

SAN LUIS VALLEY DEVELOPMENT RESOURCES GROUP  
MONTHLY MEETING MINUTES OF THE EXECUTIVE BOARD  
February 13, 2017

A business meeting of the Executive Board of the San Luis Valley Development Resources Group, Inc., was held at the 610 State Avenue, Alamosa, Colorado. The following were present:

**EXECUTIVE BOARD**

Ty Coleman, Alamosa City Council-Chairman  
Jeffrey Larson-Mayor of Creede  
John Sandoval, Conejos County Commissioner  
Karla Shriver, Rio Grande County Commissioner  
Michael Yohn, Alamosa County Commissioner  
TJ Brown, Del Norte Bank-Vice Chair  
Tom Acre, Manager, Town of South Fork—via teleconference

**PROXIES**

Kent Curtis, First Southwest Bank  
Ken Anderson, Saguache County Commissioner  
Lawrence Pacheco, Costilla County Commissioner-Secretary/Treasurer  
Ramona Weber, Mineral County Commissioner  
Preston Porter, San Luis Valley Board of Realtors

**STAFF**

Kevin Wilkins, Executive Director  
Anne Jones, Chief Financial Officer  
Sarah Stoeber, Director Business Development

**MEETING MINUTES:**

**CALL TO ORDER.** Ty Coleman called the meeting to order at 5:05 p.m.; he welcomed everyone and asked if there were any additions or corrections to the agenda. Kevin Wilkins asked to add to Action Items the URGED Code of Ethics for the Chairman to sign.

**John Sandoval made a Motion to approve the Agenda as amended for the February 13, 2017 meeting; TJ Brown seconded and the Motion carried.**

Ty asked if there were additions or corrections to the Minutes of the last meeting. There were none.

**Michael Yohn made a Motion to approve the Board Minutes from 1/9/2017; TJ Brown seconded and the Motion carried.**

**PROGRAM REPORTS**

**Kevin Wilkins:**

Kevin reported that he met with Rotary, presented to the URGED group, updated county supervisors (which includes commissioners), and met extensively with Eric Grossman regarding the VIP Branding Initiative. Additionally, he is working on the following projects:

- The bylaw committee is looking at Region 9's bylaws so we don't re-invent the wheel. The existing Bylaws are so vague there is very little to work from on those. Tom Acre will get in contact with Kent Curtis to get the ball rolling on this.
- Mick Daniels with SLVGO has asked the COG to appoint a steering committee for his organization which will in turn be adopted by the SLV DRG. Mick has met with INSPIRE, LOR, and several others.
- SLVDRG is very supportive of helping SLVGO find future funding
- VIP Branding Initiative meeting to be held on April 27<sup>th</sup>, at ASU, details to follow

- MOU drawn up for the SLVDRG to administer a possible grant for Trail Wise Back Country
- Enterprise Zone—preparing for regional EZ meeting on February 23<sup>rd</sup> from 2-4 pm at Grizzly Inn. Sonya Guram, Program Manager will discuss the new enhancements of the program. Projects will now be required to relate back to a specific economic development goal set forth in the CEDS and/or Blueprint. Projects will have a pre-determined start and end date with a maximum term of five years. They will also be asked to attach a budget to project goals which will force projects to be more strategic in their fund-raising efforts. Most current projects will remain; there may be a few that will drop off. There is a lot of interest in the upcoming gathering.
- Broadband grant was extended. The study is completed. We are working with Mid-States Consultants to create a roll-out event to present findings, let the public ask questions, then convene with stakeholders to draw up a document that represents actionable items with next steps going forward. We hope to accomplish this in the month of March. Need more participation from southern part of the Valley.
- OEDIT Representative coming to the Valley on March 28<sup>th</sup>. Kevin wants to gather URGED, ACED, ASU, TSJC, Karla, and Delzia for a break out session of this meeting. Beverly McClure (ASU) and Carmen Simone (TSJC) are important for this gathering.

**Staff Reports** given by Kevin: Hew has an intern he is working with from ASU marketing department who will assist the DRG is having more of a presence on social media. Other interns may be available. Tonya has been working diligently on month and year-end reconciliation in preparation for the audit. Community Action Agency has been requiring a significant amount of her efforts. She also has a loan in process that she hopes to close in the next week. Sarah has been making preparations for the upcoming EZone meeting coordinating the meeting room, sending out invitations, and following up with the State. She also closed a loan and has three more potential new loans coming. Late payments are down. We are communicating with the loan customers more frequently.

**Anne Jones:**

Anne reported that DRG had a net income of \$11,160.36 for January, 2017. This includes grant income from the EDA Planning grant of \$17,500, which is for a three quarter period. So if we back out the second two months of the income from the grant, the actual net income would be \$650.31. Anne and Kevin both reported that they are looking closely at all expenses. Anne then discussed the 2016 financials. DRG had a net loss of \$169,099 for the year. The year of 2016 did have some extraordinary items in it. There were lingering salary expenses for Roni Wisdom of \$37,481 and salary expenses for Michael Wisdom of \$39,784. Anne also wrote down the balances in the Other Real Estate and Repo Inventory accounts by \$22,065. Between these, DRG had \$99,330 in extraordinary expenses. This brings the actual net loss from normal operations to \$-69,799. Anne also compared this to 2015. In 2015, the net income was \$265,533, with extraordinary gains from the Proximity Malt sale of \$363,088, and the actual net loss from normal operations of \$-97,555.

Anne also discussed moving the method of accounting for interest income from the cash basis to the accrual basis. Currently, interest income is posted to the income statement when it is actually received instead of when it is earned. Anne recommending changing this method. The biggest advantage to this is the stabilization of the interest income account on a monthly basis. Right now there are spikes in the interest income account, primarily due to loans on quarterly payment and late payments. The actual dollar amount of change has not been material in the past as there have not been any end of year accounting entries to the accrued interest receivable account since 2012.

TJ asked how this would affect any loans that went on non-accrual. Non-accrual loans, if DRG were to have any, would be treated according to GAAP. Generally non-accrual loans have contra principle and contra interest income accounts. TJ asked if there were any allowance accounts. Anne responded that there were on the balance sheet with a balance of \$39,575. John Sandoval asked if this could be used for the write down of the OREO and Repo accounts. Anne responded that they could not because they were no longer considered loans.

**TJ Brown made a Motion to approve the financials; John Sandoval seconded and the Motion carried.**

**ACTION ITEMS**

Regarding SLVDRG Executive Board elections:

**Karla Shriver made a Motion to retain current SLVDRG Executive Board leadership (all present were willing to accept) for the 2017 term under current applicable Bylaws; Mike Yohn seconded and the Motion carried.**

Regarding the SLVGO Steering Committee, a slate of the following individuals was presented:

Karla Shriver, Rio Grande County Commissioner  
Sean Noonan, Recreation Planner BLM  
Curt Howell, Assistant Director of Student Life & Recreation at ASU  
Kairina Danforth, Mayor of Crestone  
Marty Asplin, Del Norte Trails, URGED Co-Director  
Kevin Wilkins, Executive Director of SLV DRG  
Brink Messick, Volunteer and Partnership Manager for San Luis Valley  
Tom Acre, Manager Town of South Fork

**TJ Brown made a Motion to accept the list of those presented for the SLVGO Steering Committee; John Sandoval seconded and the Motion carried.**

Regarding the URGED Code of Ethics we've been asked to sign:

**Tom Acre made a Motion to that the Chairman of the SLVDRG sign this document; John Sandoval seconded and the Motion carried.** Michael Yohn abstained from the vote pending further discussion at the County level.

#### **Updates Around the Region**

John Sandoval said Conejos county is quiet right now.

Michael Yohn said Alamosa county sent people from Road and Bridge to help over in Costilla county when they got such bad snow a few weeks ago. That's what we do, help each other here in the Valley. He is the Chairman for Transportation and Planning Region (TPR). The bid for the jail will be released in tomorrow's paper. There were a few local contractors who submitted bids for the project in addition to others.

Tom Acre said South Fork got 8 inches of snow yesterday. The Legacy Lodge sold; he keeps looking for a buyer for the Hungry Logger. Wants to develop vacant land for affordable housing unit.

Karla Shriver said they are discussion staffing needs for an emergency manager and airport manager possibly combined. Rails with trails is coming up a lot since the railroad between Creede and South Fork is for sale.

Jeff Larsen said Randi Snead and Clyde Dooley met with and got approval from DOLA for a \$1 million grant to fix the Plume for the town.

Ty Coleman said there have tentative bids for the multi-purpose cent/ice hockey rink. Mayor signed the URGED Code of Ethics for City of Alamosa. Ty thanked all everyone for their continued participation and reminded the group that we all achieve more when we work together as a team.

The meeting was adjourned by Ty Coleman at 6:37 p.m.

The next meeting will be on Monday, March 20th, 2017, 5 p.m. at the upstairs boardroom at the Depot.

Respectfully submitted,

---

Sarah Stoeber, Director of Business Development

---

Lawrence Pacheco, Secretary/Treasurer