

SAN LUIS VALLEY DEVELOPMENT RESOURCES GROUP  
MONTHLY MEETING MINUTES OF THE EXECUTIVE BOARD  
June 19, 2017

APPROVED July 17, 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**

Ken Anderson, Saguache County Commissioner  
Michael Yohn, Alamosa County Commissioner  
Ramona Weber, Mineral County Commissioner  
Ty Coleman, Alamosa City Council-Chairman

**PROXIES**

Jeffrey Larson-Mayor of Creede  
Kent Curtis, First Southwest Bank-via telephone conference  
Lawrence Pacheco, Costilla County Commissioner-Secretary/Treasurer  
Karla Shriver, Rio Grande County Commissioner  
John Sandoval, Conejos County Commissioner  
TJ Brown, Del Norte Bank-Vice Chair  
Tom Acre, Manager, Town of South Fork  
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 5:10 p.m.; he welcomed everyone and asked if there were any additions or corrections to the agenda. Letter of support requested by Karla Shriver for SLV Radar was added to 'Discussion' items.

**Ramona Weber made a Motion to approve the Agenda as amended for the June 19, 2017 meeting; Michael Yohn 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 5/15/2017; Ramona Weber seconded and the Motion carried.**

**PROGRAM REPORTS**

**Kevin Wilkins:**

Kevin reported:

- o Update on air conditioning unit for DRG building
- o Gateway Condo Agreement is being re-drafted based on a revised payment schedule based on square footage. Jamie Greeman is in agreement. It will be more of a 60/40 split with the Welcome Center being the 60% portion. Current cost structure is not cash flowing.
- o He is speaking to the Mineral County Commissioners next week regarding Enterprise Zone tax credits
- o Kevin was invited to speak to the Town of Romeo which he will also do next week. We are desirous of a 100% COG participation.

- Broadband grant closed out. There may be opportunity for more collaboration in the areas of education, healthcare, and public safety.

Mike Yohn asked if all Valley schools have broadband. Kevin answered ‘yes’ to varying degrees and at huge cost disparities.

Ty asked what is needed to move forward. Kevin responded that we need a project, then we need participants. There was discussion surrounding SB 162 and the opt out need for Region 8 to stand together as a mass. Once this is accomplished local entities may own fiber infrastructure. Ty added that City of Alamosa is adding a SB 162 opt out item on next ballot. Ramona said SLVREC has come in with fiber in Mineral county.

- Kevin meeting with Loren Howard, SLVREC on Wednesday
- Blueprint 2.0 application to become a Certified Small Business Community; this has very little financial support, but there is some technical assistance if awarded. Dovetails with VIP Branding Initiative as a next step
- Kevin in discussions with Phil Seligman regarding a forest service grant the DRG may be involved in administering that holds a 5% admin. fee or \$11,000.
- Enterprise Zone contribution projects have until 2018 to renew status
- CSU will offer training and launch in August of water conservation impact tool for stakeholders
- SLVDRG website is live; we’d like to host a launch event

Ty asked us to provide key features of site and show people where to find studies, reports and tools.

## **LOAN ACTIVITY REPORT**

**LOANS IN PROCESS--4**

**CLOSED—2**

**PAST DUES—2**

Tonya is working on two new loan requests, one from Saguache County and the other from Alamosa County. She has been working on a Needs Survey that is required with SLVCAA to prepare a Strategic Plan for the San Luis Valley. Servicing loans as well as Office Management has kept her busy on a daily basis.

Sarah has had three inquiries for financing since we last met. She has closed and funded two loans. She has 2 more loans she is working up and a third coming soon. She is communicating with CHFA to set up the loan loss reserve account. Paperwork is being finalized and this program will be available soon for files that the DRG needs some additional insulation on.

From Hew Hallock: Website – SLVDRG Web site is live – [www.slvdrg.org](http://www.slvdrg.org). Training on how to update information, photos, and documents is to be scheduled. Following the training, we will do a planned rollout of the Web site.

Transportation – The SLV TPR meets August 3. Work on the next Regional Transportation Plan will begin later this year and continue through 2018. This is a major role for the TPR.

Economic activity tool – We plan to training sessions on how to use the forecasting tool for those partners that assisted with the study in early August. Although we received financial support from DOLA to undertake applying the activity tool to tourism in the Valley, we lack a financial partner to help underwrite the balance of work and have decided not to pursue this expanded application at this time.

### **Anne Jones:**

Anne reported that the DRG has strengthened its financial position by \$30,000 compared to this time last year. Expenses are down by \$42,000 this year; \$37,000 is a reduction in salary allocation. Also, we won’t have the \$10,000 advertising expenditure in 2017 that we did last year. She feels we are doing very well with significant loan income being generated.

Anne is in the process of requesting \$500,000 in CDBG funds with an additional request being drafted for \$100,000 which will be used for micro enterprise loans (fewer than 5 employees, low to moderate income, no job creation

component attached). There is also an administrative fee we may apply for which will further strengthen our financial position.

She is researching health coverage plans for the DRG's employees. We are paying a lot for very little coverage right now. There is a concern if an employee needs care out-of-state none will be available under current plan as it only covers the state of Colorado.

Ty thanked Anne for making the comparisons she did on the financials so the Board may see more clearly what the financial position of the DRG is.

**Ken Anderson made a Motion to approve the financials; Ramona Weber seconded and the Motion carried.**

Discussion regarding DRG/COG retreat: Ramona and Mike have not been able to attend past retreats. Ty would like to see us change up what we have done in the past by holding the retreat at the Windsor or the country club in South Fork. He like to see us focus a portion of the meeting on staff appreciation. Mike commented that he always wanted his employees aware of and actively participating in the future of the organizations that he has led. Ramona agreed that staff involvement increases 'buy-in' from staff and creates camaraderie. We will look to the September/October timeframe to host the retreat.

Discussion regarding letter of support requested by Karla Shriver for a radar station to be located in the Valley. Ken commented that we need a radar station here to help track both locally originating storms as well as those coming in from outside the Valley. He'd like it if we researched optimal location for all to benefit. Mike said Alamosa County has offered functional space at the airport for a very reasonable price. Project will be self-supporting through use of on-going grant funds. Board is in favor of letter of support.

**Updates Around the Region**

Ramona Weber said the Creede birthday party was awesome. Real estate sales are up, sales active, and streets busy in the Town.

Ken Anderson they are conducting a property survey. The renovations/upgrades to airport are mostly complete. Fuel at airport is likewise upgraded.

Mike Yohn said Alamosa County was awarded \$13 million for the court house; they are using local skilled work/contractors as much as possible.

Ty mentioned that the City of Alamosa has been busy with events. Ride the Rockies came through town a week ago, Artwalk is in progress, the multi-purpose facility is moving forward. This will be used for a youth ice skating rink; all in the Valley are welcome to use it.

The meeting was adjourned 6:28 p.m.

The next meeting will be on Monday, July 17<sup>th</sup>, 2017, 5 p.m. at the upstairs boardroom at the Depot.

Respectfully submitted,

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Sarah Stoeber, Director of Business Development

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Lawrence Pacheco, Secretary/Treasurer