



# ADAMS COUNTY

**COLORADO**

BOARD OF COUNTY COMMISSIONERS

Eva J. Henry - District #1  
Charles "Chaz" Tedesco - District #2  
Erik Hansen - District #3  
Steve O'Doriso - District #4  
Jan Pawlowski - District #5

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**STUDY SESSION AGENDA  
TUESDAY  
March 29, 2016**

*ALL TIMES LISTED ON THIS AGENDA ARE SUBJECT TO CHANGE.*

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<b>10:00 A.M.</b>	<b>ATTENDEE(S):</b>	<b>Jeanne Shreve</b>
	<b>ITEM:</b>	<b>US 85 PEL</b>
<b>11:00 A.M.</b>	<b>ATTENDEE(S):</b>	<b>Jeanne Shreve / Kevin Doran</b>
	<b>ITEM:</b>	<b>Legislative Working Group</b>
<b>11:30 A.M.</b>	<b>ATTENDEE(S):</b>	<b>Jeffery Maxwell / Rene Valdez / Juliana Arculeta</b>
	<b>ITEM:</b>	<b>Maintenance Drainage Infrastructure</b>
<b>12:00 P.M.</b>	<b>ATTENDEE(S):</b>	<b>Nick Kittle / Brandi Rank</b>
	<b>ITEM:</b>	<b>Building Eye Presentation</b>
<b>12:30 P.M.</b>	<b>ATTENDEE(S):</b>	<b>Nathan Mosley</b>
	<b>ITEM:</b>	<b>2016 County Fair Update / 2016 Special Events</b>
<b>1:00 P.M.</b>	<b>ATTENDEE(S):</b>	<b>Barry Gore</b>
	<b>ITEM:</b>	<b>Revolving Loan Fund</b>
<b>1:30 P.M.</b>	<b>ATTENDEE(S):</b>	<b>Todd Leopold</b>
	<b>ITEM:</b>	<b>Administrative Item Review / Commissioner Communications</b>

(AND SUCH OTHER MATTERS OF PUBLIC BUSINESS WHICH MAY ARISE)

\*\*\*AGENDA IS SUBJECT TO CHANGE\*\*\*



## STUDY SESSION AGENDA ITEM

<b>DATE:</b> March 22, 2016
<b>SUBJECT:</b> CDOT Update on U.S. 85 PEL
<b>FROM:</b> CDOT Staff/Jeanne Shreve
<b>AGENCY/DEPARTMENT:</b> County Manager's Office
<b>ATTENDEES:</b> U.S. 85 Project Team Members, Jeanne Shreve, Transportation, Parks and Planning, Transportation, as appropriate
<b>PURPOSE OF ITEM:</b> Update Board on Study
<b>STAFF RECOMMENDATION:</b> Information and feedback on Study

### **BACKGROUND:**

The Colorado Department of Transportation (CDOT) is conducting a study referred to as the US 85 Planning and Environmental Linkages (PEL). The objective of the US 85 PEL Study is to develop a strategic vision for U.S. 85 between I-76 and the Town of Nunn. The vision for the corridor is to identify the safety and operational needs along U.S. 85 and determine its short-term and long-term transportation priorities. The study will consider the U.S. 85 Access Control Plan and determine if aspects of that plan need to be refreshed. Short-term and long-term improvements will be prioritized through a collaborative process with stakeholders and the public along the corridor.

The final product will include a series of projects with a prioritization/implementation plan that will help to obtain funding for improvements along corridor.

### **STUDY SESSION AREAS OF INTEREST:**

1. High-level overview of Project and what the corridor in Adams County is conceptually planned for in the future (I.e., freeway, such as I-76).
  - Explanation of existing Access Control Plan (ACP).
  - Overview of intersection concepts in Adams County.
2. Identification of Priorities in Adams County – 104<sup>th</sup>, 120<sup>th</sup>, 124<sup>th</sup> and Bromley.
  - Overview/conceptual layouts of intersections. Explanation of how improvements at these intersections rose to the top of the priority list.
3. Discussions with Union Pacific and how they see these as priorities. How/if they plan to work with us on these priorities.
4. Emergency Access – Discussion of 144<sup>th</sup> verses 136<sup>th</sup> for primary access to the hospital in Brighton.
5. Upcoming Public Meetings.
6. Next Steps.

**AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:**

Transportation, Planning, Parks

**ATTACHED DOCUMENTS:**

**FISCAL IMPACT:**

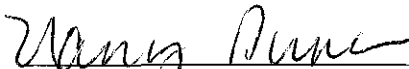
Either mark X if there is no fiscal impact or provide the following information for the recommended action:

Fund(s):	
Cost center(s):	
Self-generated / dedicated revenues:	\$
Annual operating costs:	\$
Annual net operating (cost) / income:	\$
Capital costs:	\$
Expenditure included in approved operating budget:	\$
Expenditure included in approved capital budget:	\$
New FTEs requested:	

**APPROVAL SIGNATURES:**

**APPROVAL OF FISCAL IMPACT:**

  
\_\_\_\_\_  
Todd Leopold, County Manager

  
\_\_\_\_\_  
Budget / Finance

\_\_\_\_\_  
Raymond H. Gonzales, Deputy County Manager

\_\_\_\_\_  
Ed Finger, Deputy County Manager



## STUDY SESSION AGENDA ITEM

<b>DATE:</b> March 29, 2016
<b>SUBJECT:</b> Maintenance of Drainage Infrastructure
<b>FROM:</b> Jeffery Maxwell, P.E., PTOE, Director of Transportation
<b>AGENCY/DEPARTMENT:</b> Transportation Department
<b>ATTENDEES:</b> Jeffery Maxwell, René Valdez, Brad Boswell, Juliana Archuleta
<b>PURPOSE OF ITEM:</b> Discuss options and recommendation to achieve program goals for the maintenance of drainage infrastructure
<b>STAFF RECOMMENDATION:</b> Option C: Combination of in-house staff and contracted work

### **BACKGROUND:**

The Adams County Board of County Commissioners approved 1.5 million dollars to establish a program to maintain more of the County drainage infrastructure. The Adams County Stormwater and Infrastructure division of the Transportation Department have evaluated several options to achieve this overall goal. Please see the three options listed below:

Option A: In-house staff dedicated to perform drainage maintenance. This option will require 7 additional full time employees (FTE) and the need to purchase equipment.

Option B: An outside contractor hired to perform drainage maintenance. This option will require 1 additional full time employee (FTE) to develop projects and have oversight over the work.

Option C: A Combination of in-house staff dedicated to addressing minor maintenance issues in addition to hiring a contractor to address larger drainage maintenance issues as necessary. This option will require 3 to 5 additional full time employees (FTE) which would be phased in over time.

### **AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:**

Transportation Department

### **ATTACHED DOCUMENTS:**

PowerPoint presentation

**FISCAL IMPACT:**

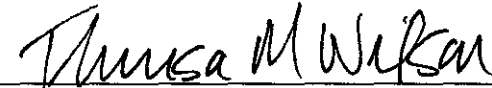
Either mark X  if there is no fiscal impact or provide the following information for the recommended action:

Fund(s):	00001
Cost center(s):	3090
Self-generated / dedicated revenues:	\$
Annual operating costs:	\$1,500,000
Annual net operating (cost) / income:	\$
Capital costs:	\$
Expenditure included in approved operating budget:	\$1,500,000
Expenditure included in approved capital budget:	\$
New FTEs requested:	3-5

**APPROVAL SIGNATURES:**

**APPROVAL OF FISCAL IMPACT:**

  
\_\_\_\_\_  
Todd Leopold, County Manager

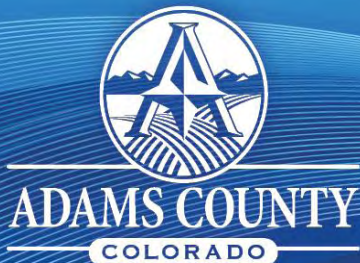
  
\_\_\_\_\_  
Theresa M. Wilson  
Budget / Finance

  
\_\_\_\_\_  
Raymond H. Gonzales, Deputy County Manager

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Ed Finger, Deputy County Manager

# Transportation Engineering Projects

2016 Infrastructure  
Maintenance Program



# Goals & Objectives

- Enhance Drainage Maintenance Program
- Long Term Sustainability
- Respond to Drainage Issues
- Recommend Capital Improvement Projects
- Inspection of Drainage Infrastructure
- Improve Water Quality
- Drainage Conveyance

# Options

## Option A In-House

In-house Staff dedicated to perform drainage maintenance

- 7 FTE
- Equipment (\$750k)

## Option B Contract

Outside contractor hired to perform drainage maintenance

- 1 FTE
- Contract Labor & Equipment

## Option C Combination

Combination

In-house Staff dedicated to address drainage minor maintenance issues

- 3-5 FTE (phased in)
- Rent or Lease Equipment with Operator

and

Outside contractor hired to address larger drainage maintenance issues





# Maintenance Responsibilities

## In-House

- Video Inspection
- Replace Individual Structures
- Replace Individual Pipes
- Storm Sewer Pipe Locates
- Ditch Cleaning
- Erosion Control Soil Stabilization
- Minor Design
- On-Call (Investigate)
- Trickle Channel Maintenance
- Water Quality Facility Maintenance
- Trash Removal
- Minor Survey Data Collection
- Asset Data Collection

## Contracted Work

- Vacuum Jetting
- Replace Structure (Large Quantity)
- Replace Pipe (Large Quantity)
- Pipe Lining (Multiple Techniques)
- Design Services as needed
- Illicit Discharge (Large Quantity and Unknown Substance)
- Storm Sewer Pipe Locates
- Asset Data Collection



## Option A

### In-house Staff dedicated to perform drainage maintenance

#### Pros

- Reinvestment of Mobilization & Profit Savings
- Customer Service Continuity
- System Familiarity
- Competent Trained Staff
- Control of Priorities
- Reaction Time

#### Cons

- Initial Capital Costs and Maintenance of Equipment
- Space for Equipment & Materials
- Staff Training Costs
- Qualified Staff Hire/Available



## Option B

### Outside contractor hired to perform drainage maintenance

#### Pros

- No Equipment Investment
- No Space Requirement for Equipment & Materials
- Minimal Staff Training Costs
- Contractor might have access to more resources and capabilities

#### Cons

- Higher Costs for Mobilization & Profit
- More Time needed to Coordinate and Schedule
- No Customer Service Continuity
- Lack of System Familiarity



## Option C Combination of Option A and Option B

### Pros

- No Initial Equipment Costs – Rent / Lease
- Some Reinvestment of Mobilization & Profit Savings
- Training by Equipment Operator
- Opportunities to address Peak Demands
- System Familiarity
- Reaction Time
- Customer Service Continuity

### Cons

- Minimize Time needed to Coordinate and Schedule
- Space for Equipment & Materials
- Staff Training Costs
- Qualified Staff Hire/Available



# Owning vs Leasing

**Purpose** - estimate cost differential of owning vs. leasing vac truck.

**Timeframe** - 10 years

**Summary Outcome** - Given current key input, by year 10, leasing is more expensive than owning by a factor of 1.47:1 (includes orig capital outlay).

Leasing is a better financial choice if the service rendered by operating the vac truck will have a life of 5 yrs or less.

## Summary Estimates

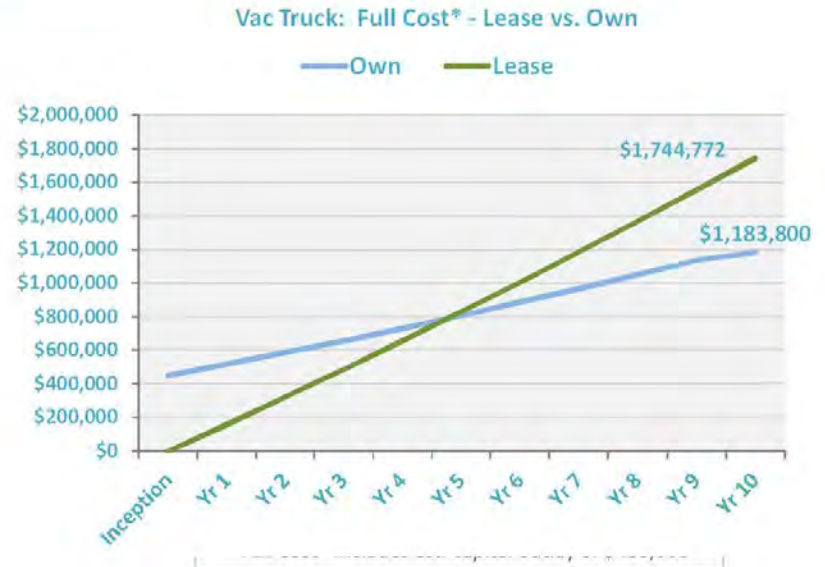
	Cumulative Cost Est. Own	Cumulative Cost Est. Lease
Inception	\$450,000	\$0
Yr 1	\$519,000	\$159,344
Yr 2	\$588,000	\$321,875
Yr 3	\$657,000	\$487,656
Yr 4	\$730,800	\$656,754
Yr 5	\$807,000	\$829,233
Yr 6	\$885,600	\$1,005,161
Yr 7	\$966,600	\$1,184,608
Yr 8	\$1,050,000	\$1,367,645
Yr 9	\$1,135,800	\$1,554,342
Yr 10	\$1,183,800	\$1,744,772
	100%	147.39%

O&M Cost Ratio (Lease, Own - no capital):

2.38:1

Full Cost Ratio (Lease, Own & capital):

1.47:1



# Objectives

- Video Inspect and clean
  - Pipes (4-5 years to complete)
  - Culverts (only publicly owned)(private?)
  - Manholes
  - Inlets
  - Storm Outlets
  - Storm Basins
- Develop maintenance projects for subsequent years
- Enhance Asset Database



# Questions?







## STUDY SESSION AGENDA ITEM

<b>DATE OF STUDY SESSION:</b> March 29, 2016
<b>SUBJECT:</b> Buildingeye
<b>FROM:</b> Brandi Rank
<b>AGENCY/DEPARTMENT:</b> Office of Performance, Innovation and Sustainability
<b>ATTENDEES:</b> Brandi Rank and Nick Kittle
<b>PURPOSE OF ITEM:</b> Demonstration
<b>STAFF RECOMMENDATION:</b> N/A

### **BACKGROUND:**

The buildingeye application converts the permitting and land use data from our Accela system on a daily basis and represents it in an easy to consume mapping application which is accessible on mobile, tablet and desktop devices. Any applications received yesterday will be on the map today.

### **AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:**

### **ATTACHED DOCUMENTS:**

PowerPoint Presentation

**FISCAL IMPACT:**

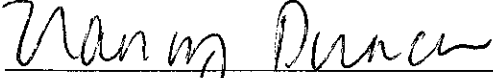
Either mark X  if there is no fiscal impact or provide the following information for the recommended action:

Fund(s):	
Cost center(s):	
Self-generated / dedicated revenues:	\$
Annual operating costs:	\$
Annual net operating (cost) / income:	\$
Capital costs:	\$
Expenditure included in approved operating budget:	\$
Expenditure included in approved capital budget:	\$
New FTEs requested:	

**APPROVAL SIGNATURES:**

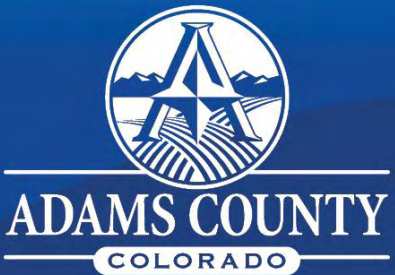
**APPROVAL OF FISCAL IMPACT:**

  
\_\_\_\_\_  
Todd Leopold, County Manager

  
\_\_\_\_\_  
Nancy Duncanson  
Budget / Finance

\_\_\_\_\_  
Raymond H. Gonzales, Deputy County Manager

\_\_\_\_\_  
Ed Finger, Deputy County Manager



Office of Performance, Innovation, and Sustainability  
Business Solutions Group

**Buildingeye**



Built off of our existing permitting system Accela.

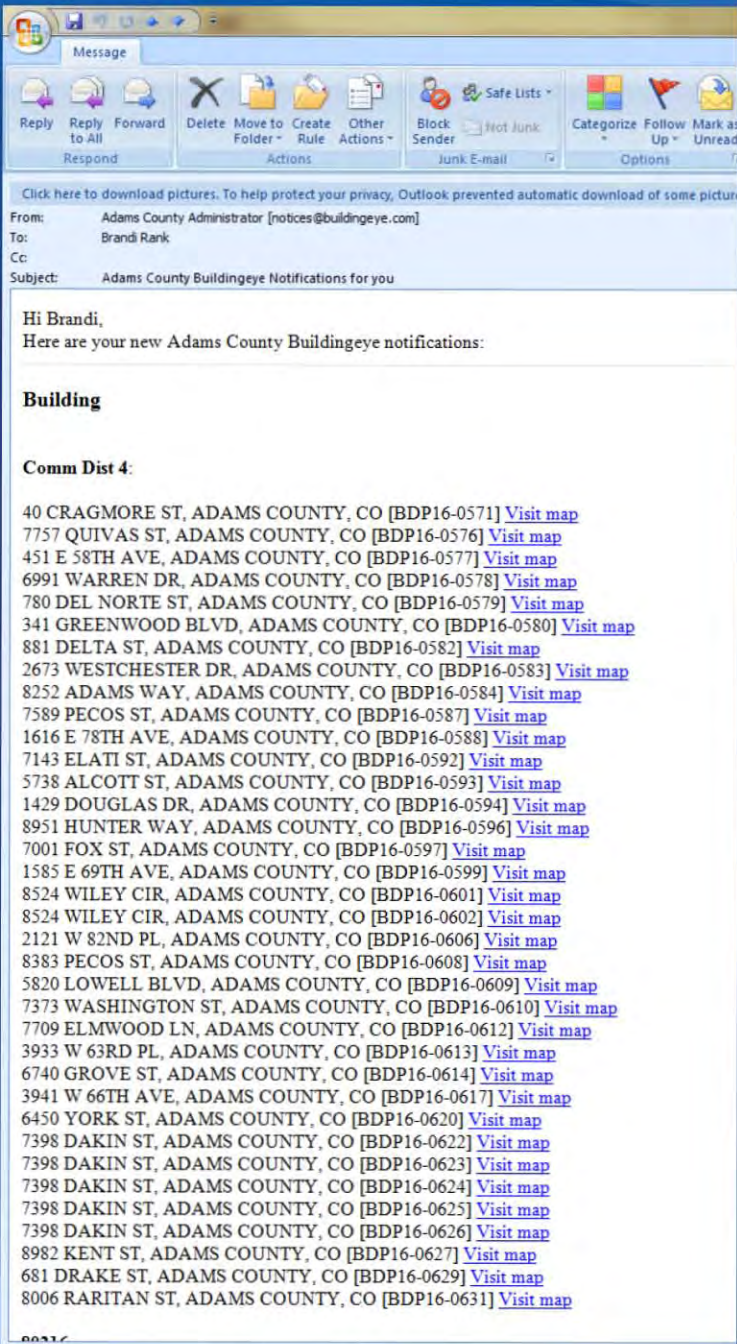
The buildingeye application consumes this information on a daily basis and represents it in an easy to consume mapping application which is accessible on mobile, tablet and desktop devices.

*Any applications received yesterday will be on the map today.*



- Search by address, neighborhood, special districts, zipcode or just click on a property.
- The information stored in Accela such as the
  - Project name
  - Address
  - Received date
  - Status

# Alerts



## Planning

### Comm Dist 4:

- 5765 LOGAN ST, ADAMS COUNTY, CO [PRE2016-00012] [Visit map](#)
- 0 -, ADAMS COUNTY, CO [SGN2016-00006] [Visit map](#)
- 0 -, ADAMS COUNTY, CO [SGN2016-00007] [Visit map](#)
- 0 -, ADAMS COUNTY, CO [SGN2016-00008] [Visit map](#)

### 80216:

- 5765 LOGAN ST, ADAMS COUNTY, CO [PRE2016-00012] [Visit map](#)

## Enforcement

### Comm Dist 4:

- 8671 NORWICH ST, ADAMS COUNTY, CO [VIO2016-00540] [Visit map](#)
- 7871 GRANADA RD, ADAMS COUNTY, CO [VIO2016-00541] [Visit map](#)
- 7276 MARIPOSA ST, ADAMS COUNTY, CO [VIO2016-00542] [Visit map](#)
- 7832 SHOSHONE ST, ADAMS COUNTY, CO [VIO2016-00543] [Visit map](#)
- 3454 W 67TH AVE, ADAMS COUNTY, CO [VIO2016-00544] [Visit map](#)
- 8301 OAKWOOD ST, ADAMS COUNTY, CO [VIO2016-00545] [Visit map](#)
- 8371 OAKWOOD ST, ADAMS COUNTY, CO [VIO2016-00546] [Visit map](#)
- 8495 OAKWOOD ST, ADAMS COUNTY, CO [VIO2016-00547] [Visit map](#)
- 3125 LONGFELLOW PL, ADAMS COUNTY, CO [VIO2016-00549] [Visit map](#)
- 861 EL PASO BLVD, ADAMS COUNTY, CO [VIO2016-00550] [Visit map](#)
- 1621 ORCHARD DR, ADAMS COUNTY, CO [VIO2016-00551] [Visit map](#)
- 6625 GREEN CT, ADAMS COUNTY, CO [VIO2016-00552] [Visit map](#)
- 6625 GREEN CT, ADAMS COUNTY, CO [VIO2016-00553] [Visit map](#)
- 7863 WYANDOT ST, ADAMS COUNTY, CO [VIO2016-00555] [Visit map](#)
- 6921 NAVAJO ST, ADAMS COUNTY, CO [VIO2016-00563] [Visit map](#)
- 360 W 84TH AVE, ADAMS COUNTY, CO [VIO2016-00568] [Visit map](#)
- 7078 LIPAN ST, ADAMS COUNTY, CO [VIO2016-00569] [Visit map](#)
- 1090 W 69TH AVE, ADAMS COUNTY, CO [VIO2016-00570] [Visit map](#)
- 6232 BEACH ST, ADAMS COUNTY, CO [VIO2016-00572] [Visit map](#)
- 6921 NAVAJO ST, ADAMS COUNTY, CO [VIO2016-00573] [Visit map](#)
- 6980 MARIPOSA ST, ADAMS COUNTY, CO [VIO2016-00574] [Visit map](#)
- 1020 W 70TH AVE, ADAMS COUNTY, CO [VIO2016-00575] [Visit map](#)
- 8316 QUIVAS WAY, ADAMS COUNTY, CO [VIO2016-00578] [Visit map](#)
- 7826 FAIRVIEW AVE, ADAMS COUNTY, CO [VIO2016-00579] [Visit map](#)
- 301 CORTEZ ST, ADAMS COUNTY, CO [VIO2016-00580] [Visit map](#)
- 7941 VALLEY VIEW DR, ADAMS COUNTY, CO [VIO2016-00583] [Visit map](#)
- 1401 WORLEY DR, ADAMS COUNTY, CO [VIO2016-00585] [Visit map](#)



**ADAMS COUNTY**  
COLORADO



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4

1

1

2

3

2

4

Type in an address, neighborhood or ZIP code

Click on a marker to view more details

Drop a pin in the area you wish to be alerted

Or select a neighborhood  
Give your alert a name

Save your email alert to receive updates

Search using keyword or application number

Filter by application date

Filter application type

Choose between applications in review or completed

[adamscounty.buildingeye.com](http://adamscounty.buildingeye.com)

See all Building, Planning and Code Enforcement in Adams County on one map



## STUDY SESSION AGENDA ITEM

<b>DATE OF STUDY SESSION:</b> March 29, 2016
<b>SUBJECT:</b> Fair and Special Events for 2016
<b>FROM:</b> Melanie Snodell through Nathan Mosley
<b>AGENCY/DEPARTMENT:</b> Parks and Open Space
<b>ATTENDEES:</b> Nathan Mosley and Melanie Snodell
<b>PURPOSE OF ITEM:</b> Update the BoCC on upcoming information and events
<b>STAFF RECOMMENDATION:</b> Informational only.

### **BACKGROUND:**

To provide the Commissioners with an update on the progress and lineup for the 2016 Adams County Fair that will be held on August 3-7, 2016 as well as provide an update on the special events planned for 2016 (Cinco de Mayo, 4<sup>th</sup> of July, Movies in the Park).

### **AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:**

Parks and Open Space, Transportation, County Attorney, Sheriff's Office, Brighton Fire, PVMC Ambulance, Finance, Rampart Search and Rescue, Purchasing

### **ATTACHED DOCUMENTS:**

PowerPoint Presentation



**FISCAL IMPACT:**

Either mark X  if there is no fiscal impact or provide the following information for the recommended action:

Fund(s):	General
Cost center(s):	5010
Self-generated / dedicated revenues:	\$
Annual operating costs:	\$
Annual net operating (cost) / income:	\$
Capital costs:	\$
Expenditure included in approved operating budget:	\$
Expenditure included in approved capital budget:	\$
New FTEs requested:	

**APPROVAL SIGNATURES:**

**APPROVAL OF FISCAL IMPACT:**

  
\_\_\_\_\_  
Todd Leopold, County Manager

  
\_\_\_\_\_  
Budget / Finance

  
\_\_\_\_\_  
Raymond H. Gonzales, Deputy County Manager

\_\_\_\_\_  
Ed Finger, Deputy County Manager



ADAMS COUNTY PARKS AND OPEN SPACE



**FAIR &  
SPECIAL  
EVENTS**

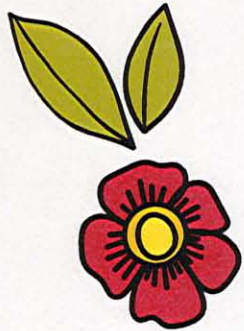


PRESENTATION TO BOCC

✧ MARCH 29, 2016 ✧



# CINCO DE MAYO



SUNDAY, MAY 1  
11 a.m. - 7 p.m.

Regional Park Amphitheater

Partnership with Entravision  
Communications

**HEADLINER** Ramon Ayala



# 4TH OF JULY

MONDAY, JULY 4

4 p.m. - 10 p.m.

Regional Park & Mann Lake

- 🚀 Largest musical fireworks show in Denver Metro
- 🚀 Free kids activities, live music, beer, food
- 🚀 Free parking, free admission



# MOVIES IN THE PARK

**MAY 13**—Employee Movie Night

**MAY TBD**—Grease at Water World

**JUNE 17**—Jurassic World at Regional Park

**JULY 20**—Aladdin at Rotella Park

**SEPTEMBER TBD**—Planes: Fire & Rescue at  
Todd Creek Fire Department

**OCTOBER 7**—Hocus Pocus at Regional Park

**NOVEMBER 4**—Star Wars at Waymire Facility  
(Employee Movie Night)



# HIGHLIGHTED EVENTS

*Hosted at Regional Park—2016*

**APRIL 29**—Al Hurricane in concert at Exhibit Hall

**JUNE 4-5**—Little Britches Rodeo at Grandstands

**JUNE 18-19**—Cactus Promotions Motocross at  
Arena Grandstands

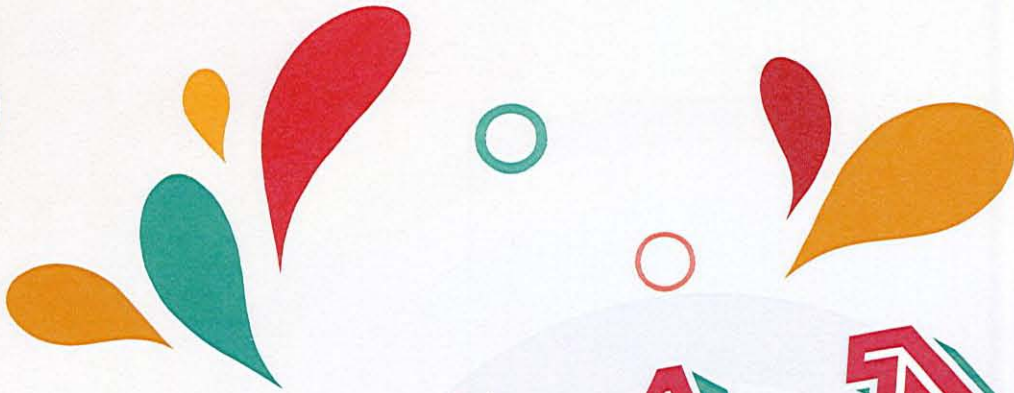
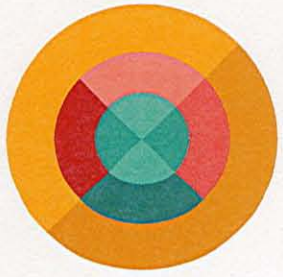
**JUNE 18-19**—Gold Prospectors of America  
Conference at Exhibit Hall

**AUGUST 20**—The Whispers Concert at Amphitheater



**ON TRACK TO  
BE THE BUSIEST  
YEAR FOR EVENTS  
AND PICNICS AT  
REGIONAL PARK**

THANK  
YOU







## STUDY SESSION AGENDA ITEM

<b>DATE OF STUDY SESSION:</b> March 29, 2016
<b>SUBJECT:</b> Revolving Loan Fund
<b>FROM:</b> Barry Gore, President/CEO
<b>AGENCY/DEPARTMENT:</b> ACED, Colorado Enterprise Fund
<b>ATTENDEES:</b> Barry Gore ,Tricia Allen, Lewis Hagler
<b>PURPOSE OF ITEM:</b> To Inform Decision-Making on Whether or Not to Appropriate Funds for an Adams County Revolving Loan Fund Administered by ACED and CEF
<b>STAFF RECOMMENDATION:</b>

### **BACKGROUND:**

Access to capital is a recurring issue for small businesses. Colorado Enterprise Fund (CEF) was founded in 1976 as a nonprofit lending source for small businesses that are unable to obtain traditional bank financing. Adams County has expressed interest in funding a microloan program, but is prohibited by state statute from operating the program. CEF will match dollar-for-dollar any Adams County contributions to the fund. Adams County Economic Development, Inc., (ACED) is prepared to sponsor the program, with CEF as the administrator and grantee. ACED would organize a panel of bank and financial professionals to review and make recommendations to CEF. CEF makes the final decision on all applicants. Microloan amounts would range from as little as \$2,000 to a maximum of \$50,000. CEF would regularly report program data and statistics to ACED, who will report to Adams County.

### **AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:**

Adams County Economic Development  
Colorado Enterprise Fund

### **ATTACHED DOCUMENTS:**

PowerPoint Presentation

**FISCAL IMPACT:**

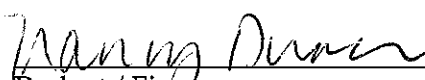
Either mark X  if there is no fiscal impact or provide the following information for the recommended action:

Fund(s):	
Cost center(s):	
Self-generated / dedicated revenues:	\$
Annual operating costs:	\$
Annual net operating (cost) / income:	\$
Capital costs:	\$
Expenditure included in approved operating budget:	
Expenditure included in approved capital budget:	\$
New FTEs requested:	0

**APPROVAL SIGNATURES:**

**APPROVAL OF FISCAL IMPACT:**

  
\_\_\_\_\_  
Todd Leopold, County Manager

  
\_\_\_\_\_  
Budget / Finance

\_\_\_\_\_  
Raymond H. Gonzales, Deputy County Manager

\_\_\_\_\_  
Ed Finger, Deputy County Manager



Proposed Adams County Microloan Program

# Adams County **Microloan Fund Program**

A partnership between

**Adams County**

**Adams County Economic Development**

**Colorado Enterprise Fund**

- 40 years of lending to Colorado businesses
- Since 1976, CEF has used federal and foundation funds to provide loans to Front Range small businesses that have difficulty obtaining financing from traditional sources but are capable of repaying debt
- Community-sponsored loan programs, also known as “microloans,” in partnership with Boulder (1995 & 2009), Arvada (2011), Longmont (2012), Weld County (2013), and Rocky Mountain Innosphere (2013)
- Loan amounts up to \$50,000 for a maximum of five (5) years

- Adams County and ACED enter into an agreement to create and fund a community-sponsored loan fund program
- Adams County provides funds to ACED
- ACED enters into an Agreement with CEF to create and manage a segregated, community-sponsored loan fund program to be called the Adams County Microloan Fund Program
- CEF matches 1-to-1 the Adams County funds deposited by ACED
- CEF actively managed the Adams County Microloan Fund Program
- ACED markets the loan fund program to Adams County businesses



# How the Loan Application and Approval Works

- Businesses can apply directly to CEF or may be referred by ACED members, banks, SBDCs, etc.
- At the request of CEF, loan applications may be reviewed by a committee of bank and financial professionals organized by ACED
- Loan applications generally will be approved or denied following CEF's standard procedures and processes
- CEF generally follows its usual underwriting and loan application process

- A business must have its primary office/headquarters or operations within Adams County at the time of application and throughout the terms of the loan
- Any type of business is eligible so long as the business activity is legal under federal law and state law, and in the best interest of the community
- Home-based businesses are not eligible, unless the loan directly helps the business transition into retail, commercial or industrial space
- A business must file all completed application information and meet program underwriting criteria established by CEF

colorado   
enterprise fund

Creating big opportunities for  
**small**  
**business.**

Adams County Commissioners Presentation  
March 29, 2016

Giving small business big tools for success



# our story

- **Largest nonprofit lender** serving Colorado small businesses for 40 years
- **Certified CDFI** by US Department of the Treasury since 1995 (Community Development Financial Institution)
- **Funding** from banks, foundations, government entities, and nonprofit investors
- **Nationally rated** for impact, financial strength and performance

## our mission

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To accelerate  
community  
prosperity by  
financing and  
supporting  
entrepreneurs  
and small  
businesses.

# our organization

**20 FTE staff - all based  
in Colorado**

.....  
**Convenient online  
application  
process**

.....  
**Business advising  
available for free  
or low cost to all  
borrowers**

**Loans sizes range from  
\$1,000 - \$500,000**

.....  
**Average loan size:  
\$37,000**

.....  
**490 loans currently under  
management**

# our impact

**\$49 million  
loaned to over  
1750 businesses**

**192 new loans  
made for \$7.1  
million in 2015**

**14.5 jobs impacted  
per loan in 2015;  
13,200+  
cumulatively**

**96% repayment  
rate on loans**

## Demographics

**36% start-ups**

**83% of loans to women,  
minority or low-income  
owners**

# our clients

**Restaurants**  
**Manufacturing**  
**Breweries**  
**Salons**  
**Retail Stores**  
**Tech Firms**  
**Food Producers**

.....

**Food trucks**  
**Contractors**  
**Service Businesses**  
**Day Care**  
**Outdoor Products**  
**Grocery Stores**  
**Food Products**

.....

## Business Financing

- Loan Amounts: \$1,000 to \$500,000
- Flexible terms and collateral - patient capital
- Reasonable & affordable interest rates and fees
- Varied loan structures to meet business needs
- Start-ups and growing businesses supported
- Special Focus Programs - Healthy Foods, SBA 7(a), Relief Loans, Department of Transportation (DOT), Department of Ag, Quick Access Loans



## **Financing for most business uses including:**

- Working capital
- Equipment or inventory purchases
- Business property improvements or purchase
- Purchase of franchise or existing business
- Gap financing for real estate
- Healthy foods financing
- Early-stage “venture capital” loans
- Other business needs



## Business Acceleration Services

- One-on-one business advising
- Business Progress Assessments
- Specialized consulting services with tax, legal and industry professionals
- Training workshops and programs
- Connecting with other resources



## **Permanent Capital (Loans)**

- Private sector investors (national and community banks, nonprofit investors, foundations, corporations, individuals)
- Public sector investors (Federal Government and agencies, municipalities, counties.)

## **Operating Capital (Expenses)**

- Earned revenue from loans (interest & fees)
- Public sector program grants
- Philanthropic grants and donations



## **Convenience and Service**

- Online application, onsite staff, one-stop lending resource, customized for business needs

## **Focus and Reputation**

- Serving Colorado businesses for 40 years; community-oriented, mission-focused, nationally known, financially sound and strong

## **Track Record**

- History of success through jobs and economic development impact

# Impact Story

## Advanced Traffic Services

Champion Boxer Creates Winning Start Up:  
<http://www.advancedtrafficteam.com/>



### Business Summary

- Started: 2012
- Type: Service
- Loans: \$15,000; \$25,000
- Impact: 9 FTE
- Technical Assistance:  
Accounting, Cash Projections

*"The day I officially opened my business in 2013, I earned \$120,000 in contracts. Since then, revenues have more than doubled each year."*



# Impact Story B Green Solar

Customer referral service for solar industry:  
<http://www.bgreen.solar/default.aspx>

## Business Summary

- Started: 2011
- Type: Service
- Loans: \$20K; \$75K
- Impact: 60 FTE
- Sales: \$2.5 million
- CEF Technical Assistance:  
Business Planning

*"In 2015, our business grew over 70%, we moved to a great new office next to NREL and expanded to 60 enthusiastic team members."*



**B GREEN**

# Impact Story

## Maria Empanada

### Latina-owned business expansion from family bakery to restaurant

#### Equipment Loan: \$61,460

- Argentinian pastries and tartas
- Named after owner's mother
- Opened April 2014 (relocated)
- 1298 South Broadway, Denver
- 14 employees; 5 FTE
- "One of the 12 hottest new bakeries in the US" - Zagat
- Featured on Food Network
- Opening new site in 2016



Owner Lorena Cantarovici

# Impact Story

## The Crunchy Grocer

First retail grocer financed under CEF's Healthy Foods Fund program

A community  
gathering place  
.....  
healthy food hub



- Natural foods store in food desert area
- Loveland CO
- 18 employees, 9 FTEs
- \$153,400 SBA-backed loan

We support big dreams.  
We support **small**  
**business.**

Lewis Hagler, Director of Credit  
720.473.4055

colorado   
enterprise fund



## Weld County Business Loan Program - Community Impact Report As of December 31, 2015

Funders	CEF	Total Funding	Deployed	Collected	Avail. Fund	Avg. Loan
\$450K	\$224K	\$674K	\$812K 27 Loans	\$138K	\$0	\$30K



Liberty Tax Service	\$13K
Moore Farmer Service and R	\$11K
The Naked Edge, LLC, d/b/a	\$30K
Jitter Bean, LLC	\$37K
Trusted Accounting & Tax Se	\$10K
Tactical Arms, LLC, etal.	\$8K
Heroes and Horrors Games,	\$10K

### 180 JOBS *saved or created from Program*



### WHO ARE WE HELPING IN YOUR COMMUNITY?



### 275 Hours *business counseling provided to Borrowers*

1 Biz Planning	28%
2 General Actg.	18%
3 Sales And Mktg.	14%
4 Legal	11%
5 Strategic Actg.	9%



*After living, working & eating on organic farms in southern Europe for a year, Lisa McHugh and her husband, John, created The Naked Edge LLC and started making fruit strips made out of whole organic fruits and veggies, called Veggie-Go's. Initially, they sold Veggie-Go's at local farmers markets. But with great positive responses, Veggie-Go's are now in local health food stores and online and are expanding to other grocery stores. helping them fund manufacturing costs as well as improving their business planning.*

*new loan in pipeline. CEF is excited about the Healthy Food Program and SBA Community Advantage Loans. For any further inquiries, please contact us! (303) 860-4242.*



# Questions & Answers

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