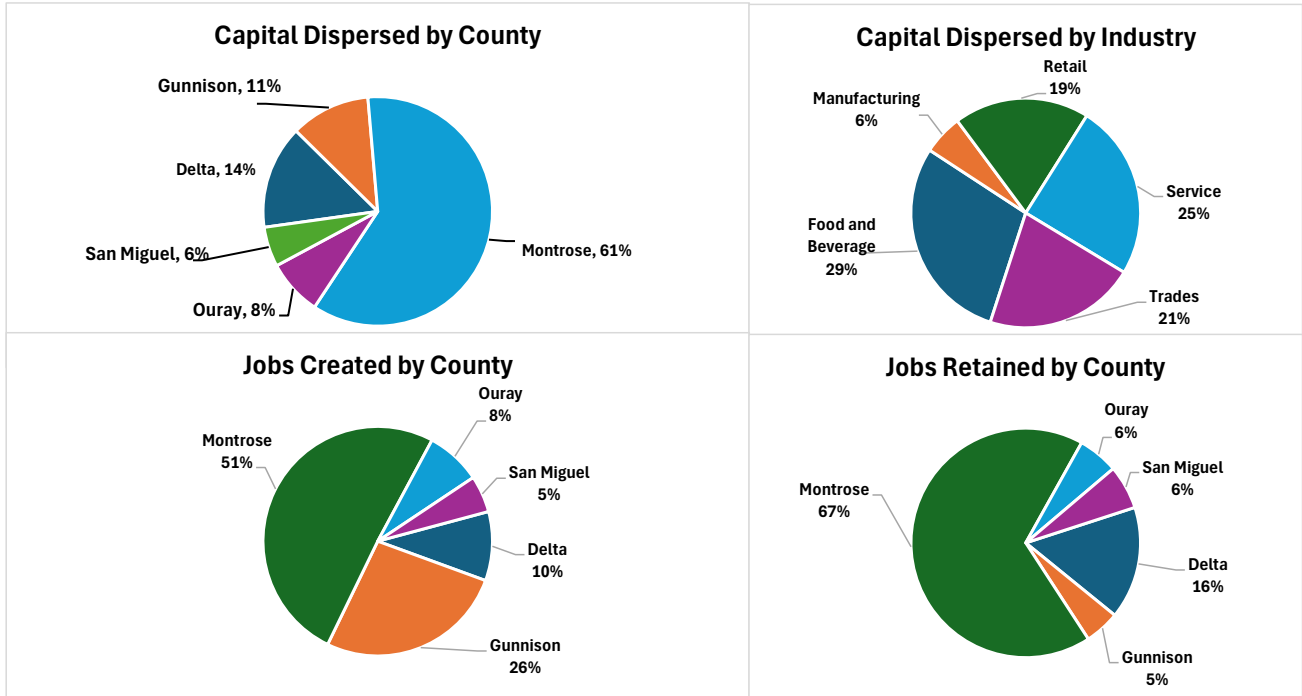
New Loans by County Last 12 Months

County	# Loans	Loan Amt	Current Loan Balance	# Jobs Created	# Jobs Retained
Montrose	5	\$ 405,551.83	\$ 382,413.75	11	14
Delta	3	\$ 385,000.00	\$ 373,279.25	2	41
Ouray	1	\$ 80,000.00	\$ 77,504.55	2	6
Gunnison	3	\$ 75,000.00	\$ 71,099.39	6	2
San Miguel	1	\$ 50,000.00	\$ 49,363.00	3	0
Grand Total	13	\$ 995,551.83	\$ 953,659.94	24	63

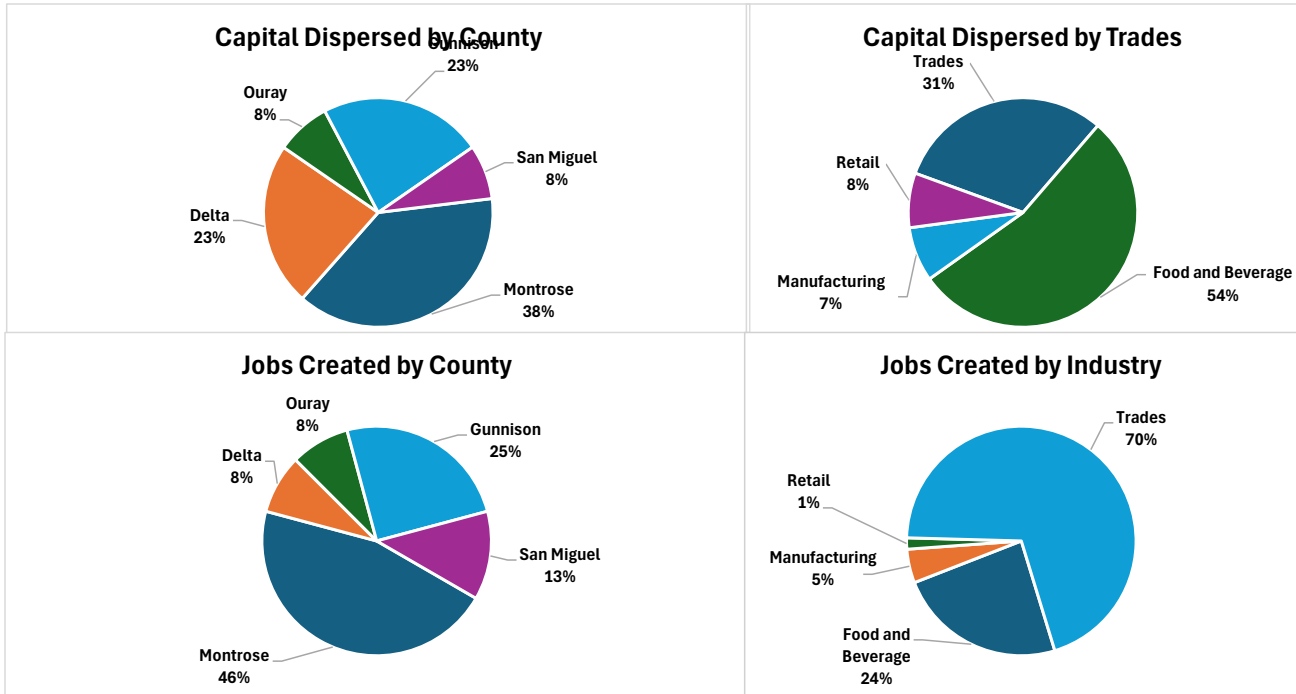
New Loans by Industry Last 12 Months

Industry	# Loans	Loan Amt	Current Loan Balance	# Jobs Created	# Jobs Retained
Trades	4	\$ 397,097.95	\$ 375,513.08	2	44
Food and Beverage	7	\$ 445,000.00	\$ 427,829.37	20	15
Manufacturing	1	\$ 133,453.88	\$ 132,924.31	1	3
Retail	1	\$ 20,000.00	\$ 17,393.18	1	1
Grand Total	13	\$ 995,551.83	\$ 953,659.94	24	63

Total Loans Active Loans



New Loans last 12 Months



Area Agency on Aging July Board Report 2025

Noteworthy Updates:

Ongoing Staff and Program Changes

- **Kerry Brickey** has officially accepted the newly established **Volunteer Program Manager (VPM)** position. This role oversees contracts, grant management, and administration for the **AmeriCorps Retired Senior Volunteer Program (RSVP)**, **AmeriCorps Senior Companion Program (SCP)**, and the **State Health Insurance Program (SHIP)**, which supports Medicare beneficiaries. Kerry joined us in February 2024 and has proven to be a dedicated and valuable member of the AAA team. She initially worked with RSVP.
- To support the new VPM role, AAA is hiring a full-time **Volunteer Program Coordinator (VPC)**. This position will work closely with and be supervised by Kerry Brickey and Brian to help develop and expand volunteer programs. Initial interviews have been completed, and several qualified candidates are being scheduled for second interviews this coming week.
- **Joe Walker's** last day with AAA was June 20. We are grateful for his contributions and wish him all the best—happy trails, as they say in Texas!

Nutrition/Meal Programs

- **Volunteers of America Senior Community Meals (VOA/SCM)** have agreed to manage **Mom's Meals**, a pre-packaged home-delivered meal service. Nutrition services continue to evolve and remain an ongoing project. VOA's involvement ensures compliance with federal **Older Americans Act** guidelines, which require a registered dietitian.
- **Cece** is currently managing billing and communications for all nutrition programs, including Mom's Meals. She and Brian are working with VOA staff to ensure a smooth transition of administrative responsibilities.

Ombudsman / Aging and Disability Resource Center (ADRC)

- **Claudette** completed her training in April and now attends bi-monthly regional ombudsman meetings. Region 10 currently has two certified ombudsmen (both in Montrose County) and one in-training in Delta County.

- A recent media campaign promoting the ombudsman program has generated interest from a potential new trainee in Montrose County.
 - Due to funding cuts, the program aims to transition to a more **volunteer-reliant model**. Volunteer ombudsmen undergo the same training and background checks as paid staff. Recruitment efforts are focused on the **Gunnison** and **Paonia** areas.
 - In May and June, the program reported:
 - 74 calls
 - 29 facility visits
 - 8 ongoing cases
 - Overall, the transition of the ADRC and Ombudsman programs has been smooth.
-

Volunteer Programs

There have been many positive changes and adjustments across volunteer programs, and progress is going well.

SHIP (State Health Insurance Program / Medicare)

- Kerry has completed **Lessons 1 & 2** of SHIP training and will complete **Lessons 4 & 5** in the coming weeks.
 - **Melissa** and **Randi** from Tri-County are also completing SHIP certification and have offered to assist with counseling on the West End if needed.
 - A new volunteer from **Mesa County**, with extensive SHIP counseling experience, has committed to providing **20 hours per week** of remote counseling during open enrollment.
 - **Betty Coyne** has stepped down from her SHIP counseling role and is now the **SHIP Coordinator**, managing reporting and state coordination. She has done an excellent job submitting reports.
-

AmeriCorps Retired Senior Volunteer Program (RSVP)

- Our request for a less-than-full-time director was denied by AmeriCorps. However, they noted that upcoming policy changes may support this request in the future. We will revisit this as needed.
 - We currently have **265 active volunteers**.
 - **Kylynn Wilson** has transitioned into the **Delta Community Coordinator** role.
 - **Beth McCorkle** is now leading efforts in **Montrose and Ouray**.
 - **Jill Lazo** has chosen not to renew her MOU in **Gunnison**, but will continue volunteering with **Laurie Gery**, who has renewed her MOU for another 3 months.
 - Recruitment will be a major focus for the remainder of 2025 and into 2026.
 - We have not participated in summer events due to low ROI but plan to explore **Facebook ads** to improve outreach.
-

Senior Companion Program (SCP)

- AmeriCorps has denied several budget modification requests, including reallocating the stipend line item and allowing a less-than-full-time director.
- Currently, **two volunteers** are serving **two older adults**, and a third volunteer is completing training.
- **18 clients** are on the waiting list for a companion.
- Ads have been placed in the **Norwood Post**, **Delta High Country**, and **Montrose Press**. We are also exploring **Facebook ads** for SCP recruitment.
- We have approximately **\$200,000** in unspent funds from Fiscal Year 1. This can be rolled into Fiscal Year 2, but AmeriCorps requires an increase of **1 VSY (Volunteer Service Year)** for every **\$9,000** carried forward. A leadership meeting is scheduled to discuss this.