



**GRAND JUNCTION CITY COUNCIL
MONDAY, OCTOBER 30, 2017**

**PRE-MEETING (DINNER) 5:00 P.M. ADMINISTRATION CONFERENCE ROOM
WORKSHOP, 5:30 P.M.
CITY HALL AUDITORIUM
250 N. 5TH STREET**

To become the most livable community west of the Rockies by 2025

1. Discussion Topics

- a. Budget:
Grand Junction Economic Development Partners (Grand Junction Economic Partnership, Grand Junction Chamber of Commerce, Business Incubator Center, and Greater Grand Junction Sports Commission)
Funding Request

Downtown Development Authority Recommended 2018 Budget

2. Next Workshop Topics

- a. November 13 - Budget Reconciliation

3. Other Business



Grand Junction City Council

Workshop Session

Item #1.a.

Meeting Date: October 30, 2017

Presented By: Greg Caton, City Manager

Department: City Manager

Submitted By: Greg Caton, City Manager

Information

SUBJECT:

Budget:

Grand Junction Economic Development Partners (Grand Junction Economic Partnership, Grand Junction Chamber of Commerce, Business Incubator Center, and Greater Grand Junction Sports Commission) Funding Request

Downtown Development Authority Recommended 2018 Budget

EXECUTIVE SUMMARY:

The Economic Development Partners will present the planned use of the funds requested in the 2018 budget.

The Director of the Downtown Development Authority will present an overview of the 2018 recommended budget. The budget was presented and approved by the Downtown Development Authority Board of Directors on October 26th, 2017.

BACKGROUND OR DETAILED INFORMATION:

Presenters for the Economic Development Partners include Diane Schwenke for the Grand Junction Area Chamber of Commerce, Steve Jozefczyk for the Grand Junction Economic Partnership, Jon Maraschin for the Business Incubator Center, and John Hopkins and Derek Wagner for the Greater Grand Junction Sports Commission.

Attached is the letter of request from the partners for the \$370,000 of funding.

The Director of the Downtown Development Authority (DDA) will present an overview of the 2018 recommended budget. The budget was presented and approved by the

Downtown Development Authority Board of Directors on October 26th, 2017.

Attached are the supporting budget documents as presented to the DDA Board.

FISCAL IMPACT:

This presentation and discussion is for informational purposes.

SUGGESTED ACTION:

This presentation and discussion is for informational purposes.

Attachments

1. ED Partners Request For Funding
2. DDA 2018 Budget Transmittal Letter
3. DDA 2018 Fund Balance Worksheet
4. DDA 2018 Line Item Budget By Fund

Mesa County Non-Profit Economic Development Partners

September 8, 2017

Greg Caton, City Manager
City of Grand Junction
250 N. 5th Street
Grand Junction, CO 81501

Dear Greg,

Thank you again for your generous support for economic development activities in Grand Junction and the broader region. Attached, please find the revised 2018 ED Partners budget for City Council's consideration. In accordance with your request, we have kept the amount within the budgetary allowance derived from the vendor fee cap.

You will note that the revised budget does not include the originally requested \$90,000 for Colorado Mesa University (CMU) property acquisition. The removal of CMU from this request is not the result of a lack of support for their efforts, quite the contrary. We believe that funding for CMU is critical and should be considered outside the funding constraints of the vendor fee cap. In addition, the Northstar recommendation was that the ED Partners funding be additive to the generous support already given to CMU by the City.

It's important to note that CMU understands the need for this community to more fully fund the attraction of new businesses and expansion of local businesses as part of our local ED efforts and wants to ensure that these newly earmarked funds go to these efforts.

The economic impact CMU has on the City of Grand Junction and the surrounding region is profound. We would be hard pressed to find another company that has an annual effect of almost half a billion dollars. The return on investment is proven. CMU is a shining example of what economic development is and what investment in the future will bring.

Through the efforts of the City of Grand Junction, the collaboration and bond between the ED Partners is greater than it ever has been in the past. Thus, we are standing by our partners at Colorado Mesa University and asking you to strongly consider fully funding their real estate and development efforts at the same levels as you have over the past 10 years.

Thank you for your partnership and generous support.

Sincerely,



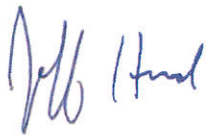
Jeff Franklin, Chairman
The Business Incubator



Jon Maraschin, Executive Director
The Business Incubator



Mesa County Non-Profit Economic Development Partners



Jeffrey Hurd, Chairman
Grand Junction Area Chamber of Commerce



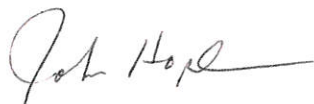
Diane Schwenke, CEO
Grand Junction Area Chamber of Commerce



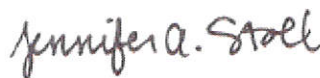
Tim Fry, Chairman
Grand Junction Economic Partnership



Kristi Pollard, Executive Dir.
Grand Junction Economic Partnership



John Hopkins, Executive Committee
Greater Grand Junction Sports Commission



Jennifer Stoll, Executive Director
Greater Grand Junction Sports Commission

<i>Northstar 2018 (DRAFT) Recruitment/Retention/Expansion/Business Creation Expenses</i>				
<i>City of Grand Junction</i>				
			1st -4th Quarters	
<u>BIC</u>				
Maker's Space	\$24,000.00		\$12,250.00	
Website Design & Upgrades	\$25,000.00			
TOTAL	\$49,000.00			
<u>Chamber</u>				
Business Roundtables			\$7,500.00	
Tracking and Communications				
Publicize success stories				
TOTAL	\$30,000.00			
<u>GJEP</u>				
Inbound/Outbound Travel	\$5,000.00		\$37,250.00	
Site Selector/Prospect Visits	\$10,000.00			
Trade/Press Visit	\$4,770.00			
Industry Lists	\$7,090.00			
Lighthouse Prospecting/Attraction Tool	\$8,500.00			
Trade Shows	\$15,000.00			
Email Marketing	\$1,140.00			
Website Design & Upgrades	\$10,000.00			
Advertising	\$70,000.00			
Trade Show Sponsorship and Promotions	\$17,500.00			

October 26, 2017

To Downtown Development Authority Board of Directors:

It is my pleasure to present the DDA budget for 2018. The recommended budget totals \$11.6 million, of which \$9.1 million represents the use of debt proceeds to be used for the first part of the Las Colonias business and recreational parks and improvements to the Two Rivers Convention Center. Both are significant economic development projects approved by the board that leverage public funds with private investment to spur economic activity, generate jobs, and increase property values in the DDA district. The City of Grand Junction is participating on these projects through an annual contribution to the DDA of \$954,921 annually over the next 15-year period beginning in 2018.

The DDA has fiscal oversight for three separate accounting funds. The Operating Fund's main source of revenue is the 5 mills property tax in the DDA district and the focus of the spending budget aligns with the mission of the DDA including the promotion of economic activity in the DDA District through targeted grants, event support, and collaboration with other organizations and businesses in the district. The Capital Fund's resources come from debt proceeds and the fund is used to manage major capital projects that are intended to catalyze growth in Downtown Grand Junction. The Debt Service fund's source of revenue is tax increment revenues that are restricted to debt service only.

Operating Fund Highlights:

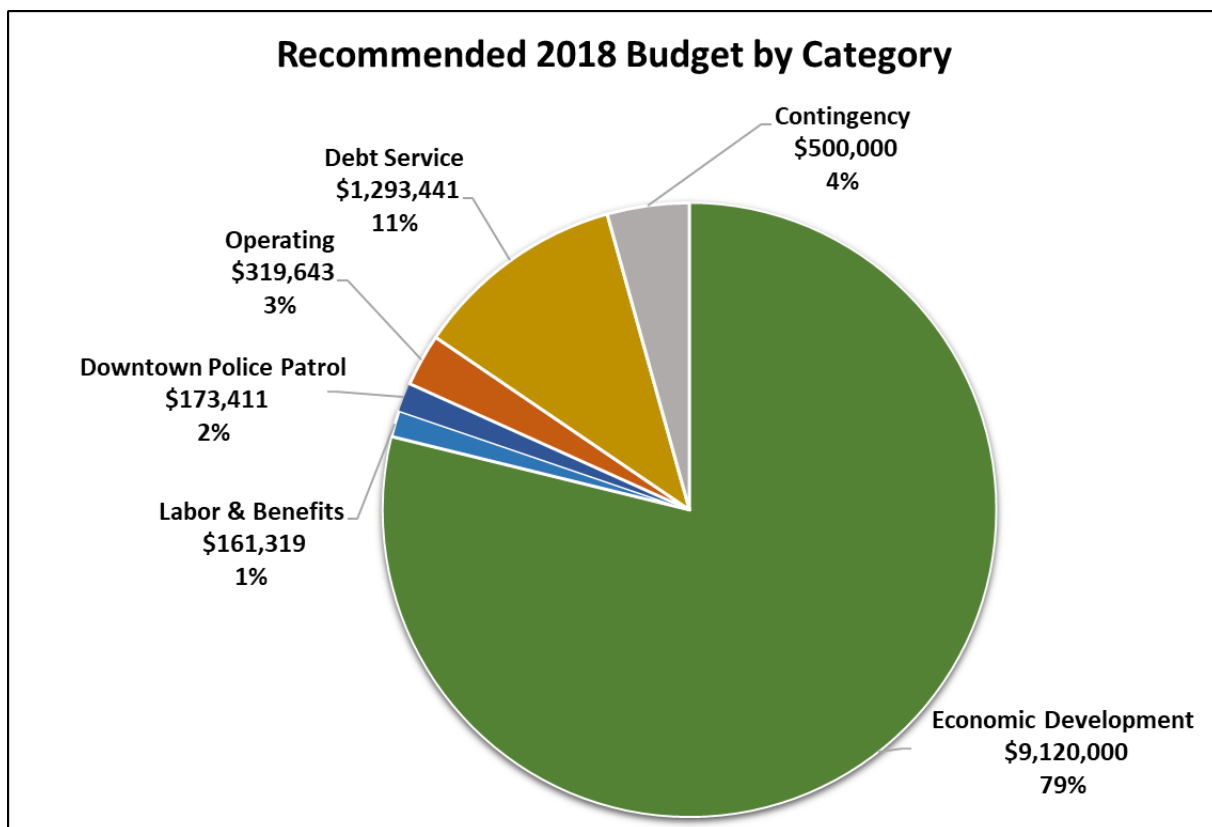
In 2018, we are anticipating a 3% increase in property tax revenues based on the preliminary certifications, and an increase of \$954,921 based upon the City's contribution towards the Las Colonias and TRCC projects. A \$500,000 contingency is being recommended to earmark funds for planned and potential projects including an update to the Plan of Development, potential wayfinding activity, and potential economic development funding for current projects in the development stages now. The DDA Board also has the flexibility to utilize these contingency funds for any unforeseen projects that might occur in 2018. The DDA will continue participation in the downtown police patrol by paying \$173,411 towards the cost of two full-time officers downtown. The façade grant program has been increased from \$70,000 to \$120,000. Beginning in 2018, expenses related to maintenance activities in the district will be budgeted and accounted for in this fund instead of the Capital fund. Monies remaining in the Capital Fund from activities prior to the new debt issuance will be transferred into the Operating Fund. This amount is budgeted at \$281,104. The 2018 recommended budget adds \$920,102 to the fund balance before any use of contingency projecting an ending fund balance of \$2.1 million. If all of the \$500,000 in contingency is used the projected ending fund balance for 2018 would be \$1.6 million.

Capital Fund Highlights:

The debt proceeds for the two economic development projects discussed above will come into the capital fund at the end of 2017 and the first part of 2018. The funds will be held and drawn as construction progresses. Interest will be earned by the DDA on the monies as they are held in the fund. We are anticipating distributing \$9 million for construction in 2018 and \$6 million in 2019. The 2018 recommended budget projects an ending fund balance of \$6.1 million in the capital fund which will be held for the finalization of the Las Colonias and TRCC projects in 2019.

Debt Service Fund:

The property tax increment revenues are projected to increase 2.5% in 2018 based on the preliminary certifications. As part of the debt structure for the economic development projects, the 2012 bonds were refinanced at a lower interest rate from 5.1% to 3.36%. The 2018 recommended budget projects an ending fund balance of \$1.9 million with \$1.4 million earmarked for the debt service reserve.



In total, the 2018 recommended budget adds \$1.2 million to the fund balances of the Downtown Development Authority while reducing operating expenses and debt service and investing over \$9 million in economic development projects.

Sincerely,

Brandon Stam
Executive Director, Downtown Development Authority

Downtown Development Authority

**2018
Recommended Budget**

Row Labels	ACTUAL BEGINNING FUNDS BALANCE	TOTAL REVENUE	LABOR	NON PERSONNEL OPERATING	TOTAL OPERATING EXPENSE	DEBT SERVICE	MAJOR CAPITAL	TOTAL EXPENSE	TRANSFERS IN	TRANSFERS OUT	NET SOURCE (USE) OF FUNDS	Contingency	ENDING FUND BALANCE
General Government													
103 Downtown Development Authority	634,247	1,297,871	161,319	204,143	365,462	-	120,000	485,462	281,104	173,411	920,102	500,000	1,554,349 *
203 DDA Capital Improv Fund	6,294,404	9,159,000	-	30,000	30,000	-	-	30,000	-	9,281,104	(152,104)	-	6,142,300
611 DDA TIF Debt Service Fund	1,502,912	1,424,882	-	85,500	85,500	1,293,441	-	1,378,941	346,822	-	392,763	-	1,895,675
Total All Funds	8,431,563	11,881,753	161,319	319,643	480,962	1,293,441	120,000	1,894,403	627,926	9,454,515	1,160,761	500,000	9,592,324

* **1,554,349** DDA Fund Balance
4,000 Legends Restricted
1,550,349 DDA Unrestricted Fund Balance



2017 Adopted, 2017 Amended, 2018 Recommended
As of 10/30/2017

Budget by Fund				
Classification-Account-Description	2017 Adopted Budget	2017 Amended Budget	2017 Actual (as of 9/30/17)	2018 Recommended Budget
103 - DOWNTOWN DEVELOPMENT AUTHORITY				
Revenue				
<u>Taxes</u>				
4010.01 - Property Tax_Specific Ownership, None	\$ 42,000	\$ 42,000	\$ 29,280	\$ 43,260
4010.None - Property Tax, None	250,863	250,863	246,974	258,390
Taxes Total	\$ 292,863	\$ 292,863	\$ 276,254	\$ 301,650
<u>Charges for Service</u>				
4700.None - Misc Revenue, None	-	-	15	-
Charges for Service Total	\$ -	\$ -	\$ 15	\$ -
<u>Licenses and Permits</u>				
4100.None - Lic/Permit Rev, None	5,000	5,000	400	-
Licenses and Permits Total	\$ 5,000	\$ 5,000	\$ 400	\$ -
<u>Intergovernmental</u>				
4200.03 - Grant/Reimb Rev_State, None	-	-	12,697	-
Intergovernmental Total	\$ -	\$ -	\$ 12,697	\$ -
<u>Interest</u>				
4610.None - Interest Income, None	\$ 6,800	\$ 6,800	\$ 3,948	\$ 12,000
Interest Total	\$ 6,800	\$ 6,800	\$ 3,948	\$ 12,000
<u>Other</u>				
4650.None - Lease Revenue, None	\$ 29,300	\$ 29,300	\$ 23,177	\$ 29,300
4750.01 - Donations_Art on the Corner, None	-	-	20	-
4755.None - Contributions, None	-	-	-	954,921
Other Total	\$ 29,300	\$ 29,300	\$ 23,197	\$ 984,221
Total Revenue	\$ 333,963	\$ 333,963	\$ 316,511	\$ 1,297,871
Expenditures				
<u>Labor and Benefits</u>				
5000.None - Full Time Salaries, None	\$ 125,338	\$ 130,205	\$ 80,865	\$ 122,492
5010.None - Cellular Telephone, None	413	413	-	-
5290.None - Seasonal Part-Time, None	4,914	4,914	1,287	4,850
5405.None - Severance Pay, None	-	10,500	10,499	-
5420.None - Gen Retire Plan, None	7,547	7,839	4,852	7,351
5510.None - Social Security Cont, None	8,077	9,030	5,560	8,083
5515.None - Medicare Cont, None	1,890	2,113	1,301	1,891
5610.None - Worker's Compensation, None	753	753	565	792
5620.None - Dental Insurance, None	2,054	2,054	684	966
5625.None - Health Insurance, None	30,721	30,721	9,236	14,246
5630.None - Life Insurance, None	204	210	90	174
5635.None - Long Term Disability, None	513	532	244	474
Labor and Benefits Total	\$ 182,424	\$ 199,284	\$ 115,183	\$ 161,319
<u>Non Personnel Operating</u>				
6105.02 - Operating Supply_Business Meals, None	\$ -	\$ -	\$ 35	-
6105.None - Operating Supply, None	5,000	5,000	1,768	4,000
6120.None - Postage/Freight, None	300	300	-	300
6210.None - Repairs/Maint, None	6,000	6,000	1,663	5,000
6420.None - Public Info/Education, None	-	-	3,920	1,000
6510.08 - Telephone_Other, None	4,200	4,200	-	5,000
6550.10 - Utilities_Cable/Internet, None	1,500	1,500	990	1,500
6550.12 - Utilities_Drainage, None	400	400	270	400
6550.None - Utilities, None	3,600	3,600	1,064	3,000
6640.03 - Rent_Property/Space, None	10,150	10,150	7,613	10,150
6830.01 - Professional Develop_Training, None	2,000	2,000	1,526	5,000
6830.02 - Professional Develop_Travel, None	2,000	2,000	-	-
6835.None - Dues, None	1,000	1,000	2,076	3,000
7270.None - Debt Service Fees, None	-	-	-	5,000



2017 Adopted, 2017 Amended, 2018 Recommended
As of 10/30/2017

Budget by Fund				
Classification-Account-Description	2017 Adopted Budget	2017 Amended Budget	2017 Actual (as of 9/30/17)	2018 Recommended Budget
7310.07 - Charges/Fees_Treasurer, None	5,000	5,000	4,940	5,000
7310.None - Charges/Fees, None	6,200	6,200	6,100	6,200
7410_01 - Contract Svcs_Animal Control	-	-	-	23,400
7410.13 - Contract Svcs_Financial Audit, None	180	180	205	226
7410.None - Contract Svcs, None	15,250	15,250	16,788	36,080
7430.None - Contract Maintenance, None	2,500	2,500	-	2,500
7530.None - Licenses/Permits, None	-	-	113	-
7585.01 - Comm Participat_Downtown BID, None	27,500	27,500	27,500	27,500
7585.None - Comm Participat, None	3,000	3,000	618	3,000
7700.None - Special Events, None	28,000	28,000	24,047	23,200
7820.None - Grant Distributions, None	-	-	8,400	-
7900.02 - Operating Equip_Computer Hardwar, None	-	-	1,259	-
7900.None - Operating Equip, None	3,000	3,000	1,554	3,000
6510.None - Telephone, None	-	-	3,059	-
7620.03 - Data Process Chgs_Direct, None	-	-	-	415
7640.None - Liability Insurance, None	4,663	4,663	3,497	4,663
7650.01 - Interfund Chgs_General Govt, None	24,537	24,537	23,737	25,609
Non Personnel Operating Total	\$ 155,980	\$ 155,980	\$ 142,742	\$ 204,143
Capital Outlay				
8515.None - Art/Sculptures, None	\$ -	\$ 9,000	\$ 9,000	-
8520.None - Special Projects, None	-	-	-	120,000
Capital Outlay Total	\$ -	\$ 9,000	\$ 9,000	\$ 120,000
Total Expenditures	\$ 338,404	\$ 364,264	\$ 266,925	\$ 485,462
Transfers In				
4823.None - Transfer in DDA TIF CIP, None	\$ -	\$ -	\$ -	281,104
Transfers In Total	\$ -	\$ -	\$ -	\$ 281,104
Transfers Out				
9100.None - Transfers to General Fund, None	\$ -	\$ -	\$ -	173,411
Transfers Out Total	\$ -	\$ -	\$ -	\$ 173,411
Contingency and Reserves				
8920.None - Contingency, None	\$ -	\$ -	\$ -	500,000
Contingency and Reserves Total	\$ -	\$ -	\$ -	\$ 500,000

203 - DDA CAPITAL IMPROVEMENT FUND

Revenue				
Capital Proceeds				
4660.None - Sale of Land, None	\$ -	\$ -	\$ 115,267	-
4670.None - Rev Bond Proceeds, None	-	6,005,000	-	9,060,000
4671.None - Note Proceeds, None	500,000	1,000,000	500,000	-
Capital Proceeds Total	\$ 500,000	\$ 7,005,000	\$ 615,267	\$ 9,060,000
Interest				
4610.None - Interest Income, None	\$ -	\$ 8,300	\$ 4,161	69,000
Interest Total	\$ -	\$ 8,300	\$ 4,161	\$ 69,000
Other				
4650.None - Lease Revenue, None	\$ -	\$ -	\$ -	30,000
Other Total	\$ -	\$ -	\$ -	\$ 30,000
Total Revenue	\$ 500,000	\$ 7,013,300	\$ 619,428	\$ 9,159,000

Expenditures				
Labor and Benefits				
5000.None - Full Time Salaries, None	\$ 3,619	\$ 3,619	\$ 5,113	-
5010.None - Cellular Telephone, None	22	22	-	-
5405.None - Severance Pay, None	-	-	1,167	-
5420.None - Gen Retire Plan, None	219	219	307	-
5510.None - Social Security Cont, None	225	225	390	-



2017 Adopted, 2017 Amended, 2018 Recommended
As of 10/30/2017

Budget by Fund					
Classification-Account-Description	2017 Adopted Budget	2017 Amended Budget	2017 Actual (as of 9/30/17)	2018 Recommended Budget	
5515.None - Medicare Cont, None	53	53	91	-	
5610.None - Worker's Compensation, None	39	39	29	-	
5620.None - Dental Insurance, None	46	46	-	-	
5625.None - Health Insurance, None	741	741	-	-	
5630.None - Life Insurance, None	7	7	5	-	
5635.None - Long Term Disability, None	17	17	14	-	
Labor and Benefits Total	\$ 4,988	\$ 4,988	\$ 7,116	\$ -	
<u>Non Personnel Operating</u>					
6550.None - Utilities, None	\$ 30,000	\$ 30,000	\$ 19,330	\$ 30,000	
7270.None - Debt Service Fees, None	5,000	5,000	-	-	
7410.01 - Contract Svcs_Animal Control, None	-	-	15,600	-	
7410.None - Contract Svcs, None	33,750	33,750	4,812	-	
7700.None - Special Events, None	-	-	193	-	
Non Personnel Operating Total	\$ 68,750	\$ 68,750	\$ 39,935	\$ 30,000	
<u>Capital Outlay</u>					
8225.None - Land Acquisition, None	\$ 500,000	\$ 500,000	\$ 503,504	-	
8520.None - Special Projects, None	70,000	70,000	27,352	-	
Capital Outlay Total	\$ 570,000	\$ 570,000	\$ 530,856	\$ -	
Total Expenditures	\$ 643,738	\$ 643,738	\$ 577,907	\$ 30,000	
<u>Transfers Out</u>					
9103.None - Transfers to DDA Operations Fund, None	\$ -	\$ -	\$ -	\$ 281,104	
9201.None - Transfers to Sales Tax CIP Fund, None	-	-	-	6,000,000	
9303.None - Transfers to TRCC Fund, None	-	-	-	3,000,000	
Transfers Out Total	\$ -	\$ -	\$ -	\$ 9,281,104	
611 - DDA TIF DEBT SERVICE FUND					
Revenue					
<u>Taxes</u>					
4010.01 - Property Tax_Specific Ownership, None	\$ 160,000	\$ 160,000	\$ 108,099	\$ 163,200	
4010.None - Property Tax, None	1,141,977	1,141,977	1,086,472	1,170,682	
Taxes Total	\$ 1,301,977	\$ 1,301,977	\$ 1,194,571	\$ 1,333,882	
<u>Capital Proceeds</u>					
4670.None - Rev Bond Proceeds, None	\$ -	\$ 3,995,000	\$ -	\$ 60,000	
Capital Proceeds Total	\$ -	\$ 3,995,000	\$ -	\$ 60,000	
<u>Interest</u>					
4610.None - Interest Income, None	\$ 18,000	\$ 18,000	\$ 8,855	\$ 31,000	
Interest Total	\$ 18,000	\$ 18,000	\$ 8,855	\$ 31,000	
Total Revenue	\$ 1,319,977	\$ 5,314,977	\$ 1,203,426	\$ 1,424,882	
Expenditures					
<u>Non Personnel Operating</u>					
7270.None - Debt Service Fees, None	\$ 500	\$ 500	\$ -	-	
7278.None - Bond Issuance Costs, None	-	60,000	-	60,000	
7310.07 - Charges/Fees_Treasurer, None	25,000	25,000	21,663	25,500	
Non Personnel Operating Total	\$ 25,500	\$ 85,500	\$ 21,663	\$ 85,500	
Total Expenditures	\$ 25,500	\$ 85,500	\$ 21,663	\$ 85,500	
<u>Debt Service</u>					
8850.None - Note Principal	\$ 500,200	\$ 1,000,200	\$ 1,000,419	\$ 900,000	
8860.None - Bond Principal, None	685,000	4,620,000	-	-	
8870.None - Interest Expense, None	223,010	223,010	111,505	393,441	
Debt Service Total	\$ 1,408,210	\$ 5,843,210	\$ 1,111,924	\$ 1,293,441	
<u>Transfers In</u>					
4810.None - Transfer in General Fund, None	\$ 77,209	\$ 77,209	\$ -	\$ 252,234	
4821.None - Transfer in Sales Tax CIP, None	92,650	92,650	-	94,588	
Transfers In Total	\$ 169,859	\$ 169,859	\$ -	\$ 346,822	



**PRESENTATION TO THE CITY OF
GRAND JUNCTION
OCTOBER 30, 2017**

FINANCIAL ASSISTANCE

Through the Business Loan Fund

BUSINESS DEVELOPMENT

Through the Business Incubator and Kitchen Programs

COUNSELING & WORKSHOPS

Through the Small Business Development Center

FACILITATING TAX INCENTIVES

Through the Mesa County Enterprise Zone Program



2017 year to date results



- BIC graduated 2 high profile companies (CadBLU/Apex and Glideware)
- BIC has accepted 6 new companies into our traditional incubator program and we currently have 2 pending applications
- BIC has accepted 5 new companies into our kitchen incubator program
- The Grand Junction SBDC is currently working with 470 clients
- Combined, BIC programs have created or retained 303.5 jobs
- The RLF has made \$1,025,907 in direct loans and leveraged an additional \$3,149,424
- BIC 2.0 program successfully graduated 5 companies
- The BIC was successful in our grant application with the City of Fruita/OEDIT to bring co-working to Fruita this fall

2017 Incubator Funding from NorthStar funds



- BIC was awarded \$10,000 for our Business Concierge Program (our version of Economic Gardening).
- BIC provided BC services to Fruita and Palisade businesses and did not request disbursement of the \$10,000. The BIC recommended the funds be reallocated to the Sports Commission and the ED Partners supported the reallocation.

2018 Incubator Request from “NorthStar Funds”



- \$24,000 to provide operational support to the GJMakerspace (1/2 staff position for 12 mos)
 - The GJMakerspace continues to operate as a public innovation center with 35-50 members.
 - The GJMakerspace provides free support to First Robotics, supporting high school innovation in our community.
 - Over 10 companies launched and 2 patents have been issued .
 - The GJMakerspace provides support and service to the Maverick Innovation Center and CMU programs.
 - While memberships fund the purchase of equipment and some operations, the space would greatly benefit from paid staff vs. volunteers.

\$25,000 for Website Design & Upgrades



- While BIC tells our clients that they need a “cutting edge” social media presence, our web pages continue to be archaic and difficult to navigate.
- Funds will be used to modernize the BIC and GJMakerspace web pages and create better cohesion with other ED Partners and the communities we serve which will support the basic premise of having a consistent economic development virtual community.
- Since the BIC webpage is the #1 contact with potential clients, upgrades will enhance our ability to support entrepreneurs and startups in our community.

Thank you



Jon Maraschin
jmaraschin@gjincubator.org
(970) 243-5242

GJ Chamber and IDI Budget Requests



GJ Chamber--\$30,000 Biz Retention & Expansion

2017 Highlights

- 108 Companies Visited
- Three Business Personal Property Tax Requests Submitted
- One Expansion Package Developed—Resulting in 200 New Jobs
- Three technical assistance in dealing with City Planning (one effort saved company \$50,000)
- Workforce Development Assistance to Eight Companies (estimated new jobs 120)
- Recognized 19 companies for expanding and adding 79 new jobs



2018 Goals

- 125 Company Visits
- Assistance to at least 20 expanding companies
- Development of Foreign Trade Zone Application with Partners
- Commercial Air Service Expansion with Partners
- Expansion of Job Connects Workforce Development Program for primary employers in advanced manufacturing



IDI/GJEP Incentive Fund--\$40,000

- Objective—grow a fund that can assist smaller companies in expanding over time that can be utilized by all ED Partners in GJ Area
- Joint IDI/GJEP Matrix to ensure fairness of awards
- Crossover board members between IDI and GJEP to ensure communication and collaboration
- Funding would alternate with IDI receiving the funding in even years and GJEP receiving funding in odd years
- RESTRICTED TO ONLY INCENTIVES FOR LOCAL COMPANIES



Wages/Number	5- 20	20-30	30-40	40-50	Over 50
\$15.00/hour	—				
\$20.00/hour	\$10,000	\$20,000	\$30,000	\$50,000	\$75,000
\$30.00/hour	\$15,000	\$25,000	\$35,000	\$55,000	\$80,000
\$40.00/hour	\$20,000	\$30,000	\$40,000	\$60,000	\$85,000
Over \$40.00	\$25,000	\$35,000	\$45,000	\$65,000	\$90,000

Subject to available funding.

***Expansion only and must have inter-state or inter-county competitive factors.**

***Award is made upon new jobs being maintained for one year.**

Why Two Entities For One Fund

- IDI and GJEP already collaborate on multiple projects and IDI has offered land for four GJEP Prospects in 2017
- Builds trust for all partners that funds are not held and controlled by just one entity
- IDI needs to show public support in some fashion in order to assure continued tax status that may help solicit donations of land (501c3 and Enterprise Zone) with current inventory depleted
- Increasing pressure from local businesses for some sort of assistance in light of recent incentive awards

