



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), Corey Bryndal (Broadband Director), Brian Bowler (AAA Director), Aris Freeborn (Executive & Finance Assistant)
 - b. **In-Person Board Members:** Mayor Dave Frank (City of Montrose), Commissioner Sue Hansen (Montrose County), Commissioner Michelle Nauer (Ouray County, Treasurer)
 - c. **Remote Board Members:** Commissioner Lance Warning (San Miguel County), Mayor Dave Roberts (Town of Lake City), Elyse Ackerman-Casselberry (City of Delta), Mayor Greg Hart (Cedaredge), Commissioner Jonathan Houck (Gunnison County), Mayor Paige Smith (Town of Paonia), Vince Rogalski (Gunnison County)

2. APPROVAL OF AGENDA ITEMS

ACTION ITEM: Motion to approve Agenda M/S: Sue Hansen/Michelle Nauer, as accepted. None opposed. Motion passed unanimously.

3. APPROVAL OF Board of Directors Meeting Minutes for November 20, 2025,

ACTION ITEM: Motion to approve minutes: M/S: Michelle Nauer/Dave Roberts, as accepted. None opposed. Motion passed unanimously.

4. New Business

a. DOLA (Co Department of Local Affairs) Grant Approvals

- i. Energy Impact Assistance Fund (EIAF) Grant for Broadband Technical Assistance up to \$160,000 (1/2 year).

ACTION ITEM: Motion to approve DOLA Broadband Technical Assistance grant up to \$160k: M/S: Sue Hansen/Michelle Nauer, as accepted. None opposed. Motion passed unanimously.

- ii. Rural Economic Development Initiative (REDI) grant for Cultivator for new equipment/infrastructure up to \$120,000.
 1. Funds will be used to improve the kitchen and dining area to meet increasing demands.
 2. Equipment will include a sink in the dining room, replacing the existing walk-in freezer with stand-alone freezers that can also be rented and a convection oven.
 3. \$80k is currently budgeted; however, the final amount will depend on the required match.

ACTION ITEM: Motion to approve the REDI grant for improvements to the Cultivator up to \$120k: M/S: Sue Hansen/Michelle Nauer, as accepted. None opposed. Motion passed unanimously.

b. Enterprise Zone Approvals:

- i. Ouray County Ranch Museum (Renewal): Capital Campaign-Visitor/Event Attraction, raising funds for new building construction.
- ii. Colorado West Land Trust: Capital Campaign to purchase at-risk farmland to conserve it for farmers and ranchers, with a business assistance aspect of helping those farmers and ranchers succeed.

ACTION ITEM: Motion to approve EZ applications for Ouray County Ranch Museum and Colorado West Trust Company: M/S: Sue Hansen/Michelle Nauer, as accepted. None opposed. Motion passed unanimously.

c. Mini-Grants

- i. To date, 4 out of 5 grants for \$10k each have been expended.
- ii. Town of Hotchkiss is requesting a grant for the installation of pickle ball and tennis courts at the fairgrounds. This will be the last mini-grant award.

ACTION ITEM: Motion to approve final mini grant to the Town of Hotchkiss for \$10k: M/S: Sue Hansen/Michelle Nauer, as accepted. None opposed. Motion passed unanimously.

d. Appointment of BLF (Business Loan Fund) Committee Member

- i. Xander Parker, CPA has been recommended for appointment. Xander comes highly recommended among fellow committee members and has an extensive background in serving the Montrose community.

- ii. A standardized application or letter of interest process has been requested for future BLF committee candidates.
- iii. It was noted that the BLF committee needs representatives from Ouray and Delta Counties.

ACTION ITEM: Motion to approve the appointment of new BLF committee member Xander Parker, CPA: M/S: Michelle Nauer/Sue Hansen, as accepted. None opposed. Motion passed unanimously.

- e. Board/Executive Committee Meeting Schedule Proposal to reduce the number of meetings.
 - i. Bylaws require a minimum of two full board meetings per year and quarterly meetings for the executive committee.
 - ii. Full board meetings are required for some approvals such as annual audits, budgets, and officer elections.
 - iii. Officers will work offline to establish a meeting schedule for 2026.
 - iv. A full board meeting will be held in February for the annual audit presentation/approval and approval of the new meeting schedule.

5. REPORTS:

a. Executive Director/Financial Reports | Michelle Haynes

- i. Financial Report
 - 1. November financials are included. December financials are currently being reviewed.
 - 2. Higher than anticipated expenses for broadband expansion equipment. An increase in revenue is expected to begin next month with the completion of the network from Denver to Montrose.
 - 3. It was noted that Equipment and Furniture spent \$57k, compared to the \$11.4k budgeted. Expenses are due to broadband equipment (some of which may be billed back to the grant) and equipment repairs at the Cultivator.
 - 4. Contractor expense is higher than anticipated to fill the gap of staffing for the broadband project.
- ii. Executive Director Report
 - 1. Member assessments for 2026 will be sent out soon. There are no changes in assessments from last year.
 - 2. We received our designation as a community-based development organization.
 - 3. We have contracted for the CHIPS (semiconductor) study.
 - a. The study will determine if semiconductor industries are feasible in the area.
 - b. The study will be conducted by Jeff Moffett with Triple Point and Dr. Nathan Perry with Alvarium Economics. The study will be in conjunction with the studies they are conducting for southwest Colorado and Mesa County.
 - 4. The financial audit was completed and submitted before December 31st. The audit results will be presented during the February board meeting.
 - 5. One-on-one Transportation Planning Region (TPR) training for our newly elected representatives, Michelle Nauer and Sue Hansen, will be tomorrow, the 23rd. The next TPR meeting is TBD.
 - 6. Directors are continuing to work on policies and processes. A new accounting software is needed to support continued efforts in creating efficiencies.
 - 7. The BLF team is considering new funding sources for loan funds.
 - a. The United States Department of Agriculture (USDA) relending program is being considered as a new funding source. The program can accommodate larger loans than our existing programs.
 - b. It was noted that USDA programs tend to have more red tape; however, they will offer more flexibility than some of our current lending sources such as Community Development Block Grant (CDBG) or Small Business Administration (SBA), and other potential resources such as Economic Development Administration (EDA).
 - 8. DOLA reached out to make us aware that in last year's state legislature, a new round table planning commission was created. Due to the January 30 application deadline, limited capacity, and lack of funding, we have elected not to participate this year. The board members agreed not to pursue a project.

- iii. Community Development
 - 1. Regional Grants Navigator (RGN)
 - a. Patti Gabriel is preparing to leave Region 10 next week as the RGN grant ends.
- b. **Small Business Resource Center | Nancy Murphy**
 - i. Small Business Development Center (SBDC)/Business Cultivator
 - 1. PRUF pizza has moved from the cultivator to a downtown Montrose location. This is the cultivator's first business to move to a brick and mortar location.
 - 2. The Cultivator continues to draw site visits from around the state. The Cultivator serves as a good example of a feasible and manageable commercial kitchen for smaller communities.
 - 3. SBDC has completed their migration to Salesforce, allowing Region 10 to finally report metrics again. December numbers are included in the packet.
 - 4. SBDC's state lead center is consolidating programming across the state to reduce redundancies and provide consistent curriculum. Callie Koch is on the programming committee.
 - 5. Region 10's SBDC Viability program primarily works with clients on the financial side of business, such as the feasibility of a business idea.
 - ii. Business Loan Fund
 - 1. 22 loans in the pipeline.
 - 2. Four (4) potential loans to close in the next 60 days for \$400,000.
 - 3. We currently have 5-6 regular slow payers that continue to require active management.
 - 4. In response to San Miguel County concerns due to low snow and the ski patrol strike impacts, Region 10 has reimplemented our Emergency Loan fund and is preparing a SBDC emergency package.
- c. **Community Living Services – Area Agency on Aging | Brian Bowler**
 - i. We have engaged consultant Courtney Hoskins to create a revenue diversification plan.
 - ii. Region 10 received a \$200,000 / 30-month Benefit Enrollment Center grant, one of only three in Colorado. This will dramatically expand the region's capacity to assist seniors with Medicare, Medicaid, and benefits navigation.
 - iii. There is a strong interest from the Veteran's Administration (VA) in establishing a local provider for veteran-directed in-home care services. Discussions include possibly partnering with the Center for Independence.
 - iv. Due to recent insurance plan changes and disruptions at the regional hospital, Region 10 saw 150-200 more Medicare clients this year than last. Staff expect demand to continue rising.
 - v. The state has mandated Medicaid reenrollment every six months. This may overwhelm vulnerable residents and increase cases where AAA is asked to intervene. The state is also considering restructuring county health-services staffing, which may downsize some county operations.
- d. **Broadband | Corey Bryndal**
 - i. The Broadband team just completed the activation of 14 sights from Denver to Montrose and Gunnison.
 - ii. Upcoming work in Montrose and Gunnison to double capacity into Gunnison, connecting Rocky Mountain Biological Lab, extending network south toward tribal areas, and supporting the Pagosa and Durango middle-mile build.
 - iii. The state has awarded the middle-mile assessment to KPMG. The steering committee kicks off next week and continues through August. Topics include sustainability of regional networks and potential operating models.

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

- e. **Round Table**
 - i. **Ouray County**
 - 1. Ice Festival starts today in Ouray. There is just enough ice to hold some of the competitions.

2. The annual Skijoring event was held a couple of weeks ago and was another success.
- ii. **Town of Lake City**
 1. The Lake City Ice Park has had higher than normal visitation due to the lack of ice in Ouray.
 2. The Climbing Festival is scheduled for February 7th.
- f. **Next Meetings:**
 - i. **Full Board:** February 26, 2026, 12:00 PM. Calendar invite to be sent this week; remainder of year to be scheduled after officers' review.
 - ii. **Executive Committee:** TBD. Original March meeting has conflicts. Officers propose a revised schedule.
 - iii. **BLF Committee:** February 26, 2026
 - iv. **AAA Advisory Committee:** February 27, 2026.
 - v. **GVTPR:** TBD; **STAC 101** training January 23rd; 2–3 TPR meetings to be scheduled for the year.

6. ADJOURNMENT

- a. The meeting was adjourned at 1:05 pm

Approved by the Board of Directors on the 26th day of February 2026.

APPROVED 2/26/26