

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
March 21, 2024
8:30 a.m. – 11:50 a.m.

MEETING DATE

March 21, 2024
1600 Broadway, Suite 2500
Denver, CO 80202

MEETING PARTICIPANTS

Commission Members

Carrie Schiff, Chris Franz, Eshter Lee Leach, Andrew Sparn, David Dragoo, Walker Stapleton, Steven Paletz, Simon Tafoya, Jay Seaton, and Carl Young.

Guests

Ed Sealover, Analisa Romano, Aldo Svaldi, Matt Bell, Bernadette Berdychowski, Curtis Englehart, Steve Jozefczyk, Katie Plutz, Sara Lobato, Candace Payne, Samantha Kelly, Evan Wendlandt, Donna Sue Torres, Shawna Lippert, Erin Fosdick, Christine Project Iris Phase II, Daleen Project Red, Patrick High Science, Shawna Project 6, Erin McCuskey, Project Lifestyle D. Kopper, Elena Lobato, Parker Davis, Mike Freeman, Iana Dontcheva, Ethan Rouse, Lucie with Project Iris, Alicia Wiggin, Alex Oscarson, Robb Chiles, Krista Colehower, Terry Blair-Burton, Jeffery with Project Purple, Krista with Project Purple, Scott Romano, Ted Telford, Christopher Atayan, Jack Lambert, Madalyn Robbins, .

Staff

Eve Lieberman, Jeff Kraft, Sean Gould, Michelle Hadwiger, Keri Ungemah, Alissa Johnson, Carly Clagget, Laura Rodriguez, Ashley Mount, Elise Hamman, Mike Landes, Dana Bakshani, Cody Pearson, Lindsay Finlayson, Jesse Marriot, Trey Anderson, Che Sheehan, Leslie Hylton-Hinga, Morgan Vankat, Arielle Brachfeld, Donald Zuckerman, Makayla O'Malley, Andrew Streight, Hana Sayeed, Katharina Papenbrock, Caitlyn Roth, Conor Hall, Marie Pecararo, Sonya Guram, Crystal Walsh, and Virginia Davis.

DECISION/ACTION ITEMS

1. The Economic Development Commission approved the Minutes from the February 15th, 2024, EDC Meeting.
2. The Economic Development Commission approved the following projects/items:
 - Colorado Office of Film, TV, and Media: Project Snow, Project Slate, Project Purple, and Iris Phase I.
 - Job Growth Incentive Tax Credits: Project Airborne.
 - Strategic Fund: Community Business Preservation Awards, Salesforce Rebuild.
 - Enterprise Zone: Confluence Center of Colorado, Solid Rock, HARP Foundation, Ther Powerhouse, and EZ Redesignation.
 - Rural Jump-Start: AMCON Distributing Company, Fomcore, LLC, Ask Oracle, LLC, Jabil Inc. Extension, Annual Reports, and Garfield County Analysis.
 - Advanced Industries: FY24 CU Denver POC Allocation Grants.

A. Meeting Called to Order

Schiff called the meeting to order.

B. Minutes

Schiff called for a motion to approve the minutes from the February 15th, 2024, EDC Meeting.

M/S/P – Franz, Leach – Minutes approved as presented.

C. Colorado Office of Film, Television, and Media (COFTM)

COFTM Tax Credit Incentive Program Update

Brachfeld provided an update saying if all of the COFTM agenda items today are approved, there would be \$3,714,461 tax credits remaining.

Schiff entertained a motion to enter executive session for Project Snow.

Franz moved, pursuant to Colorado Revised Statutes Section 24-6-402(3)(a)(III), I move that we go into executive session for the purpose of discussing documents that contain trade secrets and/or confidential commercial or financial information about Project Snow, which are required to be kept confidential by Colorado Revised Statutes Section 24-72-204(3)(a)(IV). Leach seconded the motion. Motion passed unanimously.

The EDC is now in Executive Session.

With all items discussed, Schiff entertained a motion to exit executive session.

Franz moved the EDC exit executive session. Leach seconded the motion. Motion passed unanimously.

The EDC is now in Open Session.

Project Snow

Brachfeld presented Project Snow. Project Snow is a feature length film. Pre-production is slated to begin in September of 2024 with production beginning in October of 2024, and wrapping in February of 2025; with postproduction starting in February of 2025 and finishing in September of 2025.

The film will be released both domestically and internationally. The film will be released theatrically in key territories including the US and UK, before launching on a global streaming platform.

Per the applicant's estimations, the Office of Film, Television & Media is anticipating a total of \$5,825,704 in qualified local expenditures and with the multiplier effect, the economic impact could reach up to \$10,476,072.

The project has a total preliminary Colorado budget of \$5,825,704:

- Payroll spend: \$4,184,552
- Vendor spend: \$1,641,152
- CO Crew hires: 96
- CO Cast hires: 11
- Total CO hires: 125, which equals 86% of the total cast and crew hired for this project.

The estimated qualified local expenditures of the application would result in a 17% tax credit incentive.

Staff recommends approval of this project with the noted project conditions.

M/S/P – Franz, Leach – Project Snow was approved as presented and recommended by staff.

Project Slate

Brachfeld presented Project Slate. Project Slate is a short form episodic sports documentary project that tells the story of a championship-winning athlete and their ongoing recovery from a career-threatening injury.

Per the applicant's estimations, the Office of Film, Television & Media is anticipating a total of \$21,000 in qualified local expenditures and with the multiplier effect, the economic impact could reach up to \$215,790.

The project has a total preliminary Colorado budget of \$120,000:

- Payroll spend: \$100,000
- Vendor spend: \$20,000
- CO Crew hires: 14
- CO Cast hires: 1
- Total CO hires: 5, which equals 83% of the total cast and crew hired for this project.

The estimated qualified local expenditures of the application would result in a 17.5% rebate.

Staff recommends approval of this project with the noted project conditions.

M/S/P – Young, Drago – Project Slate was approved as presented and recommended by staff.

Project Purple

Brachfeld presented Project Purple. Project Purple is a dramedy set at Christmas. On the first anniversary of their father taking his own life, a disconnected and quirky family comes together to sort out their grief, their futures, and Dad's closet. They end up discovering what happens when the condolences stop, but life doesn't. Production is slated to begin in June of 2024 and finish in July of 2024. Postproduction will run through September of 2024. Anticipated locations include Denver, Golden, Wheatridge.

Per the applicant's estimations, the Office of Film, Television & Media is anticipating a total of \$581,790 in qualified local expenditures and with the multiplier effect, the economic impact could reach up to \$1,046,203.

The project has a total preliminary Colorado budget of \$581,790:

- Payroll spend: \$389,550
- Vendor spend: \$192,240
- CO Crew hires: 28
- CO Cast hires: 13
- Total CO hires: 41, which equals 77% of the total cast and crew hired for this project.

The estimated qualified local expenditures of the application would result in a 18% tax credit incentive.

Staff recommends approval of this project with the noted project conditions.

M/S/P – Ogas, Seaton – Project Purple was approved as presented and recommended by staff.

Iris Phase I

Brachfeld presented Iris Phase I. Idol Minds is developing a new interactive game (Iris) for an unannounced video game publisher. The studio is using its industry-leading motion capture processes and pipelines, combined with the local Denver acting talent to deliver a fun, exciting and emotionally engaging story-based game. This will be a premium product with a focus on compelling character graphics, lush environments, and nuanced performances on the digital characters. The first phase of the project has been successfully completed and the studio is preparing for the next phase of development. With the conclusion of this phase, Idol Minds will have completed pre-production on the project, proven the viability of the work being conceived, and will be preparing for production. This phase stress tests the entire development pipeline and process by delivering both first playable and vertical slice content.

Per the applicant's estimations, the Office of Film, Television & Media is anticipating a total of \$2,277,000 in qualified local expenditures and with the multiplier effect, the economic impact could reach up to \$4,094,615.

The project has a total preliminary Colorado budget of \$2,277,000:

- Payroll spend: \$2,245,000
- Vendor spend: \$32,000
- CO Crew hires: 33
- CO Cast hires: 12
- Total CO hires: 45, which equals 95% of the total cast and crew hired for this project.

The estimated qualified local expenditures of the application would result in a 20% tax credit incentive.

Staff recommends approval of this project with the noted project conditions.

M/S/P – Sparrn, Ogas – Iris Phase I was approved as presented and recommended by staff.

D. Job Growth Incentive Tax Credit (JGITC)

Project Airborne

Hadwiger presented the Project Airborne. The company behind Project Airborne is an aerospace company that manufactures systems for helicopters. Project Airborne represents the company's evaluation of locations to consolidate its existing headquarters in Colorado and accommodate a major expansion of its production activities, including R&D, back-office, and production operations.

Staff is requesting approval of up to \$5,456,368 in performance-based Job Growth Incentive Tax Credits over an 8-year period for the creation of up to 592 net new full-time jobs at an average annual wage equal to or greater than the average annual wage of the county the project chooses to locate. The net-new jobs in Colorado must be maintained for one full year before any credits become vested and the Company must create a minimum of 20 net new full-time jobs before any tax credits are issued. The company must provide proof (via bank statements or other such evidence), that they have raised \$60M in capital, within the next 1-2 months (this is 75% of the \$80M in capital the company expects to raise in their next funding round) prior to the execution of this JGITC award contract.

M/S/P – Ogas, Tafoya – Project Airborne approved as presented and recommended by staff.

Project Updates

Hadwiger provided an update of approved projects.

**E. Strategic Fund (SF):
EDC Budget Update**

Gould provided the EDC Budget update which shows a Long Bill balance of \$3,368,799.

SF Balance Forecast

Gould presented the SF Balance Forecast that shows an approximate, total current available balance of \$8,626,625 in annual Long Bill, CRPS, CHIPS Act, Just Transition & EDO, and RJS Grants funds.

Strategic Fund Red Yellow Green Report

Gould provided the SF RYG update which shows progress on approved programs/projects.

Outside Festival Update

Hall provided the Outside Festival update. Everything is coming along well. We have excellent momentum for the soft launch. May 30. Thursday night we're going to be doing a major conservation event with many conservation leaders around the state. And then a few other receptions. Friday will then be our industry day. The Outside Industry Summit. The plan is to have about 500 industry leaders from Colorado and around the nation. At the Denver Art Museum, we're bringing in a whole bunch of the Colorado delegation that morning. Likely both senators and bipartisan group delegation to talk about Colorado and the industry kind of where we've been, where we're going. Why, in Colorado is such a great place to do business. And that will be followed by 6-7 hours of programming from industry leaders that we're bringing in around the country on things like sustainability, protecting our public lands, waters, diversifying the industry, and kind of different trends that we're seeing across the industry. That will be followed by several different receptions.

The next two days, Saturday, and Sunday will be our big public facing days. So, the gates will open at 11 each day and close around 10. During that time, there will be a couple of different tracks. We're creating a film festival which has gone incredibly well partnering with film festivals all around Colorado to get their best submissions either from bipoc or strictly disadvantaged, excluded populations filmmakers from those populations or the narrative of those phones focusing on that piece of access to the outdoor experience. And then, there'll be an ideas track. We're bringing in all kinds of top athletes, thought leaders to be doing really interesting programming. Obviously, there's the music. We just made the announcement last month. We've got a whole bunch of big national acts coming in. And then all kinds of different activations. A number of different art activations. The Denver Art Museum is a big partner. And travel activations, climbing wall and adaptive climbing.

You all have this memo in terms of expenditures. We've spent 260,000 in phase. One phase 230,000 remaining. Most important thing to note here the total expenditure by Outside Interactive Inc is \$1.2M to date; we have surpassed the Grant agreement requirement of a 2:1 match; direct cash provisions are operating at 3:1 and our forecast of cash and in-kind contributions will be in the range of a 6:1 investment of Outside resources towards the project.

Budget Overview:

- As of 1/31/2024, the project expenditure remains within the approved budget.
- The Strategic Grant Fund of \$440K was approved 5/18/2023.
 - Strategic Fund Grant has provided
 - \$50,000 for a Feasibility Study
 - \$260,000 funding support for Phase 1 & Phase 2
 - The remaining balance is \$130,000

Total expenditure by Outside Interactive Inc is \$1.2M to date; we have surpassed the Grant agreement requirement of a 2:1 match; direct cash provisions are operating at 3:1 and our forecast of cash and in-kind contributions will be in the range of a 6:1 investment of Outside resources towards the project.

Economic Benefit:

Local Employment and Business Opportunities:

- 1800 hotel nights is the current forecast with Visit Denver
- Local Impact 2024 - Current Estimate to Date
 - Government Facilities Fees \$105,000+
 - Local Labor \$192,000+
 - Local Business \$550,000+
 - Non Profits \$95,000+
- Food vendors to be confirmed March 31st
- Sustainability infrastructure to rely on local vendors and industry support

Community Engagement and Outreach:

- Outside Festival Community Engagement Council (CEC) created and meeting bi-weekly to provide ideation and constructive feedback on the Festival's sustainability and inclusivity initiatives with an eye towards what is both impactful and achievable in 2024 and to be scaled in the future
- Currently exploring several initiatives that explore accessibility for historically excluded populations in the Denver metro area
- Commissioner Esther Lee Leach is representing the EDC and City of Denver on the CEC

Recovery Office Bi-annual Update

Sayed, Streight, and Gould presented the Recovery Office update.

Streight provided some background information on the Recovery Office.

Gould provided an update on the budget reporting.

Streight provided an update on the compliance and monitoring of SLFRF funds.

Round 1 financial monitoring:

- Conducted an initial risk assessment
- Provided guidance on areas of improvement
- Sampled expenditures from OEDIT

Round 2 financial monitoring:

- Looked at progress from initial areas of improvement
- Examined funding use and spending pace
- Sampled expenditures from OEDIT
- Analyzed programs at risk of duplication of benefits, fraud, and slow spending rate

Sayed provided some information regarding the SLFRF Swap. I'm just going to give a quick update on what's moving through our legislation this year this year for making sure that we have long term sustainability for the remainder of the stimulus dollars. So, 6 months ago, when we came and talked to you. I don't know if you all recall the very confusing conversation, we shared between the different definitions of obligation that happens at your level when you consider dollars obligated through the EDC

process, through the lens of the State Controller's Office, and then finally through the lens of the Federal Treasury.

Since we came to the EDC and had that conversation, Treasury made another minor tweak to their definition of obligation that has made things a little bit more complicated for us in looking through spending these dollars through the end of calendar year 2026. So, as a reminder, all of the ARPA dollars have to be encumbered by the end of this calendar year, obligated by the end of this calendar year, and expended by the end of calendar year 2026.

Anything that is not encumbered by the end of this year, or spent by the end of 26, will then be reverted back to the Federal Government. So, for 2 purposes, one just to ensure some ongoing flexibility with the whims of Treasury as they change their definitions or their guidance, we're making this change. By doing this switch of dollars, anything that will end up reverting will end up reverting to the general fund instead of going back to the Federal government. So, what we're doing is it's we're calling it a swap or refinancing of the Federal dollars. It truly is just an accounting exercise to say that we have now spent personal services on general funded State employees for the last fiscal year will have all been paid out with ARPA dollars to bring our SLFRF to fully encumbered. That will then free up general fund dollars that will go into the projects that already exist.

Nothing is really changing. The projects are not changing. There's not new money, there's not a different timeline. The timelines are the same, everything is the same. It's just that we're changing the color of money through an accounting swap.

As always, recipients must obligate SLFRF funds for eligible uses by December 31, 2024, and expend the funds by December 31, 2026. Grant agreements and contracts that are already in place will still be able to spend as planned until December 31, 2026. This process does not create new funding available for new programs. All funds will still be directed towards the programming identified by the Legislature during previous sessions.

Community Business Preservation Awards (CoBPP)

Hylton-Hinga presented the CoBPP awards for final approval. The Community Business Preservation Program (CBPP) provides grants, as well as training and consultation support, to groups of geographically proximate and culturally similar businesses that are facing displacement pressures and that hold cultural, social, or historical significance in Colorado. After receiving 38 eligible applications involving 180 small businesses from across the State, the Review Committee and OEDIT staff have narrowed the pool and recommend awarding a total of 11 applications. This includes a funding request that goes beyond the original budget allotted for CBPP and thus requires additional Strategic Fund dollars be approved.

In light of the Review Committee's guidance, OEDIT requests additional funds be approved to support all 11 of the applications that rose to the top among the Review Committee members.

1. Downtown Sterling
2. Brush! Main Street
3. Southeast Colorado Springs
4. Downtown Pueblo
5. Downtown Colorado Springs Creative District
6. Cortez
7. Gunnison
8. Yampa Valley

9. Westwood
10. Aurora
11. Five Points Alive

Should the EDC choose not to approve additional funds, OEDIT has provided a shorter list of 7 applications. This list of applications is referred to as Option #2 below.

1. Downtown Sterling
2. Downtown Pueblo
3. Downtown Colorado Springs Creative District
4. Cortez
5. Yampa Valley
6. Westwood
7. Five Points Alive

OEDIT recommends funding all the applications in Option #1 at the scalable amount provided above, meaning every business that requested greater than \$30,000 would be funded at \$30,000, and every business that requested less than \$30,000 would be funded at the amount they requested. This would require a total of **\$551,300** in additional Long Bill Strategic Fund dollars be approved for the program. The Option #1 list represents geographic and cultural diversity and incorporates applications/areas where both the Review Committee and OEDIT staff struggled to prioritize one application over another (*e.g.*, NE Eastern Plains & Colorado Springs), areas that may have been underserved in the past (*e.g.*, Eastern Plains, Gunnison & Cortez), and communities of businesses that help preserve distinct local culture and history. These additional dollars will bring the total funding for this program to \$2,241,300.

M/S/P - Leach, Franz – Option #1 with the additional funding to cover all 11 applicants was approved as presented and recommended by staff.

OEDIT Salesforce Rebuild

Finlayson, and Marriot presented the OEDIT Salesforce Rebuild request providing some background, and ROI information on the project and initial request.

OEDIT is seeking additional funding due to the the following unforeseen risks and project discoveries. OEDIT conducted a Request For Information (RFI) for this project in August, 2022. We received 12 responses from vendors ranging from \$104K - \$6.8M. The extreme range in the RFI response made for uncertainty in our budget estimates. We leaned on OIT to help us determine the final budget estimate.

OEDIT drafted a budget request to fund the rebuild project. The request was denied by OSPB. OEDIT appealed and was advised by OSPB that we should use SLFRF to fund the project. In October 2022, OEDIT requested an allocation of \$930,000 in SLFRF from the EDC for the Salesforce rebuild.

The original estimate amount was based on the assumption that existing OEDIT staff could absorb a portion of the development work. As the discovery phase of the project went on, our vendor began to realize the complexity of our programs which added to the number of development hours needed for the project. The risks in IT development are analogous to real estate construction, where hidden conditions and requirements don't come to light until you tear out the drywall or dig into the actual programmatic and coding requirements.

We explored other funding options including evaluating programs with unspent SLFRF funds to determine if reinvesting them into the Salesforce rebuild project would be feasible. We determined that all remaining SLFRF funds were obligated to a point where diverting them to the Salesforce project would be detrimental to the programs abilities to execute on their commitments.

Due to the timing of the project and funding need, we were not able to make a request to the General Assembly. OEDIT is leanly funded, so the EDC Strategic Fund is the only funding source that can meet the expedience and flexibility needed to complete this project without disruptive programmatic and staffing consequences.

Staff is requesting encumbering, with full permission to spend, \$800,000 of Strategic Fund - Long Bill appropriation for the completion of the rebuild of OEDIT's Salesforce system to allow for long-term supportability and sustainability, the removal of technical debt, and the consolidation of siloed applications across the organization into a single, Salesforce system.

M/S/P - Ogas, Paletz – OEDIT Salesforce Rebuild request for an additional \$800,000 approved as presented and recommended by staff.

F. Enterprise Zone (EZ):

Contribution Project Proposals

Sheehan presented the following EZ Contribution Project Proposals for approval.

- Solid Rock CDC: CIT Facility Capital Campaign
- Confluence Center of Colorado Capital 24'-29'
- HARP-Boat House
- The Powerhouse Museum Facility and Exhibit Improvements

M/S/P – Franz, Tafoya – EZ Contribution projects approved as presented and recommended by staff.

EZ Redesignation Process

Sheehan outlined the redesignation process. OEDIT is embarking on a two-year process to redesignate the Enterprise Zones, which is statutorily required to happen every 10 years. In the materials provide, you'll find more information on the other statutory requirements associated with the redesignation process and OEDIT's current timeline for the two-year process.

In order to build an inclusive data-based approach OEDIT staff is working with the Office of Information Technology to build a tool that will, at a minimum, use the main criteria as data layers going to the lowest level of geography.

Staff provided the proposed timeline:

- Dec/Jan-Set up additional meetings with other State stakeholders who should be aware of EZ Redesignation process (e.g. DOLA, CDLE).
- March 2024-Socialize redesignation with EDC and EZ Admins, including timeline, discussion of inclusivity, and recommendations for additional lenses.
- Feb./Apr. 2024-Create MVP for mapping resource that external stakeholders can use to evaluate their areas.
- March 15-Basic webpage goes live (brief description of the process).
- Apr./Jun. 2024-Work with Marcomm to develop educational campaign on redesignation process.

- July 2024-Mapping/data resources go live online, including portal(s) for feedback from community.
- July-Dec. 2024-Outreach & awareness campaign/ includes education with existing EZ admins on how to coordinate with many external stakeholders; helping facilitate local workshops.
- Dec. 2024-LOIs due.
- Jan. 2025-LOI summary presented to EDC & official application posted online.
- May 2025-Applications due.
- May-Aug. 2025-OEDIT reviews applications and conducts follow-up to help admins finalize applications.
- Sep. 2025-EDC Approves up to 16 Enterprise Zones and their Administrators.
- Oct.-Dec. 2025-OEDIT works with Zone Administrators to educate communities and businesses about the new EZs, their benefits, and requirements.
- Jan. 1, 2026-New EZs and Boundaries are Effective.

There was board consensus that staff is on the right track with the process that has been laid out.

Sheehan asked if any of the Commissioners would be interested in being part of an informal advisory board or feedback loop.

Schiff advised the board to reach out to staff if they would like to volunteer.

G. Rural Jump-Start (RJS):

AMCON Distributing Company

Vankat presented the AMCON Distributing application. AMCON Distributing Company (AMCON) is a wholesale distributor of convenience store products such as tobacco products, candy, and some health and beauty care products. The company has purchased a facility in Colorado City in Pueblo County. In Colorado City, AMCON purchased and is renovating a 200,000 square foot building, where it plans to build a 30,000 square foot freezer and a mezzanine for cigarette pick up.

In the next four years, the company plans to employ 27 New Hires. The majority of positions will be administrative and handling the order operations in the warehouse. AMCON is the sixth largest distributor in this space by annualized revenue and does not have any competitors in Pueblo County or the surrounding rural, economically distressed counties. This is Pueblo County's first Rural Jump-Start applicant and is sponsored by the Southern Colorado Economic Development District (SCEDD).

OEDIT has concluded that AMCON passes all metrics for participation in the Rural Jump-Start program, and therefore recommends approving it for acceptance with 27 New Hires. AMCON will qualify for \$140,000 in grant funding: \$40,000 for new operations and \$100,000 for 20 New Hires in 2024/2025.

To qualify to be a New Hire in Pueblo County, the employee will make at least \$53,729 annually, based on recently released 2024 Average Annual Wage calculations.

Staff requests a motion to approve AMCON Distributing Company for participation in the Rural Jump-Start program with 27 New Hires and \$140,000 in grant funding.

M/S/P – Tafoya, Young – AMCON Distributing Company was approved as presented and recommended by staff.

Fomcore, LLC

Vankat presented the Fomcore, LLC application. Fomcore, LLC is a soft-seating furniture manufacturer. The company is opening its second location in the United States in Pueblo to service the western region of the United States. The company manufactures completely customizable foam furniture with a lifetime warranty. Fomcore, LLC's furniture is made mainly for K-12 schools, government buildings, and medical facilities in both Canada and the United States.

OEDIT has concluded that Fomcore, LLC passes all metrics for participation in the Rural Jump-Start program, and therefore recommends approving it for acceptance with 10 New Hires. Fomcore, LLC will qualify for \$60,000 in grant funding: \$40,000 for new operations and \$20,000 for 4 New Hires in 2024/2025. To qualify to be a New Hire in Pueblo County, the employee will make at least \$53,729 annually, based on recently released 2024 Average Annual Wage calculations.

Staff requests a motion to approve Fomcore, LLC for participation in the Rural Jump-Start program with 10 New Hires and \$60,000 in grant funding.

M/S/P – Leach, Paletz - Fomcore, LLC approved as presented and recommended by staff.

Ask Oracle, LLC

Vankat presented the Ask Oracle, LLC application. Ask Oracle, LLC is a data and information technology company starting in Pueblo. Its first product is currently in development and is called Home nDex. Ask Oracle, LLC's first product, Home nDex, is a property maintenance application that helps build property maintenance plans according to the homeowner's needs. It allows homeowners to upload and store important documents about their property and updates users when different maintenance items should be addressed within the home. The tool can be used by a homeowner looking to maintain their property or a renter wanting to keep track of expensive valuables.

Home nDex will be an online, monthly subscription service available on a national level. The product is currently in the testing phase and does not have any sales yet. Ask Oracle, LLC plans to employ 22 New Hires in the next four years ranging from customer service representatives to marketing, finance and other business administrative services. There are no competitors of Ask Oracle, LLC in Pueblo County or the surrounding economically distressed counties.

OEDIT has concluded that Ask Oracle, LLC passes all metrics for participation in the Rural Jump-Start program, and therefore recommends approving it for acceptance with 22 New Hires. Ask Oracle, LLC will qualify for \$90,000 in grant funding: \$40,000 for new operations and \$50,000 for 10 New Hires in 2024/2025. To qualify to be a New Hire in Pueblo County, the employee will make at least \$53,729 annually, based on recently released 2024 Average Annual Wage calculations.

Staff requests a motion to approve Ask Oracle, LLC for participation in the Rural Jump-Start program with 22 New Hires and \$90,000 in grant funding.

M/S/P – Ogas, Young – Ask Oracle, LLC was approved as presented and recommended by staff.

Extend Jabil, Inc.

On March 5, 2024, Jabil, Inc. applied for an extension of Rural Jump Start program benefits. The EDC first approved the company's application to be a part of the program on March 19, 2020. Colorado Mesa University (CMU) has served as Jabil Inc.'s sponsoring entity since its approval into the program, and CMU has endorsed the extension application. The Grand Junction Economic Partnership (GJEP) has also endorsed the application with a letter supporting the extension.

Jabil, Inc. is a manufacturing service for the aerospace and defense industries. In its 2023 Annual Report, Jabil, Inc. reported employing 112 people including 57 New Hires, exceeding statutory requirements.

In the next four years, Jabil, Inc.'s top priority is to grow and diversify its customer base beyond its current portfolio. It plans to continue organic business growth of 10% annually, while onboarding at least two new major customers. In the next four years, Jabil, Inc. plans to maintain its New Hire allocation of 75. It will continue the sponsoring entity relationship with CMU and the affiliated CMU Technical College by sourcing machinist candidates for its production team and participating in CMU organized events, internships, on-site tours with classes, and sending employees to campuses to directly engage with students.

OEDIT has reviewed this application, and recommends approving Jabil, Inc. for the four-year extension of tax benefits for the company and its qualified New Hires, maintaining an allocation of 75 New Hires.

Staff requests a motion to approve the application for a four-year extension of the Rural Jump Start program for Jabil, Inc. with an allocation of 75 New Hires.

M/S/P – Seaton, Tafoya – Jabil, Inc. extension was approved as presented and recommended by staff.

Missing Annual Reports

The following companies have not turned in Annual Reports for 2023:

- Cold Case Gear, Inc.
- Panadero Ski Corporation
- Road Warrior Driver Training, LLC
- Spring Born, Inc.

Per the Rural Jump-Start program manual, OEDIT staff will take the following action: New Businesses that fail to file the annual report on time will receive notice and a 60-day grace period. New Businesses that fail to submit their annual report within that 60-day grace period will receive a final 30-day revocation notice. New Businesses that fail to respond to the 30-day revocation notice with their annual report will have their approval revoked.

No action from the Commission is needed.

Suspensions - Missing New Hire Requirement

Valkyrie Recovery Systems completed the Annual Report but was unable to meet its New Hire requirement the last two years due to slower business ramp up than expected. At this time, the business will be suspended from receiving benefits unless it can prove that Valkyrie Recovery Systems will be able to meet the requirements of Rural Jump-Start in the future.

No action from the Commission is needed.

San Luis Valley Outdoor Hospitality Update

San Luis Valley Outdoor Hospitality was approved into Rural Jump-Start in March 2023, but has not gone through the procurement process yet, due to other business priorities. The company did complete the Annual Report informing OEDIT that they hope to move forward with this process in 2024.

No action from the Commission is needed.

Sasquatch Campers, LLC

Last month the EDC approved Sasquatch Campers, LLC to award Individual Income Tax relief to its qualifying New Hire, but not to the employees qualifying by position versus individual and those earning an acceptable hourly wage that took personal time off. The EDC also awarded the grant money for the New Hire calculated in the traditional method and the employees qualifying by position versus individual (funding that goes to the business, not the individual), resulting in a total of \$5,000 as seen below.

After receiving the tax certificates, the owner realized he included the wrong start date for an employee, which resulted in that individual not qualifying for benefits. With the corrected start date, the employee will qualify for Individual Income Tax relief and the company will qualify for \$7,500 in New Hire grant money versus the \$5,000 previously approved.

Staff requests a motion to approve the additional employee as a New Hire for a total of three New Hires, as well as, awarding Sasquatch Campers, LLC \$7,500 in New Hire grant money.

M/S/P – Ogas, Dragoo – Sasquatch Campers, LLC additional employees as New Hires and grant funds in the amount of \$7,500 for additional New Hires approved as presented and recommended by staff.

County Analysis 2024

At the February 2024 EDC meeting, the commission approved Garfield County as a RJS Zone with the exception of Glenwood Springs and Carbondale and asked for a deeper analysis of the municipalities within the county. OEDIT staff collected the following data. Glenwood Springs showed significant indicators of economic distress. In addition to the data provided, OEDIT staff reached out to the Associated Governments of Northwest Colorado, the Colorado River Valley Economic Development Partnership, Garfield County Economic Development, the Colorado Tourism Office, and the Colorado Outdoor Recreation Industry Office.

After reviewing the data and talking with community members, OEDIT staff determined that there are three options for the EDC to consider as it pertains to Garfield County:

1. Keep the Garfield County RJS Zone as is, excluding Glenwood Springs and Carbondale;
2. Qualify the entirety of Garfield County as a RJS Zone, including both Glenwood Springs and Carbondale; or
3. Allow Glenwood Springs to become a part of the Garfield County RJS Zone.

Moving forward, OEDIT recommends that the EDC's County analysis proceed with an assumption that counties will not be analyzed on a town-by-town basis unless they are being considered as an exception. Specifically, this means that counties that achieve the baseline requirement of meeting 3 out of 7 economically distressed criteria will not be analyzed on a town-by-town basis.

Schiff asked if anyone wants to make the motion to qualify the entirety of Garfield County as a RJS zone. This would include both Glenwood Springs and Carbondale. Anyone want to make that motion?

Hearing none, I will refer to number 3 above, which is we would qualify Garfield County, including Glenwood Springs. But then excluding Carbondale. Do I have that motion?

Seaton made that motion to allow Glenwood Springs to become a part of the Garfield County RJS Zone but exclude Carbondale. Ogas seconded the motion.

M/S/P – Seaton, Ogas – Approval of allowing Glenwood Springs to the Garfield County RJS zone, excluding Carbondale approved as presented and recommended by staff.

H. Advanced Industries (AI)

Adair presented the FY24 CU Denver Allocation Projects for final approval.

M/S/P – Franz, Ogas – The AI FY24 CU Denver Allocation Projects were approved as presented and recommended by staff.

I. Other

Next EDC Meeting

The next regularly scheduled EDC meeting will be April 9th. This is a special EDC meeting to hear the Federal Fast Forward application presentations.

The next regular full board meeting will be April 18th.

With all items discussed, the meeting was adjourned.