



**Board of Directors Meeting
February 26, 2026
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 January 2026**
- 4) **New Business**
 - a. **FY 2025 Audit Presentation-Pete Blair, CPA**
 - b. **Presentation 2025 Community Services**
 - c. **Executive Committee Election**
 - d. **Enterprise Zone Approval-Grand Mesa Pickleball Foundation**
 - e. **Approval of Board/Executive Committee Meeting Schedule**
- 5) **REPORTS**
 - a. **Executive Director Report**– Michelle Haynes
 - **Financial Report- 12/31/2025**
 - **Community Development**
 - 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

Action: Accept Director Reports
- 6) ***Community Roundtable***
- 7) **NEXT MEETINGS**
 - a. **Board of Directors Meeting: Proposed June 11, 2026 Noon-2:30**
 - b. **Executive Committee: Proposed April 16, 2026 Noon-2:00 p.m.**
 - c. **BLF Committee: February 26, 2026, 10-11 a.m.**
 - d. **AAA Regional Advisory Committee: March 5, 2026 10 a.m.- 12 p.m.**
 - e. **Gunnison Valley Transportation Planning Region10: TBD**
- 8) **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), 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. Nathen 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 motor 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 ___ day of _____, 2026.

2026 Region 10 Board of Directors

Executive Committee

First Name	Last Name	Executive Committee Chair	Category	County	Classification	Email
Mike	Lane	EC Member	Delta County Elected	BOCC	☞ Delta	Elected Official mlane@deltacountyco.gov
Craig	Fuller		Delta County Private	County Appointed	☞ Delta	Appointed cfuller@deltacountyco.gov
Elyse	Ackerman-Casselberry	EC Member	Delta, City of	In Leiu of Council	☞ Delta	Appointed elyse@cityofdeltanet.net
Greg	Hart		Cedaradage, Town of	Mayor	☞ Delta	Elected Official ghart@cedaredgecolorado.com
Roger	Christian		Crawford, Town of	In Leiu of Council	☞ Delta	Elected Official crawfordclerk@gmail.com
OPEN		EC Member	Hotchkiss, Town of	Council Member	☞ Delta	Elected Official rchristian@townofhotchkiss.com
Paige	Smith		Paonia, Town of	Mayor	☞ Delta	Elected Official paiges@townofpaonia.com
Jonathan	Houck	EC Member	Gunnison County Elected	BOCC	☞ Gunnison	Elected Official jhouck@gunnisoncounty.org
Vincent	Rogalski		Gunnison County Private	County Appointed	☞ Gunnison	Appointed vrogal@montrose.net
Marisela	Ballesteros	EC Member	Gunnison, City of	Council Member	☞ Gunnison	Elected Official mballesteros@gunnisonco.gov
Kate	Guibert		Crested Butte, Town of	Council Member	☞ Gunnison	Elected Official kguibert@crestedbutte-co.gov
Bruce	Nation		Mt Crested Butte, Town of	Council Member	☞ Gunnison	Elected Official bnation@mtcb.colorado.gov
Greg	Levine	EC Member	Hinsdale County Elected	BOCC	☞ Hinsdale	Elected Official district1@hinsdalecountycolorado.gov
Dave	Roberts	EC Member	Hinsdale County Private	County Appointed	☞ Hinsdale	Appointed daveroberts@townoflakecity.co
Vacant			Hinsdale County Private	County Appointed	☞ Hinsdale	Appointed
Jodi	Linsey		Lake City, Town of	Council Member	☞ Hinsdale	Elected Official jodilinsey@townoflakecity.co
Sue	Hansen	Vice Chair	Montrose County Elected	BOCC	☞ Montrose County, Colorado	Elected Official shansen@montrosecounty.net
Steve	Metheny		Montrose County Private	County Appointed	☞ Montrose County, Colorado	Appointed smetheny@coloradomesa.edu
Alida	Soileau		Montrose County Private	County Appointed	☞ Montrose County, Colorado	Appointed alida.soileau@gmail.com
Dave	Frank	Chair	Montrose, City of	Mayor Pro Tem	☞ Montrose County, Colorado	Elected Official dfrank@cityofmontrose.org
Melissa	Lampshire		Nucla, Town of	Council Member	☞ Montrose County, Colorado	Elected Official dianastarks@naturita.town
Monique	Garrett		Olathe, Town of	In Leiu of Council	☞ Montrose County, Colorado	Appointed clerk.nucla@gmail.com
Michelle	Nauer	Treasurer	Ouray County Elected	BOCC	☞ Ouray	Elected Official mgarrett@olatheco.us
			Ouray County Private		☞ Ouray	
			Ouray County Private		☞ Ouray	
			Ouray, City of	In Leiu of Council	☞ Ouray	Elected Official mnetteer@cityofouray.com
John	Clark	Past Chair	Ridgway, Town of	Mayor	☞ Ouray	Elected Official iclark@town.ridgway.co.us
Lance	Waring	EC Member	San Miguel Elected	BOCC	☞ San Miguel County, Colorado	Elected Official lancew@sanmiguelcountyco.gov
Mike	Bordogna		San Miguel Private	County Appointed	☞ San Miguel County, Colorado	Appointed mikeb@sanmiguelcountyco.gov
			San Miguel Private		☞ San Miguel County, Colorado	
Scott	Pearson		Mountain Village, Town of	Council Member	☞ San Miguel County, Colorado	Elected Official jgilbride@mtnvillage.org; jhgilbride@mtnvillage.org
			Norwood, Town of		☞ San Miguel County, Colorado	
Marya	Stark		Telluride, Town of		☞ San Miguel County, Colorado	Appointed mstark@telluride.gov

Balance Sheet by Category

Region 10
 Period Ending: 12/31/2025
 Format: 1 Region 10 Balance Sheet

Run Date: 2/5/26
 Run Time: 9:37:57 am
 Page 1 of 1

Assets:

Region 10 Cash	393,647.29
BLF Cash	732,184.29
SBA Cash	849,198.57
Prepaid Expenses	259,745.16
Loans Receivable	3,146,230.05
Allowance for Doubtful Accounts	(340,317.63)
AAA Receivables	403,065.09
Grants Receivable	334,106.61
Other Receivables	59,920.04
Building and Land	1,781,538.00
Broadband Assets	17,948,755.29
Furniture and Fixtures	14,461.15
Accumulated Depreciation	(7,292,596.58)
Enterprise Center Remodel	1,142,298.00

Assets:	\$19,432,235.33
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Liabilities:

Accounts Payable	265,061.77
Accrued Leave	69,087.96
Payroll Benefits Payable	622.92
Building Security	4,000.00
Other Liabilities	11,384.90
Broadband Deferred Revenue	56,519.81
Project Advances	168,464.71
Alpine LOC	351,685.00
SBA Loan	886,235.57
Cost Allocation Control	16,784.54

Liabilities:	\$1,829,847.18
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Equity:

Enterprize Zone	(10,644.76)
Community Development	(32,393.05)
Transportation and Transit	65,444.88
Olathe RISE	1,023,636.84
Area Agency on Aging Projects	502,645.58
BLF Projects	2,275,472.08
Small Business Resource Center	(259,464.24)
Regional Broadband	939,109.08
Unrestricted Net Assets	(174,569.44)
RLF Retained Earnings	13,273,151.18

Equity:	\$17,602,388.15
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Total Liabilities and Equity	\$19,432,235.33
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Balance:	\$0.00
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Agencywide R&E by Category

Region 10
 Period Ending: 12/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 2/5/2026
 Run Time: 9:34:45 am
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
Revenues					
Grants and Contracts	2,051,161.00	234,591.56	995,168.48	1,055,992.52	48.52 %
40000 EZ Admin Grant	22,500.00	2,809.12	16,854.72	5,645.28	74.91 %
40100 EDA Grant	70,000.00	5,833.34	35,000.00	35,000.00	50.00 %
40110 USDA RBDG	36,000.00	0.00	0.00	36,000.00	0.00 %
40120 USDA CFTA	296,000.00	18,000.00	116,440.94	179,559.06	39.34 %
40400 CDOT Annual Grant	21,000.00	3,967.02	9,554.55	11,445.45	45.50 %
40800 DOLA - Community Development Grant	100,000.00	10,000.00	10,000.00	90,000.00	10.00 %
40820 Infrastructure Navigator Funds	0.00	8,333.38	50,000.28	(50,000.28)	0.00 %
40850 Regional Broadband Capital	0.00	35,000.00	122,424.00	(122,424.00)	0.00 %
40865 BB Grant - OPERATIONS	97,000.00	38,356.63	124,432.45	(27,432.45)	128.28 %
43227 SBDC Grant Income	160,000.00	41,106.76	95,049.89	64,950.11	59.41 %
43350 Region 9 Loan Proceeds	0.00	0.00	65,000.00	(65,000.00)	0.00 %
48100 Other CLS Grants	117,000.00	16,250.00	32,500.00	84,500.00	27.78 %
48200 SHIP Grant	42,000.00	0.00	4,380.00	37,620.00	10.43 %
48300 MIPPA Grant	0.00	0.00	5,666.00	(5,666.00)	0.00 %
48400 RSVP Grant	588,701.00	24,494.00	128,731.39	459,969.61	21.87 %
48425 Senior Companion Grant	0.00	17,446.31	78,613.90	(78,613.90)	0.00 %
48500 SMP State Grant	0.00	1,125.00	6,750.00	(6,750.00)	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	11,870.00	93,770.36	198,389.64	32.10 %
49700 CDBG Grant Funds	180,000.00	0.00	0.00	180,000.00	0.00 %
AAA Federal and State Program	1,802,026.00	140,924.32	829,493.42	972,532.58	46.03 %
40200 AAA Admin Fed	82,337.00	6,574.41	39,446.51	42,890.49	47.91 %
40210 AAA Admin State	86,862.00	7,385.67	44,314.02	42,547.98	51.02 %
41200 AAA State Caregiver Match	5,016.00	418.00	2,508.00	2,508.00	50.00 %
41400 AAA NSIP Fed	6,000.00	0.00	0.00	6,000.00	0.00 %
42500 AAA Fed Funding	800,055.00	56,602.27	227,354.16	572,700.84	28.42 %
43000 AAA Program State	781,756.00	66,179.78	493,285.59	288,470.41	63.10 %
43600 ADRC Revenue	40,000.00	3,764.19	22,585.14	17,414.86	56.46 %
RLF Interest & Fees	262,000.00	23,139.05	116,500.71	145,499.29	44.47 %
49100 Loan Interest	240,000.00	2,964.36	26,307.19	213,692.81	10.96 %
49110 Loan Interest-CDBG #6	0.00	65.13	402.66	(402.66)	0.00 %
49115 Loan Interest Rural BLF Statewide	0.00	17.89	267.53	(267.53)	0.00 %
49130 Loan Interest-SBA II #5303545000	0.00	0.00	20.25	(20.25)	0.00 %
49140 Loan Interest-SBA III # 9325495008	0.00	1,730.93	9,587.87	(9,587.87)	0.00 %
49150 Loan Interest-SBA IV # 2489697006	0.00	925.21	5,400.15	(5,400.15)	0.00 %
49155 SBA Loan V Interest Income	0.00	707.39	4,161.28	(4,161.28)	0.00 %
49156 SBA VI Interest Income	0.00	1,677.28	9,381.41	(9,381.41)	0.00 %
49157 SBA VII Interest Income	0.00	1,868.10	8,081.77	(8,081.77)	0.00 %
49160 Loan Interest-CDBG #8	0.00	1,357.83	9,155.86	(9,155.86)	0.00 %
49162 CDBG #9 Interest Income	0.00	3,920.00	11,686.20	(11,686.20)	0.00 %
49165 Loan Interest CO Start Up	0.00	3,685.28	19,519.42	(19,519.42)	0.00 %
49200 Loan Fees	16,000.00	3,546.40	5,969.37	10,030.63	37.31 %
49210 Loan Administrative Fees	0.00	568.00	4,754.00	(4,754.00)	0.00 %
49300 Late Fees/Penalties	6,000.00	105.25	1,805.75	4,194.25	30.10 %
Other Fees & Services	35,700.00	2,355.87	6,645.87	29,054.13	18.62 %
43100 Small Business Resource Center Funding	12,000.00	0.00	0.00	12,000.00	0.00 %
43150 SBRC - Tuition Fee Income	1,200.00	0.00	0.00	1,200.00	0.00 %
45800 EZ Contribution Fees	22,500.00	2,355.87	6,645.87	15,854.13	29.54 %
Membership	197,000.00	33,291.78	99,875.37	97,124.63	50.70 %

Agencywide R&E by Category

Region 10
 Period Ending: 12/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 2/5/2026
 Run Time: 9:34:45 am
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With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
42000 Member Dues	115,540.00	19,315.64	57,946.95	57,593.05	50.15 %
42700 Transportation Assessments	25,860.00	4,271.00	12,813.00	13,047.00	49.55 %
43400 AAA Assessments	55,600.00	9,705.14	29,115.42	26,484.58	52.37 %
Building	0.00	1,000.00	6,000.00	(6,000.00)	0.00 %
44000 Building Rent	0.00	1,000.00	6,000.00	(6,000.00)	0.00 %
Broadband Revenues	720,000.00	34,006.35	192,239.90	527,760.10	26.70 %
40860 Broadband Service Income	720,000.00	34,006.35	192,239.90	527,760.10	26.70 %
Other Revenue	57,600.00	13,364.24	67,766.42	(10,166.42)	117.65 %
40115 Program Income	0.00	1,825.00	12,320.00	(12,320.00)	0.00 %
40840 In-Kind Donation	42,000.00	3,499.00	20,994.00	21,006.00	49.99 %
	0.00	0.00	0.00	0.00	0.00 %
45000 Bank Interest Earned	9,600.00	460.49	2,923.71	6,676.29	30.46 %
46000 Local Donations	6,000.00	0.00	0.00	6,000.00	0.00 %
48000 AAA Local Donations	0.00	7,000.00	29,485.00	(29,485.00)	0.00 %
48050 Other Income	0.00	579.75	2,043.71	(2,043.71)	0.00 %
Revenues	5,125,487.00	482,673.17	2,313,690.17	2,811,796.83	45.14 %

Expenses

Salaries & Fringe	1,716,899.00	173,232.59	791,648.38	925,250.62	46.11 %
50000 SALARIES	1,321,549.00	115,086.44	527,975.17	793,573.83	39.95 %
50500 FRINGE BENEFITS	395,350.00	58,146.15	263,673.21	131,676.79	66.69 %
Travel	66,640.00	1,736.39	43,225.55	23,414.45	64.86 %
52000 Meetings & Travel Expenses	66,400.00	1,736.39	43,225.55	23,174.45	65.10 %
52400 Taxes, Licenses & Fees	240.00	0.00	0.00	240.00	0.00 %
Supplies	30,000.00	2,318.58	14,846.21	15,153.79	49.49 %
53700 Printing & Supplies	30,000.00	2,318.58	14,846.21	15,153.79	49.49 %
Equipment	46,600.00	8,035.85	70,310.18	(23,710.18)	150.88 %
59400 Equipment Rental, Repairs & Maintenance	35,200.00	1,900.00	6,373.20	28,826.80	18.11 %
59600 Equipment & Furniture	11,400.00	6,135.85	63,936.98	(52,536.98)	560.85 %
Contractual	399,600.00	28,784.13	191,814.71	207,785.29	48.00 %
54900 Consulting Fees	18,000.00	2,543.75	4,308.75	13,691.25	23.94 %
55000 Contractual Services	381,600.00	26,240.38	187,505.96	194,094.04	49.14 %
RFL Interest and Exp	37,000.00	5,633.65	28,448.49	8,551.51	76.89 %
92000 SBA Loan Interest	13,000.00	1,044.81	5,639.82	7,360.18	43.38 %
92100 Loan Expenses	24,000.00	2,188.84	6,908.67	17,091.33	28.79 %
92200 Bad Debt/Write Off	0.00	2,400.00	15,900.00	(15,900.00)	0.00 %
Broadband Expenses	262,800.00	28,524.82	146,737.46	116,062.54	55.84 %
52100 Broadband Service	202,800.00	2,375.32	28,597.27	174,202.73	14.10 %
53920 Internet - COGS	0.00	13,230.98	61,359.38	(61,359.38)	0.00 %
53950 Broadband Network Management	0.00	5,174.92	23,274.52	(23,274.52)	0.00 %
53960 CNL Lease	60,000.00	7,743.60	33,506.29	26,493.71	55.84 %
General Expense	416,560.00	73,630.87	178,320.57	238,239.43	42.81 %
52700 Telephone/Fax	11,800.00	595.90	5,815.22	5,984.78	49.28 %
53000 Rent	63,000.00	4,859.00	29,154.00	33,846.00	46.28 %
53300 Background and Security Verification	0.00	53.25	827.25	(827.25)	0.00 %
53600 Postage & Shipping	6,060.00	301.27	922.87	5,137.13	15.23 %
53900 Software - Finance	18,000.00	165.00	659.50	17,340.50	3.66 %
53910 Software - Miscellaneous	35,400.00	1,120.55	15,328.97	20,071.03	43.30 %
53930 Web Hosting & Design	3,600.00	578.37	736.10	2,863.90	20.45 %
53940 Computer Repair & Maintenance	48,000.00	5,129.46	29,664.06	18,335.94	61.80 %

Agencywide R&E by Category

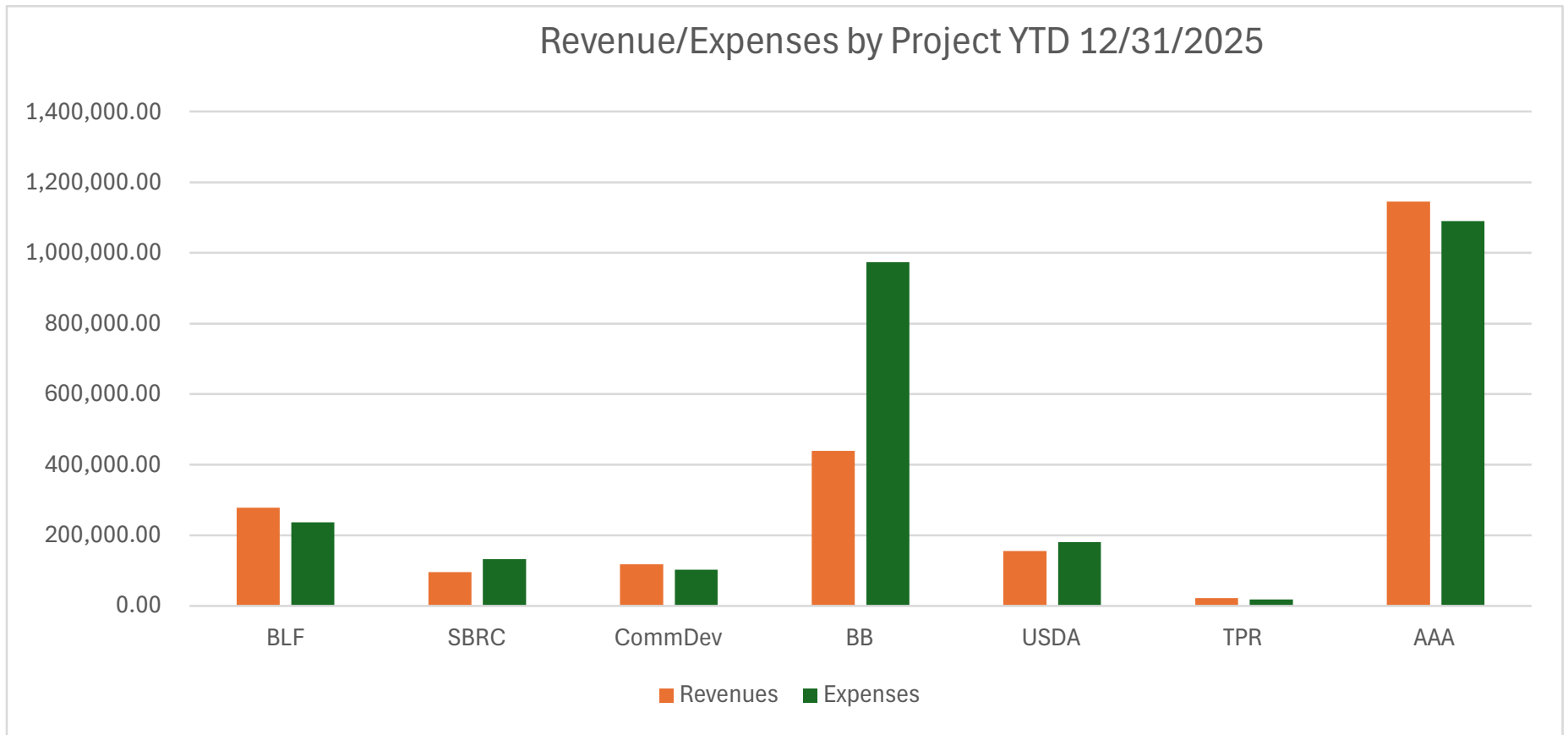
Region 10
 Period Ending: 12/31/2025
 Format: 2 Region 10 Revenue and Expenditures

Run Date: 2/5/2026
 Run Time: 9:34:45 am
 Page 3 of 3

With Indirect Cost Detail

Code & Description	Budget	Current	YTD	Un/Over	% Bud
54000 Dues & Subscriptions	18,000.00	1,662.83	7,464.08	10,535.92	41.47 %
55100 Legal Fees	18,000.00	0.00	3,984.56	14,015.44	22.14 %
55200 Audit & Accounting	24,000.00	16,813.06	18,601.46	5,398.54	77.51 %
55300 Recruitment & Retention	4,800.00	1,638.78	3,424.26	1,375.74	71.34 %
55350 Donations & Sponsorships	13,200.00	0.00	500.00	12,700.00	3.79 %
55600 Promotions	22,800.00	1,421.60	12,097.83	10,702.17	53.06 %
56200 Bank Service Charges/Fees	900.00	104.55	684.40	215.60	76.04 %
56300 Other Insurance	48,000.00	39,187.25	48,456.01	(456.01)	100.95 %
59800 Miscellaneous Expenses	45,000.00	0.00	0.00	45,000.00	0.00 %
95000 Reserve for Capital Replacements	36,000.00	0.00	0.00	36,000.00	0.00 %
Building Expenditures	117,800.00	8,916.98	45,683.34	72,116.66	38.78 %
60100 Building Insurance	24,600.00	462.96	3,703.68	20,896.32	15.06 %
60200 Building Maintenance & Repair	44,000.00	4,870.25	21,434.54	22,565.46	48.71 %
60500 Building Loan Interest	16,000.00	1,111.49	6,966.88	9,033.12	43.54 %
60600 Building Utilities	33,200.00	2,472.28	13,578.24	19,621.76	40.90 %
Depreciation	1,408,218.00	89,928.00	539,568.00	868,650.00	38.32 %
58000 Depreciation Expense	1,408,218.00	10,173.00	61,038.00	1,347,180.00	4.33 %
58100 BB Infrastructure Depr	0.00	79,755.00	478,530.00	(478,530.00)	0.00 %
Contracted Direct Service	1,586,111.00	119,820.22	696,382.90	889,728.10	43.91 %
53800 DOLA - Community Development Pass Th	50,000.00	0.00	10,000.00	40,000.00	20.00 %
71400 AAA NSIP Fed	6,000.00	0.00	0.00	6,000.00	0.00 %
71500 AAA State Caregiver Match	5,016.00	0.00	0.00	5,016.00	0.00 %
72500 AAA Fed Funding	737,295.00	56,073.60	224,182.17	513,112.83	30.41 %
73000 AAA State Funding	719,300.00	56,621.62	439,450.73	279,849.27	61.09 %
73600 ADRC Expenses	6,000.00	0.00	0.00	6,000.00	0.00 %
78100 Other CLS Grants Expense	62,500.00	7,125.00	22,750.00	39,750.00	36.40 %
Business/Other Direct Grants	0.00	0.00	1,687.15	(1,687.15)	0.00 %
58400 Business Grant Distributions	0.00	0.00	1,687.15	(1,687.15)	0.00 %
Other Expenses	326,941.00	9,025.90	44,617.08	282,323.92	13.65 %
53650 Educational Supplies	6,000.00	0.00	180.91	5,819.09	3.02 %
55360 Volunteer Costs Travel and Meals	320,941.00	8,416.90	40,196.90	280,744.10	12.52 %
55363 Recognition - Individual	0.00	0.00	712.55	(712.55)	0.00 %
55365 Recognition - Events	0.00	0.00	47.72	(47.72)	0.00 %
58500 Stipend	0.00	609.00	3,479.00	(3,479.00)	0.00 %
	0.00	0.00	0.00	0.00	0.00 %
Expenses	6,415,169.00	549,587.98	2,793,290.02	3,621,878.98	43.54 %
Agency Balance	(1,289,682.00)	(66,914.81)	(479,599.85)		

Revenue/Expenses by Project YTD 12/31/2025



Executive Director Update February 2026

Action Items:

- Approve amended Board of Directors/Executive Committee meeting dates.
- Presentation of FY 2025 Audit
- Presentation of 2025 community services

Informational Items:

- Submitted DOLA (Department of Local Affairs) REDI (Rural Economic Development Initiative) grant requesting \$45,300 (with match of \$15,100) for Cultivator equipment and installation.
- Submitted DOLA EIAF (Energy Impact Assistance Fund) grant requesting \$81,000 for additional funding to support Broadband Technical Assistance services (provided by Corey Bryndal).
- Met with broadband team on broadband operations, pricing and revenues as the expansion network is implemented and the current network is upgraded.
- Attended Colorado Broadband Office steering committee meeting for study to determine State of Colorado middle-mile strategy (including potential integration of regional projects.)
- Reviewing new funding source opportunities for the Business Loan Fund, including UDSA Relending Program and Economic Development Administration RFL grant program.

Gunnison Valley Transportation Planning Region

- Attended training for new STAC (State Transportation Advisory Committee) members January 23.
- Attended STAC February meeting (virtually).
- Meeting with GVTPR Chair/Vice Chair and CDOT to determine 2026 meeting schedules and agendas.

Staffing:

- No current open positions. Considering contracted services to assist with Comprehensive Economic Development Strategy planning.

Ongoing Meetings

- Attended Regional Workforce Council meeting.
- Attended CMU Montrose Advisory meeting.
- Attended Town of Crested Butte Council meeting.
- Met with Town of Cedaredge to discuss capital projects.
- Attended EDA (Economic Development Administration) CEDS (Economic Development Strategy) kick-off meeting.

Region 10 Meeting Dates 2026

Scheduled Dates

	Jan	Feb	Mar	Apr	May	Jun*	Jul	Aug	Sep	Oct	Nov	Dec
Region 10-current	22	26	26	23	28	25	23	27	24	22	19	
Region 10 Proposed Schedule*		26		16		11		13		8		10
Meeting Type		BOD	no mtg	EC	no mtg	BOD	no mtg	EC	no mtg	EC	no mtg	BOD
CEDS Committee			3/18/2026	4/30/2026	5/28/2026	6/17/2026 or 6/30/2026	7/30/2026- public comment	8/27/2026 Board Approval				
BLF Committee-TBD		26										
GVT-PR-TBD												
RAC/ADRC			5			4			3			3

Other Organization Meetings	Jan	Feb	Mar	Apr	May	Jun*	Jul	Aug	Sep	Oct	Nov	Dec
CML	15-16					22-25						
CCI			26-27*	16/17	1	1-3						
NACO		21-24					17-20				30-2	
Club 20			12/13	17/18			9/10 & 23/24		18/19			
NADO										26-29		
JOLT						18/19						
Water Summit											13	

*June will be the annual meeting. Moving meetings to the 2nd Tuesday of the month, with the exception of April.

Community Development Board Report

For February 2026

Enterprise Zone (EZ):

- **EZ Boundary Amendments**
 - Even though we just completed the process of the Resignation of boundaries we are looking at submitting an application for a boundary amendment in case there are any areas that were not included in the new boundaries that can be included because the release of new economic data.
 - We will be looking at if the portions of Gunnison, Hinsdale or Ouray counties that are no longer designated as EZs can be designated. This application will likely be due in May for the Economic Development Commission to review in June and be in place in July.
- **EZ Contribution Projects**
 - The Ouray County Ranch History Museum Project was approved by the Economic Development Commission on Thursday, February 19th. Contributions to that project are now eligible to earn a tax credit.
 - We currently have [37 active contribution projects](#), and you can see them on our website.
 - We have had conversations about contribution projects with the North Fork Valley Creative Coalition for an operations Visitor/Event Attraction project and the Gunnison Chamber Foundation for either a Capital Campaign Community Facility or Operations Business Assistance, they are looking to raise funds for Downtown Revitalization. Also discussed with the Gunnison Chamber some other funding sources that we have seen help with those types of projects in the past.
- **ACTION ITEMS: Approvals of Enterprise Zone Contribution Projects for**
 - **Grand Mesa Pickleball Foundation:** Capital Campaign for Community Facility – They currently have a fundraising campaign called “[Get ON Court](#)” to raise funds to help the Town of Cedaredge construct and improve recreational facilities. These facilities include a land donation that will be utilized for the construction of 4 new tennis courts with bathroom facilities and infrastructure, the renovation of the current tennis courts into a basketball court, renovations to the skate park and upgrades to the Cedaredge Town Park and trails.

Community Economic Development Strategy (CEDS) Committee

- **What is the Regional CEDS?** The Comprehensive Economic Development Strategy (CEDS) is a strategy-driven plan for regional economic development, produced through a locally based, regionally driven planning process that guides economic prosperity and resiliency for a region. It is both the plan and the ongoing process that engages local governments, the private sector, and other stakeholders to set priorities, coordinate efforts, and build capacity for long-term economic growth.
 - It is required to be updated every 5 years by the U.S. Economic Development Administration (EDA) to maintain Region 10’s Economic Development District (EDD) status. (Region 10’s EDD covers all six counties)
 - No approved CEDS would mean Region 10 would lose the EDD status and funding eligibility for EDA programs
 - Our [current CEDS](#) can be viewed on our website.
 - This plan/strategy aligns the six counties under one regional strategy which in turn aligns federal investments with our regional priorities
- Met with my CEDS Small Peer Exchange Group that is hosted by the National Association of Development Organizations (NADO) to gain some best practices.
- We submitted a grant application to the Boettcher Foundation for a small dollar grant to help with the cost to produce the final document.
- **We Need Your Help!** Below is a draft schedule for CEDS Committee meetings, I have an invite to participate on the CEDS Committee ready to send out to our Board members and our former CEDS Committee as well as to

those that have been recommended by board members. Participation on this committee will help ensure that local priorities and goals are included in our Regional CEDS, we will meet more this year for the update of the CEDS and then will continue to meet in the following years Quarterly or Bi-annually to review our progress.

- Below is an anticipated schedule for meetings:
 - **Wednesday, March 18th from 1-3pm** (Virtual)
 - Overview of the CEDS and a Look at the 2021-2026 CEDS
 - **Thursday, April 30th from 1-3pm** (Virtual)
 - Deep Dive into Goals 1-3
 - **Thursday, April 28th from 1-3pm** (Virtual)
 - Deep Dive into Goals 4-5
 - **JUNE TBD (In Person)**
 - REDS in a Day with community members for community input
 - Presentations from Demography Office & Funding Agencies
 - **Tuesday, June 30th, from 1pm-2pm** (Virtual)
 - Quick Meeting to Discuss how the In-Person Meeting went and what to Incorporate
 - **Thursday, July 30th from 1-3pm** (Virtual)
 - Present a Draft to the CEDS Committee
 - Take Comments on edits/additions
 - **Thursday, August 13th** (Region 10 Board of Directors Meeting, Virtual, CEDS Committee can attend but does not need to.)
 - Present to Region 10 Board of Directors and publish for Public Comment
 - Must be published for 30 Days for Public Input
 - Region 10 will incorporate Public Input and Board of Director Feedback and email updated copies to the CEDS Committee by September 18th
 - **Submit Final to the EDA by September 30, 2026**

Creating Helpful Incentives to Produce Semiconductors (CHIPS) Market Study

- Triple Point Strategic Consulting began interviews with regional companies that are in the realm of the CHIPS industry.

Ongoing Activities

ONE Delta County:

- Has selected a candidate for the Executive Director position and we are excited for them to begin the role in the coming month.

North Fork Community Chamber of Commerce

- They are revising and updating their policies and by laws.
- Exploring some funding options to help hire a consultant to manage some day-to-day tasks.

Economic Development Council of Colorado

- Participating in the Planning Committee meetings every other week.
- Annual Conference dates are set

***Acronyms:**

EZ: Enterprise Zone	EDD: Economic Development District
EREZ: Enhanced Rural Enterprise Zone	CEDS: Community Economic Development Strategy
EZCP: Enterprise Zone Contribution Project	OEDIT: Office of Economic Development and International Trade
EDA: Economic Development Administration	NADO: National Association of Development Organizations
CHIPS: Creating Helpful Incentives to Produce Semiconductors	

Region 10 Comprehensive Economic Development Strategy
Proposed Committee 2025

County	Municipality	Name	Organization
Region		Courtney Tribble	Region10 Courtne
Delta	Delta	Delta Chamber	Delta Chamber
Delta	Delta	Elyse Ackerman-Casselberry	City of Delta
Delta	Delta	Greg Pope	One Delta
Delta	Delta	TCR - Randal Palmer	TCR
Gunnison	CB	Jeff Moffett	Triple Point Consulting
Gunnison	Gunnison	Leora Wallace	Gunnison Chamber
Hinsdale	Hinsdale	Kristie Borchers	Hiinsdale County/DIRT
Hinsdale	Lake City	Kate Hopson	Lake City Chamber
Montrose	Montrose	Jace Hochwalt	City of Montrose
Montrose	Montrose	Michelle Wingfield	City of Montrose/DART
Montrose	Montrose	Sandy Head	Montrose EDC
Montrose	Montrose	Steve Methany	CMU-Montrose
Montrose	Private	Heidi Dragoo	Colorado Outdoor
Montrose	Private	Zander Parker	Parker CPA
Montrose	WE	WEEDC - Makayla Gordon	WE EDC
Ouray	Ridgway	John Clark/Tera Wick	Town of Ridgway
SMC	Telluride	DeLanie Tapson/Zoe Dohnal	Town of Telluride
SMC	SMC	Kris Holstrom	San Miguel County
SMC	SMC	Mike Bordogna	San Miguel County
Region		Chris Lopez	CHFA
Ouray	Ridgway	John Hill	Ridgway Chamber of Commerce-
Ouray	Ouray	Kevin Schiffer	Ouray EDC
Gunnison	Gunnison	Amanda Wilson	City of Gunnison
Gunnison	WSU	TJ Taylor	ICE Lab
Delta	NF	Courtney or other appointee	Northfork Chamber
Gunnison	CB/MCB	Heather Leonard	CB/Mt CB Chamber
Delta	Cedaredge	Cassie Fortman	Cedaredge Business Guild
Region	OEDIT	Kami Collins	OEDIT Rural Opportunity
Gunnison	CB	Kate Guibert	OEDIT Resiliency Office

SBRC Board Report

Thursday, February 26, 2026

Noteworthy

Region 10 is assisting with the Town of Telluride Business Stabilization Assistance grants that support businesses affected by ski conditions and the ski patrol strike in December/January.

- 30 applications as of 2/19/2026
- R10 application review- Feb 9-27 (Amy, Sarah, Rachel, Nancy, Callie, Adriana)

What's Happening

Cultivator Update from Adriana

Cultivator Kitchen

- Six food businesses are currently utilizing the kitchen.
- Three new kitchen members joined in February: BuildASoil (Consumer Packaged Goods), Nomad Cuisines (Indian Food), and Nom Nom Shark (Chinese Food), expanding tenant diversity and utilization.
- The Italian Food Emporium began pasta production and is operating wholesale and direct to consumer sales of dry pasta and frozen ravioli. Straw Hat Farm Market and Kitchen Store in Montrose continues to welcome Cultivator products with enthusiasm, giving food businesses a favorable entry into wholesale markets.

Collaborations

- Spark Lab Entrepreneurial Support Organization:
 - Served as panelist and pitch contest judge for Homegrown Pathways at Peak Academy in Montrose.
 - 10 student entrepreneurs presented business concepts and received seed funding, strengthening the regional entrepreneurship pipeline.
- Valley Food Partnership's Roots of Renewal annual summit:
 - Participated as a planning committee member for Roots of Renewal, held at the Montrose Pavilion in January, with approximately 300 attendees.
 - Supported Spanish-speaking participants as Hispanic Liaison, including interpretation support and facilitation of Spanish-language sessions to improve accessibility and inclusion.
- Facilitated a Business Plan Basics workshop supporting entrepreneurs through programming at the Hispanic Affairs Project.
- Provided hands-on guidance to Yo Soy de Rancho participants in developing business plans and completing business registration with the Secretary of State. Program concluded in February with more than 70% of participants completing all program milestones, including training participation, business registration, and finalized business plans.

Small Business Development Center (SBDC) Update from Callie

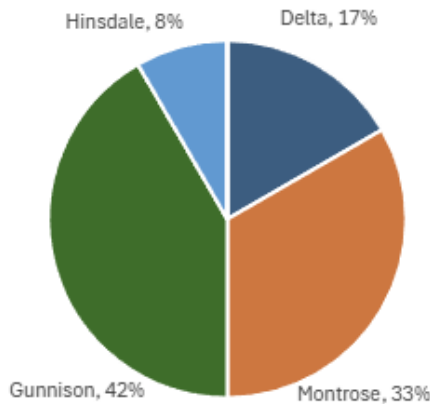
One-on-One Advising (December)

Clients	Sessions	Hours
12	15	17.2

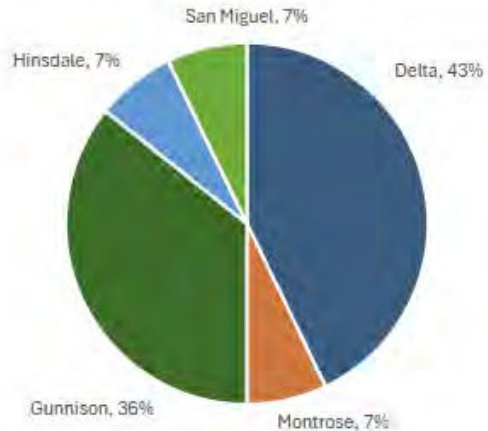
Workshops (December)

Clients	Workshops	Hours
14	18	33

Advising Clients by County



Training Clients by County



- Feasibility cohort begins in March. The Feasibility program helps new businesses understand what’s required to generate the revenue they need. For example, it shows an owner how many days a year the business needs to be open and how many cups of coffee they need to sell each day to meet their revenue goals.
- How to Start a Mobile Food Business class - beginning in April with Joseph Kean and Joe Ouellette as co-leaders. This program helps potential food truck proprietors understand what’s required to operate a mobile food truck—from health codes and licensing to day-to-day operations.
- Continued participation in statewide programming committee work
- Ongoing advising and workshop facilitation (How to Launch Your Business class)
- Training calendar attached.

Business Loan Fund (BLF) from Amy

At A Glance: January 2026

New Loans Closed	0
Modification Requests	2
Loans Denied	0
Loans Sent to Collections	0
Loans Paid Off	3
Active Loans (as of 2/1/26)	78

- Pipeline Management

The loan team is actively working through the current pipeline of leads. There are 37 leads in progress, with seven (7) expected to close within the next 90 days, totaling an estimated \$732,000. We continue to see a wide variety of potential applicants.

- Portfolio Management:

We processed two modification requests and continue to see approximately 3-4 clients falling behind on payments. Staff is working through a new tranche of potential modifications. Currently, no loans have been sent to the attorney's office for collections. However, we are working with one client who has declared personal bankruptcy. While payments slowed over the holidays, most have recovered and the portfolio is seeing more timely payments.

- LoanWell/Software conversion

The loan team is continuing to assess the effectiveness of our software systems. Progress on transitioning to the LoanWell platform has encountered significant roadblocks, including data conversion issues and usability challenges reported by some clients.

- Programmatic Updates

Region 10 BLF has chosen to participate in the Start Up Colorado 2.0 confab, led by Region 9. The program requirements have changed, and funds will no longer revolve back to the organization. This will give us continued access to startup funds, which we have seen a demand for with the current pipeline. While several other regions opted out this time, we decided to participate to provide Amy with exposure to the program and to maintain a strong partnership with Region 9.

Business Loan Fund Portfolio

Date: [January 1, 2025 - January 31, 2026](#) ×

New Loans By County Last 12 Months

county	num loans	loan amt	current loan balance	jobs created	jobs retained
Delta	6	351,234.6	330,646.65	32	28
Gunnison	5	132,500	120,963.08	3	1
Montrose	4	324,352.55	307,727.86	5	3
Ouray	1	80,000	71,645.02	0	0
San Miguel	1	50,000	44,681.39	0	0
Total	17	938,087.15	875,664	40	32

6 rows

New Loans by Industry Last 12 Months

industry	num loans	loan amt	current loan balance	jobs created	jobs retained
Arts, Entertainment, and Recreation	1	7,500	6,943.9	1	1
(Blank)	6	344,352.55	313,125.42	0	0
Retail Trade	4	225,000	219,170.93	5	9
Service - Professional, Scientific, and Technical	5	346,234.6	322,413.13	26	19
Services - Educational	1	15,000	14,010.62	8	3
Total	17	938,087.15	875,664	40	32

6 rows

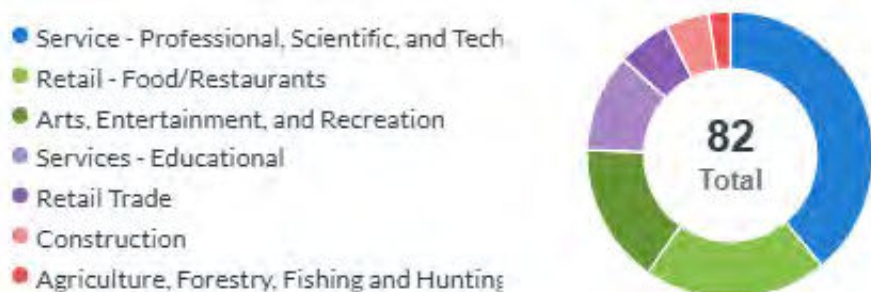
Jobs Created by Industry (Last 12 Months)



Capital Dispersed by County (Last 12 Months)



Jobs Created by Industry (Last 12 Months)



Capital Dispersed by Industry (Last 12 Months)



Business Loan Fund Portfolio

Total Active Loans By County

county	num loans	loan amt	current loan balance	jobs created	jobs retained
Delta	10	537,712.6	413,780.66	32	30
Gunnison	12	517,500	361,012.23	10	6
Mesa	2	185,000	148,092.45	12	10
Montrose	44	2,767,780.5	1,693,281.5	28	34
Ouray	7	325,673	202,575.96	0	0
San Miguel	3	110,000	50,681.58	0	0
Total	78	4,443,666.1	2,869,424.38	82	80

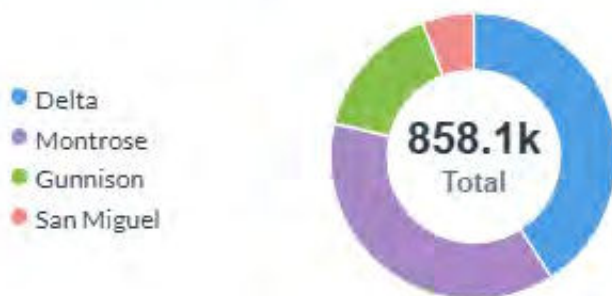
7 rows

Total Active Loans By Industry

industry	num loans	loan amt	current loan balance	jobs created	jobs retained
Agriculture, Forestry, Fishing and Hunting	1	40,000	7,706.51	2	2
Arts, Entertainment, and Recreation	3	192,500	155,036.35	13	11
(Blank)	51	2,840,623.5	1,622,127.8	0	0
Construction	1	172,000	145,001.95	4	4
other	1	30,000	15,812.03	0	0
Retail - Food/Restaurants	6	306,478	180,266.11	17	19
Retail Trade	4	225,000	219,170.93	5	9
Service - Professional, Scientific, and Technical	9	582,064.6	490,156.47	32	25
Services - Educational	2	55,000	34,146.23	9	10
Total	78	4,443,666.1	2,869,424.38	82	80

10 rows

Capital Dispersed By County - Pie Chart



Capital Dispersed by Industry



Jobs Created by County



Jobs Retained by County





March 2: 6:00pm-8:00pm

MARKETING
Cómo Establecer Mejor Mercadotecnia



March 4: 12:00pm-1:00pm

MARKETING
Business Builder: What to Say on Social Media



March 4: 12:00pm-1:00pm

MARKETING & SALES
Unlock the Power of Google Business Profile



March 4: 9:00am-10:00am

STARTUP ASSISTANCE
How to Launch Your Business: A Checklist



March 5: 6:00pm-7:00pm

Habilidades empresariales para administradores de cuidado infantil en rurales



March 9: 11:00am-1:00pm

TAX PLANNING
Understanding Sales Tax



March 11: 12:00pm-1:00pm

STARTUP ASSISTANCE
Business Builder: Access to Capital



March 18: 5:30pm-7:00pm

MARKETING & SALES
Smarter Social Media: AI for Small Businesses



March 27: 9:00am-10:00am

MANAGEMENT
Essential Skills for Child Care Administrators

MARCH 2026

MON

TUE

WED

THU

FRI

  				
2	3	4	5	6
				
9	10	11	12	13
				
16	17	18	19	20
				
23	24	25	26	27
				

ON DEMAND
Self-paced programming
available on your schedule!



**10 Things to Know
Before You Run a
Business**



**Business Valuation
Basics for
Owners & Buyers**



**Cash Flows for
Small Business Startups**



AAA Board Report January 2026

NOTEWORTHY:

- **GREAT NEWS!** Benefit Enrollment Center (BEC) Grant was approved from the National Council on Aging (NCOA). The Grant is a tier 2 grant that was approved for 30 months at \$200,000. It’s anticipated that this grant will blend well with our existing Options Counseling and State Health Insurance Plan (SHIP) programs we have. BECs use person-centered strategies in a coordinated, community-wide approach to find and enroll Medicare beneficiaries—both older adults age 65+ and adults living with disabilities—who have limited income and resources to access available benefits.
- **Further Reduction in Waitlists.** The AAA has added around 30 clients. We are now looking at reducing further our waitlists as it appears we can add at least another 10-15+ clients to ensure we meet the some of the current need for services.

AAA Programs Report

Transportation and meal reports below. We are happy to report no waitlist on these services.

All Meal Services Meal Site Report

Date Field: Date of Service equals Last Month (1/1/2026 to 1/31/2026)

Provider Location: Name ↑	Service: AAS Service Name ↑	Service Sub Type ↑	Sum of Service Units	Registered Client Count
Cedaredge	Congregate Meals	Congregate Meal	197	22
	Home Delivered Meals	Home Delivered Meal	218	21
Hotchkiss	Congregate Meals	Congregate Meal	25	3
	Home Delivered Meals	Home Delivered Meal	104	9
Mom's Meals	Home Delivered Meals	Drop Shipment	1420	77
Montrose	Congregate Meals	Congregate Meal	43	12
Olathe	Congregate Meals	Congregate Meal	142	16
	Home Delivered Meals	Home Delivered Meal	81	8
Paonia	Congregate Meals	Congregate Meal	56	5
	Home Delivered Meals	Home Delivered Meal	30	3
Senior CommUnity - Delta	Congregate Meals	Congregate Meal	98	12
	Home Delivered Meals	Home Delivered Meal	456	41
Total			2870	229

Transportation Report

All Points - Monthly Clients Served

Date Field: Date of Service equals Current and Previous FQ (10/1/2025 to 3/31/202

Date of Service ↑	Registered Client Count
October 2025	596
November 2025	556
December 2025	541
January 2026	505

Ombudsman:

- The Ombudsman Program received a resignation request from a Montrose volunteer who sighted ongoing requirements of the program as a consideration. A trainee in Delta, has completed classroom and shadowing hours and is now considering whether or not to become a fully certified ombudsman. Region 10 is currently without any certified volunteer ombudsman. Beth McCorkle, RSVP/SCP Community Coordinator, has had success in recruiting volunteers who are interested in serving the nursing home population however the ombudsman program's ongoing training and documentation requirements are often viewed as an obstacle to many applicants who prefer to spend their time directly serving residents. Friendly visiting and assisting with activities are examples of volunteer roles that previous ombudsman volunteers gravitate towards.
- In December and January, the ombudsman program received 44 calls, 31 site facility visits and 9 cases.

VOLUNTEER PROGRAMS:

Retired Senior Volunteer Program

- East, West Montrose and Ouray had appreciation luncheons for volunteers. Delta and Gunnison are scheduled for next month. We also have a volunteer fair scheduled for next month in Montrose.

- RSVP is on track to meet all performance measures required by AmeriCorps. We are very happy about this as it helps with retaining this program and with consideration on others grants through AmeriCorps.
- Region 10 will be competing again for San Miguel and Ouray counties for RSVP funding. Applications are due by March 26th.
- RSVP has volunteer recruitment events planned in Montrose and Delta in the coming months, as well as recognition events scheduled in every service county.

State Health Insurance Program (SHIP/Medicare Counseling)

- SHIP received additional funds in the amount of \$14,840 and must be utilized by May 31st. We are planning to purchase new laptops for SHIP team and provide recognition for our volunteers.

Senior Companion Program

- SCP has 6 active volunteers with 2 more in training. Community Coordinators will be focusing on SCP recruitment from April-December.

Grant Funding and Diversification Opportunities

- As was reported above, Benefits Enrollment Center grant was awarded. We are working on implementation and familiarizing ourselves with the new reporting software. More to come on this very positive development.
- Region 10 has a meeting with Center for Independence. They had done a review of their services and veterans and did not believe they had sufficient clients to subcontract with Region 10. We will be referring any senior veterans to their program in hopes it may expand in the future.



February 2026
Corey Bryndal
Regional Broadband Project Director

- **DOLA EIAF Broadband** middle mile expansion has been activated. The portion from Denver to Grand Junction is activated, beginning customer service with updated equipment and a 100Gb connection. There is a good demand for the service. Services will be delivered to Fruita, Grand Junction, Palisade, DeBeque, Collbran and extended to Montrose and Delta.
- Provisioning connections for UCAR/Front Range GigaPop. Participants (including Colorado Mesa University, Western State University and Rocky Mountain BioLab) will have a direct connection to Denver at 10 Gigabit speeds and utilize national routing specific to the R&E environment after the expansion is completed. An NSF grant will fund the services for the first two years.
- Purchased IP Addresses (unique identifying numbers assigned to devices connected to the internet) for Region 10, which will allow direct service for internet providers instead of leasing addresses from other resources.
- Executed extension agreement with Tri-State Generation and Transmission Association to extend fiber to Durango and Cortez. All equipment for this project is on hand.
- Negotiated agreement for connection and co-location for data center in Cortez.
- Met with the Colorado Broadband Office on state-wide middle mile network project, which includes reviewing regional projects. Region 10 is participating on the steering committee. The report is due August 2026.
- Continuing updates and reconfigurations to the existing network and beginning design of upgrade similar the new expansion network in anticipation of grant applications to support funding for upgrades.
- Region 10 selected to continue to utilize FastTrack for Network Management RFP and is working to onboard the team with introductions to the expansion network and equipment.
- Met with provider to discuss potential connections for Town of Pitkin; will continue discussions.

Broadband Report to the Board



- 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. Four CNL's in Region 9 have been completed and will connect to the Region 10 network. Region 10 provided design and estimating for optical and routing gear for these facilities and the SUIT location.
- Region 10 signed an agreement to receive an IRU of fiber between Durango and Pagosa Springs. The Southern Ute Indian Tribe is leading these construction efforts. Having overcome initial permitting delays, the pre-construction activities are well underway. Anticipated delivery of fiber is July 2026.
- 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. Engagement areas include SCEDD, PPACG, San Luis Valley, Region 9/SWCCOG, AGNC and others. Periodic updates are provided to AGNC. The director attends two regular weekly meetings with Region 9.