

# Montezuma Community Economic Development Association

## Minutes of the Board of Directors Meeting on February 14, 2017

By: Leila Hanson

- In attendance: James Lambert, Greg Kemp, Dave Hart, Laura Lewis Marchino, Haley Leonard, Robert Dobry, Tom Maley, Clint Rapier, Jon Callender, Tim Miller, Chelsea Jones, Mark Drudge, Madonna Whyte, Elizabeth Marsh, Jill Seyfarth, Mary Shepherd, Sarada Leavenworth, Brenda Hindmarsh, and Leila Hanson.
- Call to order and introductions: Dave at 3:00 p.m.
- Approval of January minutes as amended: Motioned by Greg. Seconded by Robert. Motion approved.
- Treasurer's Report: Cassie was unable to attend. Chelsea reported on the information submitted. Eight additional deposits have been made by members. Current bank balance: \$36,139.87. Motion to approve treasurer' report made by Leila. Seconded by Greg. Motion accepted.
- Economic Development Specialist Report: Chelsea:
  - Membership dues request has been sent out.
  - Membership lists are being updated.
  - Mancos and the Chamber have new office space for 6 months through FastTrack.
  - Mancos Chamber Members can access an office site in the visitors Center for \$25.00 per year (with 24 hour access).
  - The County is working on an open forum. There may be some Broadband switches from Century Link to FastTrack.
- SBDC: Mary Sheppard:
  - They are tracking business information submitted by "self-reporting" businesses in their group. They have specific information on Montezuma County. She can send this.
  - Leading edge: The program has begun with 10 students. Cindy runs the class locally every other Tuesday.
  - A class will be started in Durango in April.
  - They are targeting Agriculture and growing businesses.
  - They are going to present a survey for input on a local level.
  - They are busy, having referred some of the new requests to Region 9 (6 this week).
- SCAPE: Elizabeth Marsh:
  - They have a Southwest Accelerator Program for Entrepreneurs. This is a program for 6 months (80 sessions from March-August), 8 to 10 hours a week. There is a scheduled curriculum and individual meetings. It is for businesses poised for growth. The program has launched 15 businesses from inception to launch point. They would like to scale beyond the local level (software, as an example). They have an equity stake or revenue sharing (Investor) or a convertible note setup for funding.
  - Nonprofit (501(c) 3): administer with USDA Funding.
  - Partnership investment fund: Uses Region 9 and Angel Investors. Businesses must meet their milestones. They work with five businesses (but had thirty applicants for 2017).

- Businesses range in size. They would like established companies to grow. The application process looks at experience, viability, and future accomplishments. They look for companies with good ideas.
  - \* Investors: Minimum \$5k dollars for funding. Tom Maley is interested in getting information.
- MCEDA: 2017 Priorities:
  - 1. Business Development: Recognize community assets (biking, lakes, Hospital, etc.) Use Economic recruitment as a tool. Laura supported promoting the area over specifics. Mark commented on opportunities through the City of Cortez, Retail Enhancement for the City, Mesa Verde Country publications, and the Community Calendar (which they are working to establish). Chelsea emphasized recruiting talent for the area and Laura indicated the community's desire to have employment for young adults who would like to stay in the area.
  - 2. 2017 priority: Motion to "Grow MCEDEA's capacity to improve economic conditions" by Leila, seconded by Sarada. Motion passed.
  - 3. Broadband: update by Chelsea:
    - (i) Montezuma County has extended the RFP for broadband by 2 weeks.
    - (ii) Cortez Journal: Chelsea will reply to the Journal to clarify items in the article about Broadband, Wi-Fi and infrastructure development.
- Connect 4: This is to connect everyone – County, Cities, Community and the Public. It takes in the broad perspective beyond individuals and is important to students, medical communities and all aspects of communication.
- Robert indicated that there could be a radio program covering the importance of the Broadband internet to students and Health Care.
- Brochures: New brochures will be published and members are encouraged to submit text and photos. Chelsea will send digital copies. There are funds in the budget to print up to 1000 copies in March.
- Paypal:
  - Motion "To set up a MCEDEA paypal account for billing" Robert motioned, Mark seconded. Motion approved.
  - There's a 3% charge that could be billed to the member or absorbed by MCEDEA.
- MCEDEA legal: MCEDEA as "Program" of Region 9:
  - This was approved by Region 9 for 1 year. Laura will send a draft of the agreement for the executive committee. Insurance: MCEDEA will have Board insurance under Region 9 as "Advisory Board." MCEDEA budgeted \$1000 more for administration and billing in 2017.
- Membership:
  - Approach old members with follow up and a request for information. Calendar for Jan of each year.
  - Robert indicated that we need to show value in growing membership and Laura supported the idea. Osprey may join soon.
- Sector Update:
  - Region 9: Laura will have a performance report for Montezuma County by next month. Jill keeps a database. Montezuma County has accessed more than 12 million dollars in tax credits through the Enterprise Zone. Nonprofits can be "Contribution Projects" that improve the economy with jobs and retention. More than 5 million

dollars in cash and in-kind contributions have been awarded. Axis and SWMH Foundation have participated.

- Town of Mancos:
  - ◆ Robert indicated the new Railroad Café will open March 11, 2017.
- City of Cortez: Tim:
  - ◆ The City of Cortez will have an open house at its new offices on 3-7-2017.
- Montezuma County: James:
  - ◆ The County Commissioners' Town Hall meetings are going well. The Sage Hen reparation area, controlled by the State over several years, is being discussed. The county has asked Tipton & Gardner to transfer this program to the county.
- Axis Health Care: Sarada:
  - ◆ Patients from the clinic in Dolores that closed are being absorbed throughout the medical community, and Axis has hired a new health care provider.
- SWMH: Haley:
  - There are proposed cuts to hospital providers, which amount to close to \$42 million dollars for the hospital.
  - There was a motion "To have the executive board put together a letter about the impact of the cut to the hospital." Motion by Tom. Second by Tim. Motion passed, with Haley abstaining.
  - Haley and two staff members will meet legislators in Denver March 7, 2017. Haley will send information to members.
- Empire Electric: Clint:
  - There is a possibility of installing a 4 megawatt solar system near Totten Lake on land owned by EEA.
  - The Utes are working on the possibility of a 1.5 megawatt solar farm on the reservation.
  - They are looking for an RFP on solar and may have connected with approximately 13 potential partners.
  - The board is open to discussion about solar.
- Annual Meeting in April:
  - Sponsorship: A member may be willing to sponsor the annual meeting, like Axis Health Care did last year. Sarada from Axis will connect with Chelsea.
  - Estimated Annual Meeting Date: April 19<sup>th</sup>, Wednesday
  - Southwest Community College: Try to set meeting there. They have a caterer that might be able to assist. Last year MCEDA had 55 people.
  - Speaker: Ask Easton, SCAPE graduate. Chelsea to call him. He has done presentations before and has appeared on Ted Talks.
  - Chelsea: to get consensus on dates.
  - Region 9 & SBDC to attend. Have brochure table available.
  - Other potential site: Mancos Chamber of Commerce.
- Adjourned: 4:45 pm.