



AGENDA
for the Board of Trustees
of the Town of Palisade, Colorado

November 7, 2023

6:00 pm Work Session

Palisade Civic Center Training Room:
341 W 7th Street

- I. WORK SESSION TO BEGIN AT 6:00 pm**
- II. DISCUSSION TOPICS**
 - 1. 2024 Town of Palisade Budget**

**No official action for the Town of Palisade will be
conducted during this work session.**

Board of Trustees Donations/Memberships to Organizations

<u>One Riverfront Commission</u>	requested	\$3,600	2024
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GVRTC Transportation Revenue -public transportation		\$29,000	2023
	expected	\$36,000	2024

PAV - Palisade Art Vision (Town Line Item)		\$8,000	2023
		\$10,000	2024

Palisade Historical Society		\$10,000	2023
	requested	\$10,000	2024

<u>GJEP – Grand Junction Economic Partnership</u>	membership	\$3,000	2024
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<u>Colorado Land Trust – Buffer Zone</u>	requested	\$10,000	2024
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<u>AGNC – Associated Gov. of Northern Colorado</u>	membership	\$2,500	2024
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<u>GJ Business Incubator</u>		\$1,000	2016
	requested	\$1,000	2024

Palisade Chamber of Commerce		\$10,000	2023
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Requested:	\$5,000 membership	\$5,000 donation	\$10,000	2024
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<u>Colorado Municipal League</u>	membership	\$1,750	2024
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10/9/2023

The Town of Palisade
175 East 3rd St.
Palisade, CO 81526

Dear Town Manager Janet Hawkinson and Town of Palisade Board of Trustees,

The Palisade Chamber of Commerce recognizes the Town of Palisade as an essential partner in creating economic vitality within our community. In the last year, we have made significant strides to enhance our partnership with the Town of Palisade.

The Chamber feels we have made a significant, positive, impact to the economy in a multitude of ways. In June we moved locations back to the corner of 3rd and Main to be more visible to chamber & community members as well as guests. We've hired a full-time employee to focus on community engagement, and we've actively participated on the Town of Palisade Tourism Advisory Board, and attended many continuing education opportunities, serve on various Workforce Development boards and maintain strong relationships with all of our economic development partners across the region and we've participated in many continuing education opportunities that allow us to better understand the uniqueness of our rural economy. We now also participate in the planning efforts within the Colorado Tourism Office to be a voice for Palisade and support destination stewardship. We are becoming a knowledgeable resource and liaison to The State and The Town with a focus on better supporting the collective voice of area businesses as well as residents of our community through member and resident surveys, roundtable discussions, and through evaluation and understanding of the Comprehensive Plan and Land Development Codes.

We hope you continue to see value in our partnership and the more than 116 years of The Chambers representation of our business community and would like youtube consider renewing your current membership of \$5000 with an added grant of \$5,000, for a total of \$10,000 in the 2024 fiscal year. This funding will help us expand our continued efforts to support a diverse local economy and increase the Town of Palisade's visibility.

Thank you for your consideration of our request. We appreciate your ongoing support of the Palisade Chamber of Commerce and the Town of Palisade.

Sincerely,

Jessica Burford

President & CEO

Palisade Chamber of Commerce

Palisade Chamber of Commerce
305 Main Street
P.O. Box 729
Palisade, CO 81526-0729
(970) 464-7458
Palisadecoc.com

October 12, 2023

Janet Hawkinson
The Town of Palisade
PO Box 128
Palisade, CO 81526

Dear Janet,

I'm writing to respectfully request your support for Western Colorado Business Development Corporation, dba Business Incubator Center.

Your contribution of \$2000 will help support our primary mission, and aid us in promoting economic development and to facilitate the stabilization and growth of the small business community by assisting both start-up and existing businesses. Each year, WCBDC assists over hundreds of businesses in our community and fosters job creation and retention and capital formation.

This partnership allows us to continue our impactful work in creating a healthy small business community that benefits all of us in the Grand Valley.

Once again, thank you for considering assistance in funding small business development in Mesa County.

Sincerely,

Dalida Sassoon Bollig

Dalida Sassoon Bollig
Chief Executive Officer

Grand Junction
Business Incubator Center

2022

ANNUAL REPORT



- › Incubator Intensive Program
- › Commercial Kitchen Program
- › GJ SBDC
- › Business Loan Fund
- › Mesa Co. Enterprise Zone
- › GJ Makerspace
- › FWorks Coworking Space



BIC 2022 ANNUAL REPORT



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About BIC

The Business Incubator Center is a 501(c)(3) non-profit organization founded in 1987, a key pillar of economic development in Mesa County and the surrounding region. We aim to diversify the economy through our nationally & internationally award-winning programs geared towards fostering innovation & supporting entrepreneurs, startups, and small businesses. Our mission is to support the launch, growth, stabilization, & long-term success of business enterprises. Our goal is to stimulate and diversify the local economy & create the greatest number of sustainable jobs possible. We measure our success by our demonstrated ability to guide entrepreneurs through sound business decisions & our positive influence on economic growth in the region. The campus includes centers for manufacturing, technology, office & services, training, & conferences as well as a commercial kitchen and a public Makerspace. BIC is the proud host of eight world class programs – Business Loan Fund, Small Business Development Center (SBDC), GJ MakerSpace, F-Works, Mesa County Enterprise Zone, Strategic Planning for Impact Agencies, Commercial Kitchen & Incubator Intensive.

We have helped launch over 600 companies, creating and retaining over 9,451 jobs, and have issued over 7,000 certifications resulting in hundreds of thousands of dollars in tax credits and tens of millions of capital investments.





Staff



Dalida Sassoon Bollig
Chief Executive Officer



Dean DiDario
Business Loan Fund
Program Manager



Joe Elliott
GJmakerspace & F-Works
Program Manager



Jeff Engell
GJ SBDC Program Director



Glenn Fontelera
Maintenance Assistant



Jennifer Gates
Commercial Kitchen &
Incubator Intensive
Program Manager



Jennifer Hood
Grand Junction SBDC
Program Assistant



Rebecca Johanson
Front Desk & Support



Michelle Krug
Mesa County Enterprise Zone
Administrator



Tricia Raimer
Accounting Manager



Helen Roe
Business Loan Fund
Commercial Lender



Antonia Saucedo
Business Loan Fund
Program Assistant



Ken Short
Maintenance Manager



2022 BIC Team





A Letter From Our CEO

As we reflect upon the accomplishments of The Business Incubator Center in the past year, I'm pleased to share with you the remarkable progress we've made in nurturing entrepreneurial talents, fostering economic growth, and creating a thriving business community.

I'm particularly delighted to present this annual report as it marks my first year as the Chief Executive Officer of The Business Incubator Center. Joining the organization in 2022, I've had the privilege of witnessing firsthand the dedication, talent, and exceptional achievements of our team and the support from our valued partners.

The year 2022 has been transformative for The Business Incubator Center. We've witnessed tremendous growth and achievement across all our programs, reaffirming our commitment to supporting and empowering small businesses and startups. I'm proud to present to you some highlights from our annual report, showcasing the collective efforts and dedication of our talented team. Through our comprehensive programs, we've successfully facilitated the creation of 421 new jobs, helping to strengthen the local economy and provide employment opportunities for individuals in our community. We're delighted to announce that our campus accommodated 71 businesses during 2022, offering them a conducive environment to thrive and collaborate. The increased presence of diverse enterprises further enhances the entrepreneurial ecosystem we've fostered. We've welcomed 26 new startups to our Valley, making sure we're providing them with essential resources, mentorship, space, funding, and networking opportunities. These promising ventures have joined our community of innovators, contributing to the vibrant entrepreneurial spirit within our organization. Our commitment to



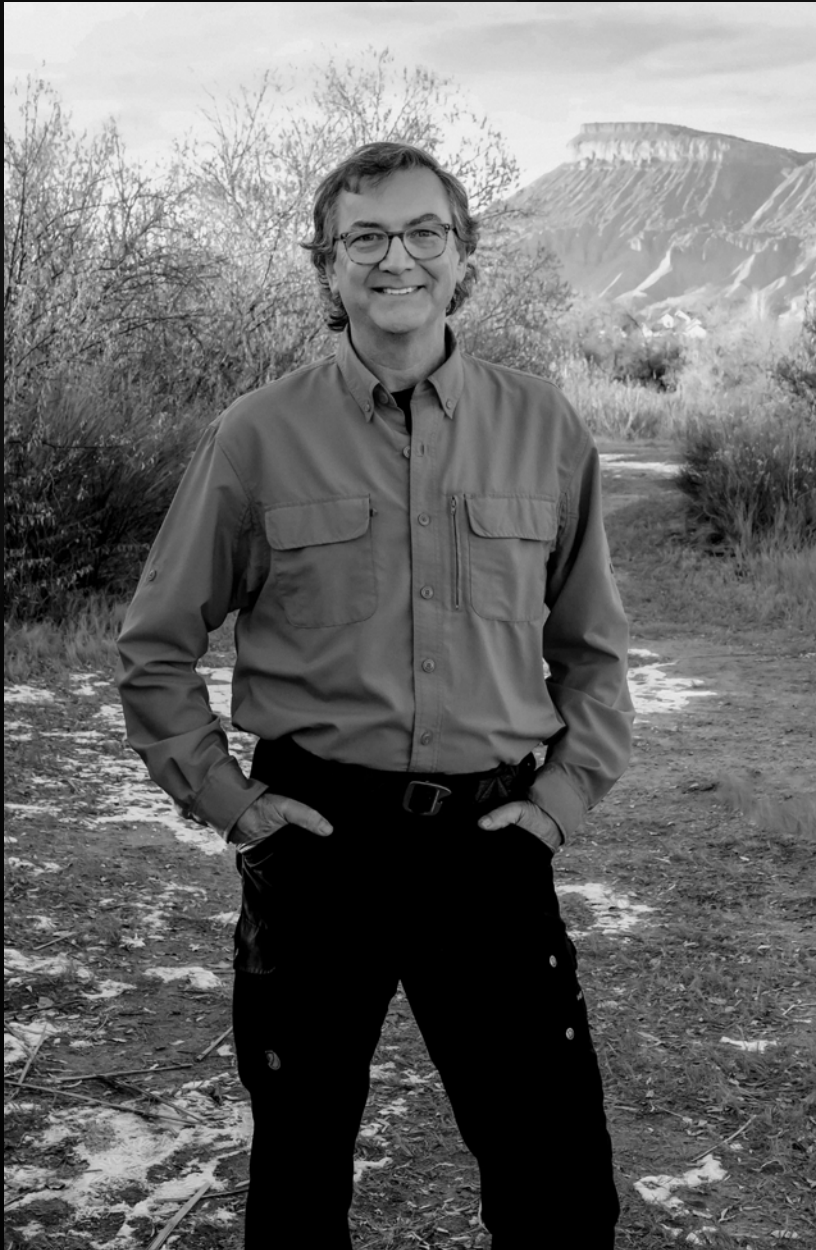
client success remains unwavering. Throughout the year, we helped serve 369 clients by offering personalized mentorship, and access to our extensive network of industry experts. We firmly believe that the success of our clients is a testament to the effectiveness of our programs. The Business Incubator Center provided \$1.84 million in loans to 22 small businesses, enabling them to secure the necessary capital for growth and expansion. Additionally, we facilitated capital formation amounting to \$3.79 million, encouraging sustainable development within our local business ecosystem. Our clients achieved outstanding sales performance, generating \$12.41 million in revenue during 2022. This remarkable figure showcases the positive impact of our support services on the growth and profitability of the businesses we assist. These numbers have been certified by the State of Colorado and have been reported without the use of any multipliers. Our commitment to transparency and accuracy ensures that these figures accurately reflect the impact and success of The Business Incubator Center's initiatives.

Our achievements wouldn't have been possible without your support. I extend my deepest gratitude to everyone that has contributed to the success of The Business Incubator Center, and for your continued trust and support for our organization. In the coming year, we'll continue our commitment to our mission of fostering entrepreneurship, facilitating business growth, and creating a supportive environment for startups to thrive, and we'll continue to explore new opportunities, refine our programs, and expand our network, ensuring that we remain at the forefront of innovation and business excellence. I'm confident that our collective efforts will lead to even greater success in the future.

Thank you for being an integral part of our journey. I look forward to your continued partnership as we strive to make a lasting impact on our local economy and entrepreneurial community.

Dalida S. Bollig
Dalida Sassoon Bollig





A Message From the Board Chair

Greetings Fellow Business Enthusiasts,

I am very proud to present to you our Business Incubator Center's annual report. Enclosed you will find highlights from a multitude of achievements over 2022. In my capacity as the Board Chair, I'm thrilled to report that our organization has not only prospered through challenging economic times but is also evolving to better serve the rapidly changing business ecosystem.

A new era for BIC has begun with the addition of a new CEO in 2022. Our Board meticulously conducted a rigorous recruitment and selection process. The result was the hiring of a highly talented and experienced leader. Dalida Sassoon Bollig has already propelled our organization's growth and success. We have no doubt that under her guidance, we will continue to fulfill our mission of nurturing innovation and supporting entrepreneurs.

We have expanded our programs and resources to cater to the diverse needs of our small businesses, including mentorship, access to capital, and networking opportunities, all crucial for entrepreneurial success.

As we move forward, we pledge to work diligently to keep the Business Incubator Center at the vanguard of innovation and entrepreneurship. We shall identify new opportunities, tackle challenges, and develop effective solutions to facilitate the triumphs of our region's entrepreneurs. Our Board is proud of the economic impact we have had on the local community, creating jobs, forming capital and spurring innovation, and we shall continue playing a critical role in the economic development of our business community.



We deeply appreciate our economic development partners, the investments entrusted in the Business Incubator Center and the unwavering support received from our community. Thank you. Your support empowers us to continue creating quality jobs and expanding capital investment in Mesa County.

On behalf of the Board of Directors, I would like to extend our heartfelt gratitude to our entire staff, our partners, our tenants and clients for their continuous support and contributions to the success of all our BIC programs. We are thrilled about the future's potential, and we look forward to remaining steadfast in our mission to support the launch, growth, stabilization, and long-term success of business enterprises in Mesa County and the surrounding region.

Sincerely,

Tim Hatten, PHD





The Year At A Glance

421
JOBS CREATED ACROSS ALL PROGRAMS

Mesa County constitutes approximately 2% of Colorado's population, but 11% of new business starts.



71

BUSINESSES
ON CAMPUS

26

NEW STARTUPS

15

COMPANIES GRADUATED

136

JOBS RETAINED

369

CLIENTS SERVED

22

BUSINESS LOANS

\$1.84mil

BUSINESS LOANS

\$3.79mil

CAPITAL FORMATION

\$12.41mil

CLIENT SALES



Incubator Intensive Program



INCUBATOR INTENSIVE PROGRAM

The Incubator Intensive Program is a five-year business support program that accelerates the successful launch and development of start-ups and early stage companies.

Offering more than 35,000 square feet of mixed-use space available for lease, combined with on-site, focused business and financial consulting, the Incubator Intensive Program provides a stable foundation to start and grow your business.





2021

\$826K

CAPITAL FORMATION

\$5.3mil

CLIENT SALES

49

JOBS CREATED

65

JOBS RETAINED

9

NEW BUSINESS STARTS

5

GRADUATED TENANTS

21

BUSINESSES SERVED

2022

\$1.04mil

CAPITAL FORMATION

\$12.41mil

CLIENT SALES

31.5

JOBS CREATED

84

JOBS RETAINED

3

NEW BUSINESS STARTS

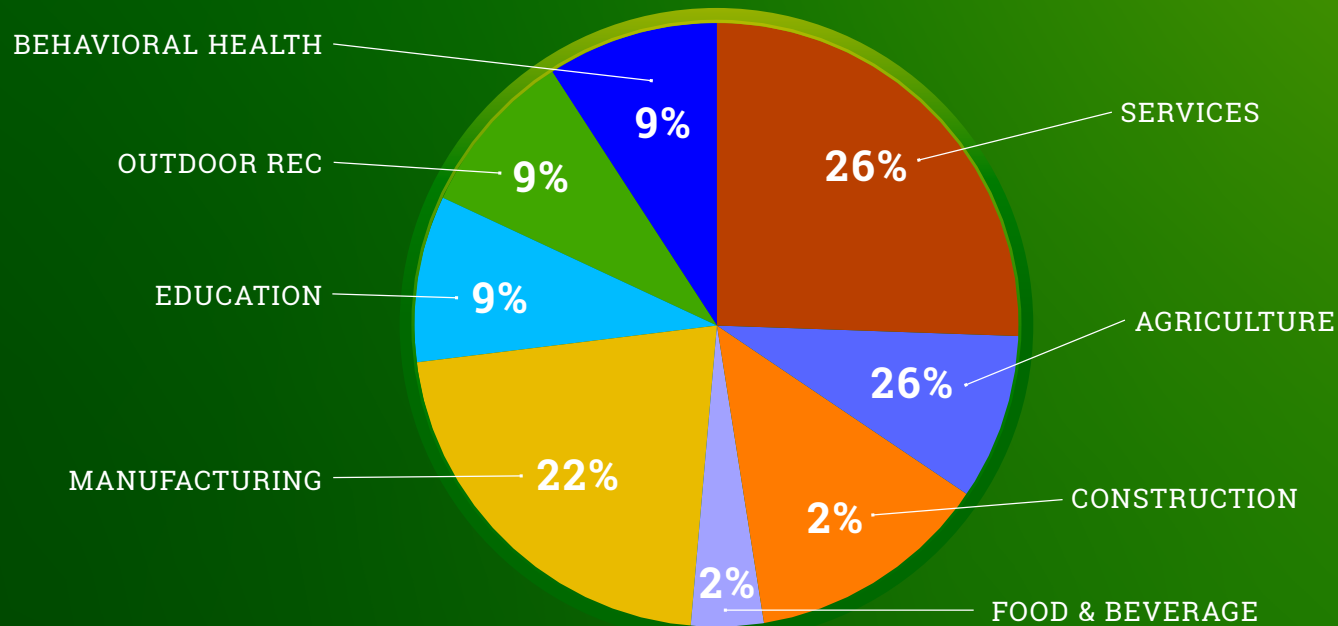
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GRADUATED TENANTS

23

BUSINESSES SERVED

INCUBATOR INTENSIVE BY INDUSTRY





Incubator Intensive Program Success Stories:

Angels in the Making

Teri Thomas, owner of Angels in the Making, found her calling as a dog trainer and a very young age. It all began on her parents' chicken farm, training chickens to come to her call and jump on her shoulder. When she was eight years old, Teri's older sister adopted a seemingly untrainable dog that was often left outside due to its poor behavior. Teri, feeling bad for the pup, approached her sister with a deal; if she could train the dog, then the dog had to be let back inside the house. Not believing that her eight-year-old sister could train this difficult dog, her sister agreed to the deal.

Teri began working with the dog, and quickly taught it how to sit and shake. True to her word, her sister allowed the dog to come back into the house, and Teri continued to work with it on more difficult tasks such as house training.

Later in life, Teri worked as a vet tech where she adopted a dog of her own. She, never having attended obedience training before, took her dog to its first class and immediately fell in love with the training process. Teri asked the trainer if she wanted a helper and was mentored by her for the next two years. This was just the beginning of her career, and Angels in the Making would be created shortly after.

Teri heard about the Incubator Intensive Program when an employee of the Business Incubator Center was attending one of her classes. She decided to join the program and attend some of the business classes that were being offered with the hopes of it helping her grow her business.

"I didn't have the business skills. I had the dog sense," Teri said. "It isn't only about knowing the craft, there is so much more."

Teri attributes joining the Incubator Intensive Program to much of her success and growth. "It gave me the opportunity to build credibility in the community. I had a stable place that people could come to. There is a wealth of knowledge and opportunity to make the dream happen."

Angels in the Making graduated from the Incubator Intensive Program in December of 2022, and continues to offer dog training services at their new location in Grand Junction.



Incubator Intensive Program Success Stories: Table Works

Grand Junction native, Josh Petersen, never envisioned that he would be making portable dog grooming tables for a living, but in 2022, that is exactly what he started doing. Josh had served in law enforcement for five years, beginning his career in Durango and serving his last two years with the Grand Junction Police Department.

In 2021, Josh's father, Orville, heard that Table Works, a business that had been in the Western Slope of Colorado for 30 years, was for sale. Orville was familiar with the business and brought up the idea of purchasing it to Josh. After spending some time learning the ways of the business, they decided to take the leap, and Josh hung up his uniform for the final time.

Josh and his family began looking for manufacturing space within the Grand Valley to operate their business out of. The previous owner had operated out of a personal workshop located on his property, and that location was not part of the purchasing deal.

Finding affordable manufacturing space in town was proving to be quite a challenge. Josh's mother, Bonnie, was familiar with the Business Incubator Center and suggested that they look into the Incubator Intensive Program.

"I don't think we would have been able to find another place in time," said Josh. "We definitely wouldn't have found anything that offers as much support."

Josh and his family brought Table Works to the Incubator Intensive Program in February of 2022. "I really enjoy consulting, especially in the first year. I like being able to bounce ideas off each other and discuss strategy. It helps set goals to work toward," said Josh.

Table Works manufactures and sells a variety of lightweight, foldable grooming tables designed for mobile grooming and dog shows. They also produce accessories such as grooming arms, flexible dryer holders and tool caddies. They provide all Petco Grooming Salons across the nation with all their grooming arms. Their products are currently shipped all across the U.S. but Josh has plans to expand and sell internationally in the near future.



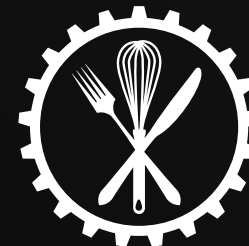
Commercial Kitchen Program



COMMERCIAL KITCHEN PROGRAM

Since 2002, the Commercial Kitchen Program has assisted culinary professionals realize their dream. By providing a low-cost, full-service kitchen space, we eliminate the need for small businesses to take on the debt of purchasing expensive equipment or signing a long-term lease. Instead, culinary entrepreneurs can focus on building a sustainable and profitable business.

Our Commercial Kitchen Incubator Program is a community of startups and seasoned food entrepreneurs. We provide 24/7 access to commercial equipment, production workspace, cold and dry storage, and industry specific business support and guidance.



**Kitchen
Incubator**



2021

\$333,200

CAPITAL FORMATION

N/A*

CLIENT SALES

39

JOBS CREATED

34

JOBS RETAINED

19

NEW BUSINESS STARTS

43

BUSINESSES SERVED

2022

\$754.5K

CAPITAL FORMATION

\$797K

CLIENT SALES

18

JOBS CREATED

10

JOBS RETAINED

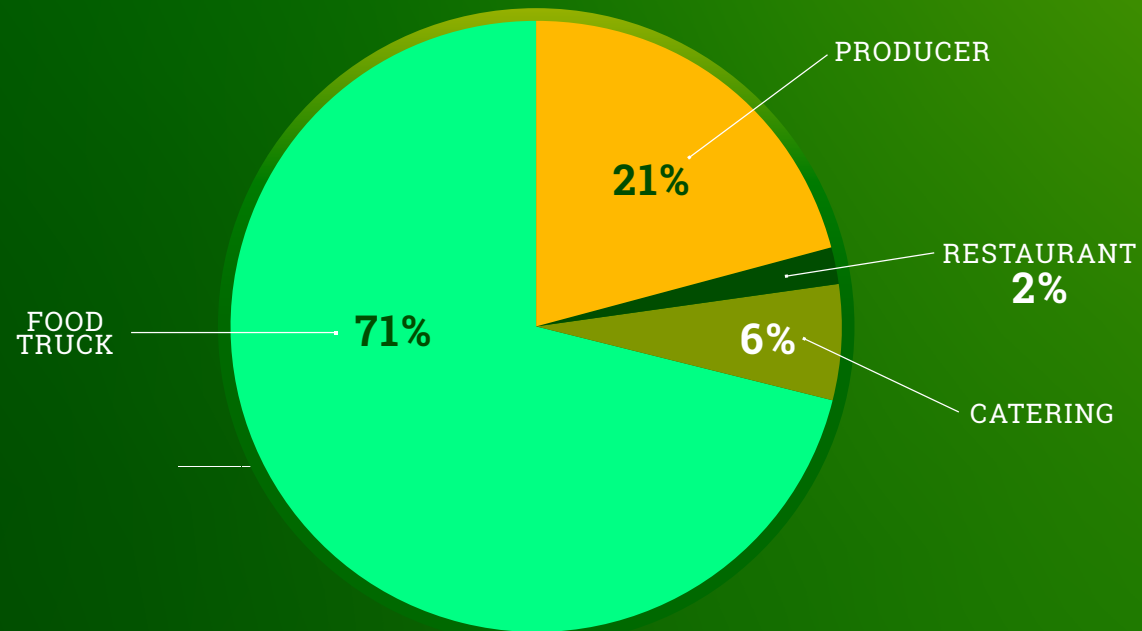
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NEW BUSINESS STARTS

48

BUSINESSES SERVED

COMMERCIAL KITCHEN BY INDUSTRY





Commercial Kitchen Program Success Stories: Nomad Bowlz

Candice Sisko and Chris Sorgine began running their food truck, Nomad Bowlz in the summer of 2021. Chris had previously been employed in the agriculture industry in Palisade, and Candice was a radiologic technologist living in Pennsylvania. While visiting Chris, Candice realized the Grand Valley was lacking healthy food options. It was their shared love for Açaí and smoothie bowls, and their desire to provide a fast and nutritious food option to the community that brought Nomad Bowlz to life.

Everything about Nomad Bowlz is fun and fresh, from their bright green and purple food truck, to their beautifully created and equally delicious smoothie bowls. Though this may not have been the career path either of them expected to take, they are really enjoying running their business. "Our favorite thing about owning a food truck is having the opportunity to travel to different locations and meet and interact with people from various different parts of the community!". Candice said.

When they first began exploring the idea of owning a food truck, Chris and Candice came to the Business Incubator Center for guidance. "We chose to join the commercial kitchen program at the BIC because with being a mobile food business, we loved the idea of having ample space and equipment for preparation and storage. The designated food truck parking spaces are very beneficial as well!" explained Candice. "Being new business owners, the BIC was very helpful in providing affordable resources, and helping us to better understand the necessary steps to take to lay the foundation for a successful business."

Nomad Bowlz received the Gold Medal for Best of the West Food Truck in 2022. To top it off, Chris and Candice received the news the day of their business's one year anniversary.



Commercial Kitchen Program Success Stories: Palisade Coffee Company

After graduating from Colorado Mesa University in spring of 2021, Elisha Espinoza began working as a marketing consultant. During his time at CMU, Elisha was involved with an entrepreneurial club and would often bring his club friends some of his homemade cold brew coffee. In the fall of 2021, he received a call from one of those friends; she knew of Elisha's love for coffee and had heard that a local coffee company was selling their business. In December of 2021, Elisha purchased Palisade Coffee Company.

In 2019, Elisha went on a trip to Tanzania with his mom. Together they toured a coffee farm where they were able to taste the freshest coffee possible, as the beans had been grown right where the coffee was roasted. This is where Elisha fell in love with everything about the coffee industry, and the point at which he knew that he would someday be involved in the industry himself.

Palisade Coffee Company had been in business for about two years prior to Elisha purchasing the business, and he felt he had a lot to learn to be able to keep up with the business's high standards. Elisha took on this challenge, diving deep into the origins of coffee beans and roasting techniques. He has learned a lot, and introduced new coffee flavors and products, but he attributes his first year's success to the community. "I value the relationships I've been able to build through Palisade Coffee Company. I like being able to introduce different flavors and origins and getting the input back from the local coffee community." Said Elisha.

Elisha first learned about the Business Incubator Center when one of his college classes had taken a tour of the campus. At that point, he had already been interested in entrepreneurship because he felt that there is no limit to creativity when you own your own business.

"I enjoy being a part of the Business Incubator Center because it is an organization that is recognized by the community. It is really cool to meet other businesses and make different connections. It also gives me a reliable, consistent, and flexible place to roast. I've been out there at 2 am roasting!" Elisha stated. "There are great opportunities to get consultation and advice. I appreciate those that work beside me in the kitchen, everyone is going for the same thing. It's a supportive atmosphere."

Palisade Coffee Company has always offered single bag and subscription coffee purchases, but they just recently released their individual pour overs currently available in Guatemala and Lavender flavors. They've got something big brewing though! Keep an eye out for their brand-new Cold Brew Club subscriptions coming out in the next few months!



GJ SBDC

GRAND JUNCTION SMALL BUSINESS DEVELOPMENT CENTER

The Grand Junction Small Business Development Center offers business consulting and training that maximizes the economic potential of entrepreneurs within our region. Our mission is to help new and existing businesses grow and prosper. We provide free guidance and counseling in all aspects of funding and developing small business. We strive to help grow and start businesses. While we cannot eliminate risk, we work to minimize it by helping clients write comprehensive business plans, conduct financial forecasts, strategize marketing tactics, apply for funding, and improve operations. Let us help maximize your business potential.





2021

\$5.2mil

CAPITAL FORMATION

\$6.8mil

SALES GROWTH

88

JOBS CREATED

100

JOBS RETAINED

24

NEW BUSINESS STARTS

56

CLASSES & WORKSHOPS

139

CLIENTS SERVED

1818

CONSULTING HOURS

2022

\$3.04mil

CAPITAL FORMATION

\$7.7mil

SALES GROWTH

52

JOBS CREATED

42

JOBS RETAINED

26

NEW BUSINESS STARTS

65

CLASSES & WORKSHOPS

353

CLIENTS SERVED

1570

CONSULTING HOURS



GJ Small Business Development Center Success Stories: **Motherfoodtrucker, LLC**

Kim Huchel had been a teacher for a little over a decade when she decided to pivot and open a food truck. She had a good sense of the behind the scenes aspects of food as she had been formally trained as a chef and had experience working in kitchens, but needed technical assistance in setting up a business and getting things aligned for a launch.

SBDC took her out for a meeting over coffee where she walked through the different areas of starting a business in an informal 1:1 setting. Her first need was a business plan to seek financing, SBDC helped her create a plan and comprehensive financial projections to secure funding. SBDC then stress tested revenue assumptions and served as 'first test' for a bank/financier discussion. Kim lives in Montrose, GJ SBDC then connected her to Dan Sinto at Region10 for support with financing and access the Region 10 Loan Fund. Kim used financing for final startup costs and initial operating capital for marketing and wrapping the food trailer. BIC's Commercial Kitchen Program then helped Kim obtain a license and meet Health Department requirements in order to start operations where she is currently a tenant.



GJ Small Business Development Center Success Stories: Ruth Renwick: Renwick Tiles

Ruth and husband Craig are originally from South Africa, arriving to Colorado via CA, where they brought their successful tile business with them. Renwick Tiles operates from their home where they manufacture beautiful custom tiles. Initially operating as sole proprietors, they had not formed a legal entity and were unclear on the details of their legal working status.

Renwick Tiles employed several people, but classified them as 'contractors'. SBDC presented information to them about potential exposure and risks from this practice, advising that they should seek solutions to indemnify themselves. Renwick Tiles needed to capture payroll taxes and formalize employment status for both owners. Although they had a bookkeeper, it was not a complete enough resource for their full needs —payroll, HR, strategic tax planning, etc. Ruth and Craig proceeded to take the Leading Edge course and completed a full review of the business and set plan for future. SBDC helped Ruth formally register an LLC entity, obtain an EIN, and convert 'contractors' to employees. They also hired a new bookkeeper & CPA to engage in strategic and tax planning. SBDC walked Ruth and Craig through legislative employment changes in Colorado for 2023 and prepared client for the impacts of FMLI on payroll and helped client understand Savers Program and how to exempt the company if comparable plan would be offered at the company level.





Business Loan Fund

Started in 1986, the Business Loan Fund (BLF) of Mesa County is a lending program operated by the Western Colorado Business Development Corporation (the Business Incubator Center). The BLF was created to enable businesses to grow, create jobs, and improve the local economy.

Generally, loans are made to businesses unable to get full financing needs met by traditional lenders (gap financing). We will consider loan requests from applicants who have been denied financing from other lenders. BLF capital is replenished by repayment of principal and interest from past loans, as well as government grants and private funding.

Ninety-five percent of the businesses who have received BLF loans have succeeded, adding jobs and additional tax dollars to the Mesa County economy. The BLF recycles dollars, lending them back to other businesses in the community for the benefit of all.



**Business
Loan Fund**

**2021****\$1.85mil**

AMOUNT FUNDED

18

SMALL BUSINESS LOANS

133

JOBS CREATED

2.1mil

LEVERAGED FUNDS

2022**\$1.84mil**

AMOUNT FUNDED

22

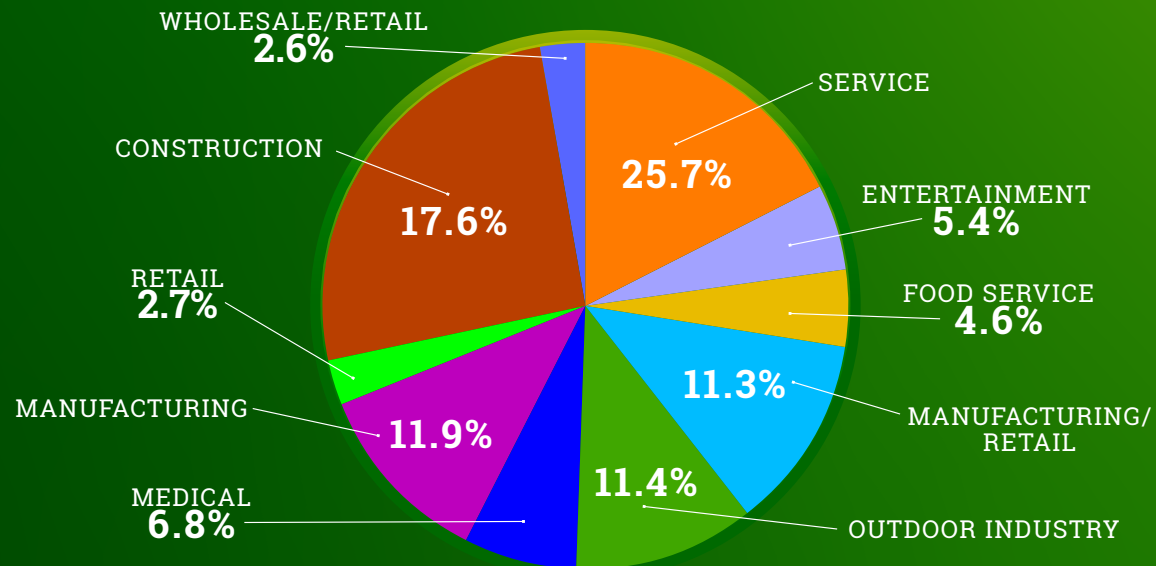
SMALL BUSINESS LOANS

75

JOBS CREATED

1.4mil

LEVERAGED FUNDS

BUSINESS LOAN FUND BY INDUSTRY



Business Loan Fund Success Stories: **579 Construction, LLC**

579 Construction, LLC is a small business startup flourishing at The Business Incubator Center. Founded by Lori Siegusmund in 2019, this construction company, primarily owned by women, specializes in metal stud framing, drywall, and acoustic ceilings. Since its inception, 579 Construction has experienced remarkable growth, becoming a profitable contractor and a significant employer in the area.

Throughout her business journey, Ms. Siegusmund has sought support from the various programs available at The Business Incubator Center. These resources have played a vital role in assisting the company's growth over the past few years. By leveraging mentorship, specialized training, networking opportunities, and financial assistance provided by the center, 579 Construction has navigated the competitive construction industry and achieved notable success.

Through the collaboration with The Business Incubator Center, 579 Construction has established itself as a reliable and sought-after contractor, contributing to the local economy and creating job opportunities. The dedication and utilization of available resources have propelled the company's growth, highlighting the importance of support programs for small businesses.

As 579 Construction continues to thrive, it serves as an inspiring example of the positive impact that small business startups, along with the support of incubator programs, can have on the local community and industry as a whole.



Business Loan Fund Success Stories:

Harvest Guard Reusable Canning Lids

Harvest Guard Reusable Canning Lids is a veteran-owned manufacturing business that specializes in producing reusable canning lids. Founded by Brad Steig in 2019, who has previously demonstrated success in launching other ventures, this business has emerged as a prominent player in its industry.

As a tenant of The Business Incubator Center, Mr. Steig has actively utilized the diverse range of programs offered to support the development of Harvest Guard. Taking advantage of the available resources, he has been able to refine his business model and capitalize on valuable opportunities.

Harvest Guard has experienced substantial growth since its establishment, achieving strong profitability and making a positive impact by providing quality employment opportunities in Mesa County.

Through the combined efforts of Brad Steig's entrepreneurial acumen and the support of The Business Incubator Center's programs, Harvest Guard has emerged as a reliable and successful manufacturer of reusable canning lids. This accomplishment underscores the importance of incubator programs in fostering the growth of small businesses, contributing to the local economy, and creating employment opportunities.

Harvest Guard Reusable Canning Lids stands as a testament to the perseverance and dedication of its founder, as well as the benefits of utilizing the resources offered by business incubators, ultimately leading to the company's notable success in Mesa County.



Mesa County Enterprise Zone

MESA COUNTY ENTERPRISE ZONE

The Mesa County Enterprise Zone is dedicated to helping local businesses and organizations succeed with state tax credits issued in 2022 of \$2,146,370 to private business and \$1,395,971 to non-profit organizations.

The Colorado Legislature created the Enterprise Zone program to promote economic development by offering state income tax credits to businesses for investment, expansion, and job creation. Non-profit organizations qualified by the Enterprise Zone can also benefit from these state income tax credits to the donors which encourages community involvement and support.

Mesa County has contracted with the Business Incubator Center to administer the program.





2021

Business Tax Incentives

\$1.2mil

BUSINESS TAX CREDIT

209

JOBS CREATED

\$69mil

BUSINESS INVESTMENTS

Non-Profit Contribution Projects

\$6.7mil

CASH DONATIONS

\$805k

IN-KIND DONATIONS

\$1.5mil

DONOR TAX CREDIT

2022

Business Tax Incentives

\$1.55mil

BUSINESS TAX CREDIT

285

JOBS CREATED

\$176mil

BUSINESS INVESTMENTS

Non-Profit Contribution Projects

\$5.38mil

CASH DONATIONS

\$390K

IN-KIND DONATIONS

\$1.4mil

DONOR TAX CREDIT



FWorks Coworking Space

FWORKS COWORKING SPACE

FWorks is a coworking space in beautiful Fruita, Colorado, and a program of the Business Incubator Center. We're a community of small business owners, entrepreneurs, and freelancers. Member benefits include affordable workspaces, dedicated desks and open seating, high-speed internet, networking opportunities, small business-focused classes and meetups, and easy access to Business Incubator Center programs.





2021

11

DEDICATED DESKS

9

MONTHLY MEMBERSHIPS

3

COFFEE CLUB
SMALL BUSINESS TRAINING

2022

11

DEDICATED DESKS

4

MONTHLY MEMBERSHIPS

12

COFFEE CLUB
SMALL BUSINESS TRAINING

By the Numbers

Dedicated desks have increased to 11-business members. Monthly business memberships are being held to 4 with plans to increase this for 2023 with study carrels. Drop-in memberships were halted during the virus and there is no plan to offer them in the near term as they do not meet the mission of helping local small business.



Expanding Operations

Cohosted projects with the Chamber have been reinstituted and have grown this past year. The City MOU, with commitment from BIC, restarted SBDC Fruita small business programs for maximizing the customer experience of the F*works members working and operating businesses in the community with optimal space utilization. Electrical proximity upgrade to each Dedicated Desk for member and building safety. Additional consistent furniture and glass panels added to the dedicated desks for privacy. Technology has been upgraded by BIC to enhance business class offerings and presentations. WiFi connectivity enhanced. Conference room moved adjacent to our member space.

Established an operations committee to have local presence for timely response as to needs assessment and communications with City and members. Keeping our space clean with a strong image and outfitted for today's coworking community is our goal.



GJ Maker Space

GRAND JUNCTION MAKER SPACE

The GJmakerspace is an innovative shop of entrepreneurs, inventors, artists, scientists, farmers, business members, and tinkerers who are all Makers.

Members of the GJmakerspace have access to our robust tool sets, workspace, and maker-specific workshops.

Should a member decide to launch a business or add to their existing business, the Business Incubator Center's six other entrepreneurial programs can assist with business guidance, financing, and commercial space.





2021

131

MEMBERS

12

BUSINESSES LAUNCHED

11

PROTOTYPES DEVELOPED

8

PATENTS FILED

2022

131

MEMBERS

12

BUSINESSES LAUNCHED

11

PROTOTYPES DEVELOPED

8

PATENTS FILED



The GJ MakerSpace hosts 3 programs serving the community in mentorship, economic development, and education. Hi Fives Robotics began in 2014 at the MakerSpace. This high school age team is the current Colorado Champions and won the Team Imagery Award at Worlds. They added a First Lego League for elementary and middle school ages in the Fall. First Lego League is an introduction of hands-on, STEM learning designed to inspire young children through fun challenges and competitions.

WorkForce Innovation Program received a new 3-year DHS grant commitment began this year expanding enrollment capacity to 45 students per cohort and adding an additional 12-week cohort in the summer. The 3 2022 Cohorts had 62 enrolled this year. The past 9 cohorts have had 166 enrollees, 93 certificates.

GeoMaker Institute. This year training new social studies teachers with D51 occurred 6 times throughout the school year and assembled tool kits available for check-out upon completion. GeoMaker EdCamps were conducted, and GeoTech Center Geographic Teacher Certification achieved. The 2022 Geo Maker Institute was funded by grants from National Geographic.

Thank you to our sponsors:

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