

SAN LUIS VALLEY DEVELOPMENT RESOURCES GROUP
MONTHLY MEETING MINUTES OF THE EXECUTIVE BOARD
March 20, 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 Larsen-Mayor of Creede
Karla Shriver, Rio Grande County Commissioner
Ken Anderson, Saguache County Commissioner
Kent Curtis, First Southwest Bank
Lawrence Pacheco, Costilla County Commissioner-Secretary/Treasurer
Tom Acre, Manager, Town of South Fork

PROXIES

John Sandoval, Conejos County Commissioner
Michael Yohn, Alamosa County Commissioner
Ramona Weber, Mineral County Commissioner
TJ Brown, Del Norte Bank-Vice Chair
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 5:02 p.m.; he welcomed everyone and asked if there were any additions or corrections to the agenda. There were none.

Karla Shriver made a Motion to approve the Agenda for the March 20, 2017 meeting; Ken Anderson seconded and the Motion carried.

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

Karla Shriver made a Motion to approve the Board Minutes from 2/13/2017; Kent Curtis seconded and the Motion carried.

PROGRAM REPORTS

Kevin Wilkins:

Kevin reported that the VIP Branding Initiative is moving along. There is a meeting on 4/27/17. Broadband public meeting was disappointing. Only about 6 people attended from the general public. EDA, OEDIT Office of IT, DOLA all want to partner for Broadband for the Valley. Public would cover cost of bridge; providers take fiber from towns to individual customers and cover that cost.

EDA meeting was very productive; they were receptive to our projects and will allow the DRG to present brief project overviews for review and consideration by the EDA as potential projects. They want strategic economic development projects.

Kevin stated that the DRG has issued a series of assertive letters. One went to the Creede Repertory Theatre in which we reminded the organization about prompt processing on their part. (Some EZ donations we recently received were over a year old). The second letter went to the COG members who have unpaid balances on their accounts with COG.

Kevin drew the Board's attention to the non-profit advertisement that appeared in the Valley Courier. It was included in the Board packet.

We were made aware by the State BLF Director that there is an RFP being released by which local loan funds may apply for additional funds to loan out. Initially, we thought to pursue this as the lead BLF, but found out that Region 9 also wanted to apply for that position. So, we'd like to support their pursuit of these funds which will be made available to all BLFs in the State. Doing so will require a letter of support, bios from staff members, etc. Kevin asked for a vote of approval to follow through with items requested by Region 9.

Karla Shriver made a Motion allowing the DRG to support Region 9 in their pursuit of additional grant funds being offered through OEDIT which will be disbursed to local BLFs. Tom Acre seconded. Motion carried.

Kevin mentioned that private equity partnerships are desired for the Valley; we need expertise in partnerships. Kent Curtis stated that there is \$100 million available in venture capitalism for the State and \$5 million is marked for use in rural Colorado. These funds are managed by OEDIT through appointment of the Governor. Kent discussed Telluride Foundation and venture capital financing opportunities at length.

Staff Reports given by Kevin:

Tonya will be out of the office at a State Colorado Community Action Association (CCAA) board meeting in Monument in May; Sarah will be attending the State BLF meeting in Burlington also in May, but not the same dates.

Ty stated that he appreciates the staff involvement.

Hew Hallock: Website – Update on the SLVDRG's new Website continues with the information about SLVDRG – "Organization" – now posted. It includes a description of SLVDRG and the other entities for which we are responsible: SLVCOG; SLV Community Action Agency; San Luis Valley Great Outdoors; San Luis Valley Transportation Planning Region; and San Luis Valley Regional Transit Council.

The next section to be completed will be "Programs" which includes information, links and documents about CEDS, enterprise zone, business loan fund, research and data, community profile, transportation planning, COG mini-grants, and events. Some of this information has been submitted but not yet posted by the Web team.

The site, overall is much different than our previous site. It looks great.

Transportation – The next meeting of the SLV TPR is May 4. At that meeting, members will sign the new Intergovernmental Agreement that was circulated at and after the last TPR meeting. The IGA establishes the TPR – a regional planning council – by the local governments in the San Luis Valley and Chaffee County. Also, at the May meeting, the group is expected to ratify the Memorandum of Agreement that designates SLVDRG as the agency responsible for managing and administering the TPR.

Data services – We received several requests for data and information in the past months. An average, we get a request per week for demographic or economic information about the region.

LOAN ACTIVITY REPORT

March 17, 2017

LOANS IN PROCESS--3

CLOSED—0

PAST DUES—2

FUNDS TO LOAN AS OF 2/28/17

Federal	\$501,366
Non-federal	\$1,432,700

Total to loan	\$1,934,066
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Tonya has been working on year-end projects for CAA for the entire month of February. The reports are time intensive but have been completed and sent. She has 3 loans that she is in various stages of the work up and has had several meetings with the borrowers. Other than that, she has been busy with the day to day duties in the office.

Sarah has had four inquiries for financing both from local banking partners and prospective borrowers alike. Borrowers are putting together business plans, and doing 'homework' in preparation for applying for financing.

The DRG received communication from the State that the EDC may have funds available (up to as much as \$3.6 million) for local loan funds to lend without many of the restrictions that our government funds currently have. After looking into the administration of and application for these funds, we've decided to participate only in lending capacity, but not take the lead role as our Region 9 business loan fund partners are applying for administration of these funds on behalf of all BLFs for the State.

The 2017 COG mini grant cycle has been gotten off to a running start! Six projects have been approved; one is being reviewed by COG board. Once approved, all DOLA/COG funds will be appropriated for this year.

Kevin & Sarah (with Tonya's assistance) conducted a stakeholders Enterprise Zone meeting on February 23rd. State EZ Project Manager, Sonya Guram attended/presented updated EDC enhancements of the program. Meeting was well attended.

Kevin reported for Mick Daniels stating it has been a busy month for SLVGO. He has applied for SLV Conservation and Connection Initiative Grant which is our current funding source for the majority of SLVGO's budget. He assisted with Trail Wise Backcountry Horsemen Grant and DRG is also the fiscal agent and worked with Eastern San Luis Valley Trails on their grant. He is excited to be part of the process in helping to move their trails master plan forward. We hosted the Trust for Public Land in Alamosa and we are finalist for a 1-million-dollar planning grant that could also provide some capacity in the way of a part time position for SLVGO and or capacity for my position. He has a phone call with them next week and hopes to hear that we are moving forward with them.

Mick attended a grant writing workshop with the help of Karla Shriver that allowed him to apply for a capacity building planning grant with Community Resource Center (CRC). He needs to build a solid long-term funding plan and this would help in that process. He is also in the process of applying for a Vista Volunteer through CRC to also help bring capacity via full time employee to SLVGO.

SLVGO had a table at Cranefest and allowed me to build a few more connections around the SLV. Generally had a good feeling that people are interested and would like to be involved.

Mick attended the Nonprofit Executive Leadership Institute at the UW in Seattle through the 27th which was funded by the LOR Foundation. It has been a good learning experience and he's looking forward to bringing that information back to SLVGO.

SLVGO Coalition will meet on March 30th at 3pm at the BLM office in Monte Vista and later that night Mick is giving the Keynote for Student Life and Receptions Leadership Banquet. Busy month!

Anne Jones:

Anne reported that the audit is in full swing. We took care of a lot of unexpected expenses in 2016; we hope 2017 will be a more 'true' year.

There were \$223K moved from temporarily restricted to unrestricted net assets. All CDBG funds are temporarily restricted when advanced. Once they are paid back, they become unrestricted funds that DRG can lend out.

The EDA Planning grant this year is \$70,000 as compared to \$66,000. DRG is required to match \$30,000 of these funds. Ken Anderson asked what money can be used for EDA matching funds. Only operating funds can be used for this purpose (no Federal funds). Kevin stated that we are in an 'audit transition' from prior leadership.

Ty asked if there are areas of concern. Anne answered, 'no, we are at a very early stage of the audit. WSB has really just begun to review.' She went on to say she doesn't expect surprises.

Ken Anderson made a Motion to approve the financials; Karla Shriver seconded and the Motion carried.

Updates Around the Region

Tom Acre said the URGED meeting was well-attended. The community development director position was posted. Karla Shriver said they are looking for a coroner. The current one tendered resignation. Lawrence Pacheco said 70 new jobs were reported in Costilla County for the last quarter of 2016. The sawmill created jobs.

Ken Anderson attended the Hudson Ranch planning commission meeting. Saguache has collected their excise tax. They have a code enforcement job open.

Jeff Larsen said a couple of buildings sold in Creede recently. DOLA is coming to visit regarding the FLUME project.

Ty Coleman asked to be excused from the April DRG meeting as he will be out of town.

The meeting was adjourned by Ty Coleman at 6:38 p.m.

The next meeting will be on Monday, April 17th, 2017, 5 p.m. at the upstairs boardroom at the Depot.

Respectfully submitted,

Sarah Stoeber, Director of Business Development

Lawrence Pacheco, Secretary/Treasurer