



Colorado

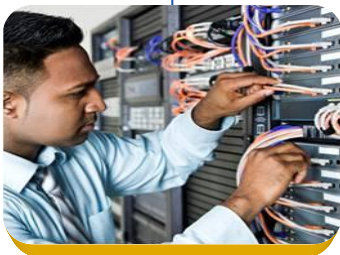
Office of Economic
Development and
International
Trade

**Colorado Office of Economic Development
and International Trade**

Governor John W. Hickenlooper

Fiona Arnold, Executive Director

Jeff Kraft, Director, Business Funding & Incentives



Economic Development Commission

2016 Annual Report

(FY July, 2015 – June, 2016)



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and International Trade**

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October 1, 2016

Members of the Second Regular Session of the Seventieth General Assembly:

On behalf of the Colorado Economic Development Commission (EDC or Commission), I am pleased to present you with the Commission's Activity Report for the Fiscal Year (FY) 2015-16. The report contains information on projects supported by the EDC from July 2015 through June 2016 as well as the status of active initiatives previously approved by the EDC.

The EDC was very appreciative to receive support from the General Assembly with the approval of an additional \$5 million in funding that assisted with projects during Fiscal Year 2015-16. Over the last twelve months, the EDC continued to support businesses and job creation efforts throughout the state by supporting local communities' efforts in attracting job growth and businesses.

We welcome your comments on this report. On behalf of the EDC, we want to thank Governor Hickenlooper and members of the General Assembly for your ongoing support and guidance.

Sincerely,

J.J. Ament
Chairman

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Littleton, CO

MEMBERS

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Greeley, CO

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Denver, CO

Carrie Schiff
Boulder, CO

Benita Duran
Boulder, CO

INTRODUCTION

The information contained within this report includes highlights on projects supported by the Colorado EDC from July 2015 through June 2016 along with information on projects active as of June 2016 that were previously approved by the EDC.

The EDC supports various economic development initiatives through its oversight of Strategic Fund Incentives and Special Projects, Enterprise Zones, the Job Growth Incentive Tax Credit Program (JGITC), and the Regional Tourism Act (RTA).

The following table provides a general summary of the newly approved Strategic Incentives, Strategic Initiatives and Job Growth Incentive Tax Credit projects by Region from July 2015 through June 2016:

Newly Approved EDC Projects FY 15-16	Total	Urban	Rural	Statewide
Strategic Incentives	4	4	0	0
Strategic Initiatives	6	0	4	2
JGITC	38	37	1	0
Total for Year	48	41	5	2
Percentage of Total		85%	11%	4%

NEW Strategic Fund Incentives and Special Projects

This section highlights EDC approved projects through fiscal year 2016. In an effort to strengthen the state's economy and employment base the following Strategic Fund Initiatives and Special Projects in conjunction with businesses, partner communities, key industry leaders, local economic development organizations and other regional organizations received EDC support.

GOAL I: To encourage, promote and stimulate economic development in all regions of the state.

Objective A: In cooperation with state, local, and private entities develop incentive packages to help existing companies expand and new companies locate in the state.

The **Strategic Cash Fund** program supports and encourages new business development, business expansions and relocations that have generated new jobs throughout the state (Strategic Incentives). In some cases, the Strategic Cash Fund may also be able to provide support for initiatives led by nonprofit entities pertaining to key industries or regional development (Strategic Projects). The following four Strategic Incentives received approval from July 1, 2015-June 30, 2016 for up to \$1.0 million in cash incentives associated with the future creation of 1,160 jobs.

- 1. Sunrun, Denver County** – Project Photograph is a publicly-held company providing energy solutions for residential developments. The company is headquartered in California with operations throughout the United States. The company experienced significant growth and demand that resulted in it going public earlier this year. It is anticipated that the applicant company will create 813 net new full-time jobs with an average annual wage (AAW) (without benefits) of \$62,553 (100% of Denver County’s average annual wage of \$62,387).
- 2. Avitus Group, Arapahoe County** – Avitus Group is a Montana-based firm providing customized business solutions for businesses that include accounting, tax planning, payroll, human resources, risk management, recruiting and more. Founded in 1996, this privately-held firm has over 200 employees with currently thirteen employees working virtually in Colorado. It is anticipated that the applicant company will create 128 net new full-time jobs with an average annual wage (AAW) (without benefits) of \$63,413 (107% of Arapahoe County’s average annual wage of \$58,968).
- 3. Snowsports Industries America (SIA), Boulder County** – Project SuperSport is an international, member-owned, non-profit organization focused on enhancing the outdoor recreation industry. The organization is headquartered on the East Coast and has an extensive membership that includes manufacturers, suppliers, retailers, distributors and more. The organization’s membership includes Colorado companies from urban and rural communities throughout the state. Project SuperSport organizes major industry events and engagement opportunities that result in attendance of over 20,000 domestic and international participants. It is anticipated that the applicant company will create 29 net new full-time jobs with an average annual wage (AAW) (without benefits) of \$96,551 (159% of Boulder County’s average annual wage of \$60,710).
- 4. Viega LLC., Broomfield County** – Project Windstream is a global leader and manufacturer of pipe fitting technology for industrial, commercial, and residential applications. The company’s global headquarters is in Germany and operates locations in the United States, Canada, Mexico, and Latin America with its North American headquarters located in the Midwest. Across these multiple locations, the company has 500 employees. It is anticipated that the applicant company will create 190 net new full-time jobs with an average annual wage (AAW) (without benefits) of \$85,306 (110% of Boulder County’s average annual wage of \$77,285).

Objective B: Identify and support specific programs and activities to assist the economies of rural areas of the state.

UNC Bizhub Incubator: Funds will be primarily used for space and technology including databases. Since the SBDC Director will lead the program, there is a major savings component for management of the incubator. The EDC approved funding in the amount of \$150,000 in support of this project (up to \$75,000 in year 1; up to \$50,000 in year 2 and up to \$25,000 in year 3). To note in fiscal year 2016 the UNC Bizhub Incubator was approved for year 2 funding of \$50,000.

Rural Theater Digital Projector Conversion 2016: By the end of 2013, film distributors will no longer distribute traditional celluloid prints. The new distribution method will be a digital format, which requires a digital cinema projector (DCP). DCP’s cost an average of \$60,000-\$70,000 each, including installation fees. Theaters that do not convert to DCP’s will no longer be able to show

newly released films. By 2014, it is likely that 35mm celluloid prints will be obsolete, even for classic films. As such, theaters that cannot afford to purchase the new projectors will likely close, threatening the arts and culture of the community. The EDC approved funding in the amount of \$140,000 in support of this project.

Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE): Create an accelerator program to help create more high growth, job creating companies in SW Colorado. The EDC approved funding in the amount of \$150,000 in support of this project (up to \$75,000 in year 1; up to \$50,000 in year 2 and up to \$25,000 in year 3). To note in fiscal year 2016 the Southwest Colorado Accelerator Program was approved for their third and final year of funding in the amount of \$25,000.

Goal II: To oversee the statewide economic development marketing program and to support additional activities and events which promote the state.

- 1. Snowsports Industries America (SIA):** Project SuperSport is an international, member-owned, non-profit organization focused on enhancing the outdoor recreation industry. The organization is headquartered on the East Coast and has an extensive membership that includes manufacturers, suppliers, retailers, distributors and more. The EDC approved funding in the amount of \$300,000 in support of this project.
- 2. Lufthansa:** Lufthansa will offer a nonstop flight between Denver and Munich beginning May 11, 2016, which will be operated by an Airbus A330-300 five times per week year-round. The Denver-Munich flight, which has the capacity of 236 seats, represents the first time that the A330-300 aircraft has been scheduled for regular service at DIA. The EDC approved funding in the amount of \$300,000 in support of this project.
- 3. Community Assessment:** The Community Assessment Program leverages the resources of the Office of Economic Development & International Trade staff and volunteers from the economic development community to conduct in-depth assessments of the economic development strengths, weaknesses, and opportunities of rural communities. The assessments are conducted on a request basis. The EDC approved a time extension through fiscal year 2016 for the remaining amount of \$39,332.66 in support of this project.

GOAL III: To provide policy oversight for the state Enterprise Zone program as directed by the Enterprise Zone statute.

The General Assembly has given the Commission responsibilities in the following areas of Enterprise Zone policy:

- A. Zone boundary terminations and designations.** The Enterprise Zone statute gives the Commission authority to designate or terminate Enterprise Zones proposed by local representatives. All Enterprise Zones were reviewed and re-established effective January 1, 2016 for the requirements of House Bill 13-1142.
- B. Review of proposals for projects eligible for the Enterprise Zone Contribution Tax Credit.** The

statute allows for state income tax credit (up to 25%) for contributions that directly link to job creation and retention and/or business expansion in an Enterprise Zone. Projects must support the economic development goals established for the Enterprise Zone. The Commission has the responsibility for annually reviewing and re-certifying existing projects. There were 488 active Contribution Projects at fiscal year-end, June 31, 2016.

C. The EDC has provided administrative funds to support local administration. \$366,500 has been allocated for 19 Administrators with oversight of 16 Statutory Zones.

GOAL IV: Approve or deny requests for waivers of the “qualified business” criteria under the Certified Capital Companies (CAPCO) Program.

In 2001, the EDC was given new statutory authority regarding one aspect of the Certified Capital Companies program. If a CAPCO wants to invest in a business that does not meet all of the eligibility requirements under the CAPCO statute and regulations, the CAPCO may ask that the EDC review the specific business and recommend approval or denial of such businesses to the Director of the Colorado Office of Economic Development and International Trade (OEDIT). Specifically, the EDC must make a determination that the specific business would further the economic development of the State of Colorado. The CAPCO Program received its funding from insurance companies in April 2002, which was made possible by the issuance of premium tax credits by the State of Colorado.

From July 2015 through June 2016, the EDC did not review any businesses related to this authority.

GOAL V: Job Growth Incentive Tax Credit (JGITC)

The Job Growth Incentive Tax Credit (JGITC) provides a calendar year state income tax credit to businesses undertaking job creation projects that would not occur in Colorado without this program and that have created net new high paying positions in the state. Requirements under the statute specify that a company must create at least 20 net new full-time positions during the credit period (96 consecutive months) with an average yearly wage of at least 100% of the county average wage rate where the business is located. A business located in an Enhanced Rural Enterprise Zone has to create at least 5 net new jobs in Colorado during the credit period with an average yearly wage of at least 100% of the county average wage rate where the business is located. To note, for FY 2015-16, the “but for” condition was changed to state that the JGITC was a major factor in a business’s decision to undertake job creation projects in Colorado.

Tax credits were issued in 2016 for calendar year 2015 in the amount of \$11,722,927 for the companies highlighted in the following table. Please note that information on tax credits claimed is not available to report since the Department of Revenue has indicated this information is deemed private and confidential tax information.

Tax Credits Issued:

Company	Tax Credit	Jobs Created	Average Wage	Pass-Through
AB Inbev (Project Yellow)	\$ 133,298	41	\$ 82,685	No
Accuvant	\$ 96,641	40	\$ 102,347	No
Aircell	\$ 121,026	28	\$ 136,574	No
Ardent Mills	\$ 846,279	233	\$ 130,093	No
Arrow Electronics	\$ 2,266,561	740	\$ 88,075	No
Charles Schwab	\$ 1,886,598	480	\$ 111,028	No
Charter Communications	\$ 234,862	55	\$ 128,537	No
Cognizant	\$ 78,425	40	\$ 117,175	No
Comcast	\$ 118,743	28	\$ 204,935	No
Coyote Logistics	\$ 176,247	62	\$ 81,364	Yes *
Davita - HPC	\$ 92,415	40	\$ 133,730	No
Digital Globe	\$ 1,416	48	\$ 176,357	No
Finish Line	\$ 78,774	21	\$ 111,510	No
FMC	\$ 23,782	20	\$ 114,456	No
Granicus	\$ 139,714	66	\$ 73,654	No
Horizon Ag	\$ 63,812	25	\$ 84,392	Yes *
KPMG	\$ 102,499	64	\$ 90,854	Yes *
Layer3 TV	\$ 142,501	52	\$ 97,805	No
Life Time Fitness	\$ 108,120	84	\$ 91,377	No
Lockheed Martin Space Systems	\$ 1,590,503	500	\$ 122,419	No
Madwire	\$ 135,120	83	\$ 47,813	Yes *
Micron Technologies	\$ 88,237	21	\$ 128,771	No
Outdoor Channel	\$ 98,006	40	\$ 93,173	No
Outreach	\$ 182,513	109	\$ 52,794	No
Redwood Trust	\$ 469,614	134	\$ 157,689	No
Solidfire	\$ 305,994	89	\$ 109,431	No
Spectra Logic	\$ 147,752	59	\$ 80,142	No
Sympoz	\$ 202,424	62	\$ 96,539	No
TriZetto	\$ 1,156,686	278	\$ 129,078	No
Visa	\$ 493,250	170	\$ 100,180	Yes *
Woodward	\$ 141,113	36	\$ 118,729	No
Total	\$ 11,722,927	3,748		

From July 1, 2015 - June 30, 2016, 38 projects received approval for up to \$149.8 million in tax credits associated with the future creation of 9,901 jobs. Details about the respective companies and the projects are highlighted in the paragraphs below.

- 1. Gusto formerly ZenPayroll, Denver County:** Project Finnley is a California-based, privately-held financial services and information technology company that provides cloud-based solutions to small businesses across the United States. The project anticipates the job creation of 1,750 full-time net new jobs over the next 8 years with an average annual wage of \$62,696. The EDC approved a tax credit in the amount of \$17,564,503 in support of this project.
- 2. Unify Energy Systems, Adams County:** Unify Energy Solutions is a provider of building automation and energy management systems. The company provides web-based systems that can be viewed on any platform for controlling, monitoring, and managing systems as small as an individual retail location to the largest commercial application. Unify Energy Solutions focuses on a variety of markets including education facilities, hospitality, industrial and government. The project anticipates the job creation of 50 full-time net new jobs over the next 8 years with an average annual wage of \$61,500. The EDC approved a tax credit in the amount of \$411,054 in support of this project.

- 3. Technical Youth, Denver County** - Project Support is an Indiana-based firm that was founded in 2000 and has grown to twenty offices in eighteen states throughout the United States. Project Support provides customized technical information and technology recruiting, area analysis and staffing services. In addition, the company works with universities and institutions of higher-education to train graduates and match them with prospective information technology opportunities. The company currently employs 67 employees in Denver, Colorado. The project anticipates the job creation of 70 full-time net new jobs over the next 8 years with an average annual wage of \$65,114. The EDC approved a tax credit in the amount of \$1,117,693 in support of this project.
- 4. Proximity Malt, Alamosa County** - Project Bear is a Milwaukee-based, privately-held start-up focused on establishing two malting operations, one in the Mid-Atlantic and one in the Mountain West region. The company believes that their malting operation in the Mountain West region will benefit local craft beer brewers as they will be able to source local raw materials as opposed to importing from Europe or Canada. The company has also identified that they will be able to compete strongly in the Mountain West, specifically in Colorado, as companies are also transporting raw material from states such as Idaho, Minnesota, Montana, and Wisconsin. The project anticipates the job creation of 27 full-time net new jobs over the next 8 years with an average annual wage of \$67,000. The EDC approved a tax credit in the amount of \$439,403 in support of this project.
- 5. OnDeck Capital, Denver County** – OnDeck Capital is a New York-based financial services firm focused on small business financing. The company has combined term loans, lines of credit, and a proprietary technology platform to evaluate businesses based on their performance, not just the personal credit of the owner. Business owners can apply for a loan in minutes and receive financing in as fast as one business day. The company has provided loans to over 30,000 businesses in the United States and Canada since their formation and it went public in December 2014 on the New York Stock Exchange. The project anticipates the job creation of 400 full-time net new jobs over the next 8 years with an average annual wage of \$102,525. The EDC approved a tax credit in the amount of \$10,142,270 in support of this project.
- 6. Inspirato LLC., Denver County** – Project DryFly is headquartered in Denver, Colorado and is a privately-held firm focused on the travel and leisure industry. The company has raised significant capital, acquired strategic partnerships and has been recognized by Forbes’ for their growth. The project anticipates the job creation of 129 full-time net new jobs over the next 8 years with an average annual wage of \$65,791. The EDC approved a tax credit in the amount of \$1,993,139 in support of this project.
- 7. Agrium LLC., Larimer County** – Project Mandrake is a publicly-held, Canadian-based global manufacturing firm with operations throughout the Front Range in Colorado. The company’s products support the agricultural industry through manufacturing and product development. The project anticipates the job creation of 230 full-time net new jobs over the next 8 years with an average annual wage of \$96,086. The EDC approved a tax credit in the amount of \$3,523,906 in support of this project.
- 8. DaVita, Denver County** - Project Bronco II is a publicly-held healthcare services firm with operations nationwide that is headquartered in the Metro Denver area. The project anticipates the job creation of 800 full-time net new jobs over the next 8 years with an average annual wage of \$89,475. The EDC approved a tax credit in the amount of \$12,709,615 in support of this project.

- 9. Fidelity Investments, Arapahoe County** - Project 5621 is a market-leading, privately held financial services provider that has operations throughout the United States and numerous international markets. The company provides a diverse and comprehensive offering of financial services spanning from investment management and retirement planning to employee benefits administration. The project anticipates the job creation of 400 full-time net new jobs over the next 8 years with an average annual wage of \$74,451. The EDC approved a tax credit in the amount of \$8,131,621 in support of this project.
- 10. SAP, Boulder County** – Project DC West is a publicly-held information technology company headquartered in Europe that provides software solutions to a variety of industries. The company has over 50,000 employees worldwide and currently has over 350 employees spread across three locations in the Metro Denver area. The project anticipates the job creation of 20 full-time net new jobs over the next 8 years with an average annual wage of \$80,000. The EDC approved a tax credit in the amount of \$428,400 in support of this project.
- 11. Zoll Data Systems, Broomfield County** - Project Six is a division of a publicly-held corporation focused on providing software, technology, and process solutions to the healthcare industry. The company's products and services are utilized by private and public sector entities to enhance and optimize people, processes, technology, accountability, communications and more. The company currently employs over 200 people in Broomfield, Colorado. The project anticipates the job creation of 26 full-time net new jobs over the next 8 years with an average annual wage of \$97,231. The EDC approved a tax credit in the amount of \$749,930 in support of this project.
- 12. Reed Group, Jefferson County** - Project Dartmouth is a Colorado-based information technology firm focused on providing innovative technology solutions that support human resource functions within businesses. The company has over five hundred employees in Colorado and services over eight hundred customers. Project Dartmouth is a wholly-owned subsidiary of a Fortune 300 firm based on the East Coast. The project anticipates the job creation of 186 full-time net new jobs over the next 8 years with an average annual wage of \$78,855. The EDC approved a tax credit in the amount of \$2,957,429 in support of this project.
- 13. LendingHome, Denver County** - Project Pine is a privately held financial services firm that formed in 2013 with a focus on disrupting the residential mortgage lending market by providing revolutionized customer service and highly expedited prequalification for residential real estate loans utilizing an innovative, proprietary technology platform. The company serves the entire mortgage market, including qualified and non-qualified owner-occupied mortgages as well as numerous other innovative product offerings. With approximately 100 existing employees and over \$100 million in cumulative originations, the company is active in over 20 states. The project anticipates the job creation of 1,371 full-time net new jobs over the next 8 years with an average annual wage of \$84,311. The EDC approved a tax credit in the amount of \$22,888,234 in support of this project.
- 14. Home Advisor, Jefferson County** - Project Suspenders I and II is an IT platform focused on connecting users with service providers and currently has a presence in the Metro Denver area. The company is a subsidiary of a large publicly-traded diverse media and Internet firm based in New York City and it currently employs over 900 people in Colorado. The project anticipates the job creation of 445 full-time net new jobs over the next 8 years with an average annual wage of \$59,184. The EDC approved a tax credit in the amount of \$5,683,316 in support of

this project.

- 15. Home Advisor, Denver County** - Project Suspenders I and II is an IT platform focused on connecting users with service providers and currently has a presence in the Metro Denver area. The company is a subsidiary of a large publicly-traded diverse media and Internet firm based in New York City and it currently employs over 900 people in Colorado. The project anticipates the job creation of 405 full-time net new jobs over the next 8 years with an average annual wage of \$77,852. The EDC approved a tax credit in the amount of \$6,027,656 in support of this project.
- 16. FidoTV, Denver County** - FidoTV is a new venture focused on providing television and streaming content that brings together people and businesses that share a passion for dogs. The company is planning for an HD channel that focuses on the \$43 billion pet industry where dogs are in one of every three households or 45 million homes. The majority of content is family focused with programming consisting of 20 core programs from dog movies to American Kennel Club dog shows as well as special features. FidoTV is a new venture as of this year that has secured strategic partnerships including one with the America Kennel Club. The project anticipates the job creation of 20 full-time net new jobs over the next 8 years with an average annual wage of \$96,500. The EDC approved a tax credit in the amount of \$450,030 in support of this project.
- 17. Eldon James, Larimer County** – Project Elbow is a privately-held manufacturing company located in Metro Denver that provides customized injection molding products worldwide. Project Elbow’s products support a variety of industries that include manufacturing, healthcare, bioscience and more. The company currently employs almost fifty individuals at their Colorado location. The project anticipates the job creation of 141 full-time net new jobs over the next 8 years with an average annual wage of \$49,917. The EDC approved a tax credit in the amount of \$991,621 in support of this project.
- 18. Brooklyn Boulders, Denver County** - Project Bucket is a rapidly expanding outdoor recreation company headquartered on the east coast focused on providing custom interiors that combine active space and entrepreneurial co-working environments. Launched in 2009, the company has grown significantly with operations across the United States. The project anticipates the job creation of 33 full-time net new jobs over the next 8 years with an average annual wage of \$64,242. The EDC approved a tax credit in the amount of \$556,346 in support of this project.
- 19. Partners Group, Broomfield County** – Project Chalet is a privately-held European-based investment management firm with over 750 employees worldwide. The company’s United States subsidiary has offices in New York, California, and Texas. The company specializes in transactions surrounding private equity, real estate, infrastructure, debt, risk and portfolio management, and investments. The project anticipates the job creation of 150 full-time net new jobs over the next 8 years with an average annual wage of \$220,000. The EDC approved a tax credit in the amount of \$4,372,855 in support of this project.
- 20. General Assembly, Denver County** – General Assembly is a privately-held, for-profit company that provides educational programs to individuals with a focus on web development, user experience design, business fundamentals, data science, product management, and digital marketing. The company, based in New York City, was established in 2011 and has opened campuses in 14 locations around the world on 4 continents. General Assembly has more than 18,000 alumni of its long-form, skills-based training program. The company operates nine locations in the United States and currently does not have a presence in the Rocky Mountain

Region. General Assembly is not a formal educational institution such as a non-profit or for-profit college, but rather a company focused on training individuals on technical web and software skills that the industry demands. The company does not receive any federal financial aid funding or accreditations. The project anticipates the job creation of 24 full-time net new jobs over the next 8 years with an average annual wage of \$69,792. The EDC approved a tax credit in the amount of \$306,571 in support of this project.

- 21. Aramark, Adams County** - Project Bonanza is a publicly-held, California-based company providing business operating and support services in the United States and Canada. The company services over 300,000 clients and employs over 13,000 in the United States alone. It currently occupies almost 40,000 square feet of leased space and 108 employees in Denver, Colorado. The project anticipates the job creation of 56 full-time net new jobs over the next 8 years with an average annual wage of \$49,839. The EDC approved a tax credit in the amount of \$428,171 in support of this project.
- 22. Chatham Financial, Jefferson County** - Chatham Financial Corp. is a privately owned global advisory firm headquartered in Pennsylvania with over 400 employees worldwide. Beyond their headquarters, they have additional offices in Denver, London, Singapore, Melbourne and Krakow. Chatham Financial specializes in providing risk management advisory services and technology solutions to manage interest rate, commodity and foreign currency risks. The company also provides technology solutions via web-based software as a service (SaaS) platform. The project anticipates the job creation of 75 full-time net new jobs over the next 8 years with an average annual wage of \$71,400. The EDC approved a tax credit in the amount of \$1,101,600 in support of this project.
- 23. Viega LLC., Broomfield County** – Viega LLC, headquartered in Germany, is a family owned advanced manufacturer of plumbing and HVAC (heating, ventilation and air conditioning) solutions. Viega manufactures more than 16,000 products worldwide that are used in residential, commercial, and industrial applications. The company's North American headquarters is located in Wichita, Kansas and the company operates in the USA as a Delaware Corporation, Viega, Inc. Viega currently has five hundred employees in the United States, Canada, Mexico, and Latin America. In addition to their presence in Kansas, the company operates five locations across the United States that support manufacturing and distribution. The project anticipates the job creation of 20 full-time net new jobs over the next 8 years with an average annual wage of \$73,000. The EDC approved a tax credit in the amount of \$223,380 in support of this project.
- 24. Coorstek, Jefferson County** - Project WTM, headquartered in Colorado, is an advanced manufacturer with products and services that support an array of adjacent industries. The company employs over 1,000 people in Colorado and more than 6,000 companywide. Project WTM operates multiple manufacturing and research and development facilities throughout Colorado. The project anticipates the job creation of 40 full-time net new jobs over the next 8 years with an average annual wage of \$76,625. The EDC approved a tax credit in the amount of \$565,718 in support of this project.
- 25. Relius Medical, El Paso County** – Project Geneva is a contract manufacturer of specialty medical devices located El Paso County. The company provides a complete manufacturing facility with capabilities for production cells that are designed and engineered for high speed production of either high or low quantities. The project anticipates the job creation of 255 full-time net new jobs over the next 8 years with an average annual wage of \$45,212. The EDC

approved a tax credit in the amount of \$2,117,223 in support of this project.

- 26. Protectwise, Denver County** - Formed in spring 2013, Project Bluff is a cyber security information technology company headquartered in the Metro Denver Area. The project anticipates the job creation of 248 full-time net new jobs over the next 8 years with an average annual wage of \$117,923. The EDC approved a tax credit in the amount of \$5,413,593 in support of this project.
- 27. Comcast, Larimer County** - Project Transformation is a publicly-held, American telecommunications company with employees worldwide. The company's current Colorado presence represents a significant footprint for the company with thousands of employees and millions in annual payroll. The project anticipates the job creation of 635 full-time net new jobs over the next 8 years with an average annual wage of \$44,550. The EDC approved a tax credit in the amount of \$8,146,005 in support of this project.
- 28. Agilent Technologies, Weld County** - Project Apothecary is an American-based, Fortune 500 firm focused on delivering consumables, applications, and services in the life sciences, diagnostics, and applied chemical markets. The company employs approximately 10,000 people and has operations internationally. The project anticipates the job creation of 170 full-time net new jobs over the next 8 years with an average annual wage of \$77,206. The EDC approved a tax credit in the amount of \$2,385,017 in support of this project.
- 29. Project Mission, Denver County** – Project Mission is a Colorado-based, publicly held food and agricultural company that focuses on delivering quality food options to consumers. The company currently employs over 2,300 employees in Colorado and over 50,000 employees companywide. Of the 2,300 employees in Colorado, 300 are related to the company's headquarters. The project anticipates the job creation of 300 full-time net new jobs over the next 8 years with an average annual wage of \$75,000. The EDC approved a tax credit in the amount of \$3,884,288 in support of this project.
- 30. ReadyTalk, Denver County** - Project Operator is a Denver-based, privately-held firm focused on providing communications technology for online interfacing. The company began in 2000 and has grown to over 160 full-time positions. With success in growing its international and domestic customer-base, the company is now reviewing potential new markets for expansion. The project anticipates the job creation of 160 full-time net new jobs over the next 8 years with an average annual wage of \$88,472. The EDC approved a tax credit in the amount of \$2,420,145 in support of this project.
- 31. FWD: Energy, Weld County** - Project Arnold is a Nevada-based clean tech start-up company that provides and operates proprietary facilities that transform industrial waste into renewable energy or products. The project anticipates the job creation of 24 full-time net new jobs over the next 8 years with an average annual wage of \$68,333. The EDC approved a tax credit in the amount of \$400,353 in support of this project.
- 32. Zingfit, Boulder County** – ZingFit is a privately-held, New York-based information technology company focused on providing web-based software tools to manage the boutique fitness studio and training industry. ZingFit's software provides online schedule management, e-commerce solutions, financial management, and data performance solutions to the growing personal and boutique fitness industry. The company relies on software as a service revenue model using a direct sales force to drive distribution. ZingFit was founded in 2012, at which time the company developed its software technology and began marketing efforts to grow

organically with its first net profit in 2015. The project anticipates the job creation of 156 full-time net new jobs over the next 8 years with an average annual wage of \$72,638. The EDC approved a tax credit in the amount of \$2,811,486 in support of this project.

- 33. Mikron Group, Arapahoe County** - Project Watch is an international provider of machining and automation products and servicing. The company is a leading supplier to the automotive, medical device, pharmaceutical, consumer goods, writing instruments and watch making industries. Their US headquarters in Colorado currently has 106 employees. The company's global headquarters is in Europe, and they employ approximately 1,200 employees worldwide. The project anticipates the job creation of 82 full-time net new jobs over the next 8 years with an average annual wage of \$77,439. The EDC approved a tax credit in the amount of \$1,155,976 in support of this project.
- 34. CrownPeak, Denver County** - Project Corona is a California-based content management software company. The company's software-as-a-service provides marketers with user-interfaces to publish, manage, and track performance on web content. Project Corona services more than 17,000 websites in over 75 languages. The company began in 2001 and was later acquired by a California venture capital firm focused on accelerating growth. Project Corona still operates under its original name, but will leverage the venture capital firm's financial strength to accelerate the company's employment plans. The project anticipates the job creation of 198 full-time net new jobs over the next 8 years with an average annual wage of \$65,794. The EDC approved a tax credit in the amount of \$2,955,657 in support of this project.
- 35. Webroot, Broomfield County** - Project Vesper is a privately-held, information technology company based in Metro Denver that serves customers across North America, Europe, and Asia. The company specializes in next-generation cloud-based cyber security solutions for consumers and businesses. Founded in the late 1990's, Project Vesper has scaled to 284 employees in Colorado and is serving customers who range in size from individual users to Fortune 500 companies. They also maintain locations in California and multiple international markets. The project anticipates the job creation of 443 full-time net new jobs over the next 8 years with an average annual wage of \$110,070. The EDC approved a tax credit in the amount of \$8,529,553 in support of this project.
- 36. Velocity Global, Denver County** - Founded in Denver, Colorado and operational since 2014 the company is an international payroll service firm that also provides international PEO (professional employer organization) operations, and international consulting. Velocity Global has the capabilities to set up international employment arrangements for U.S. companies in over 170 countries with a leadership vision of offering services in every country. Currently, the company has operations in Colorado and California and, as of early 2016, the office in Colorado had eight employees. The project anticipates the job creation of 193 full-time net new jobs over the next 8 years with an average annual wage of \$71,852. The EDC approved a tax credit in the amount of \$1,896,059 in support of this project.
- 37. ThreatX, Denver County** - Project Staple is an information technology company based in Austin, Texas that delivers cloud-based detection sensors and security analytics to identify potential network breaches or hacks. The cyber security company was founded in late 2014 and has developed proprietary technology that delivers Security-as-a-Service to businesses. The company is a start-up with nine full-time employees and has been able to secure outside funding and clients to accelerate its future growth. The project anticipates the job creation of 116 full-time net new jobs over the next 8 years with an average annual wage of \$93,293. The

EDC approved a tax credit in the amount of \$2,548,127 in support of this project.

38. Romano’s Macaroni Grill, Denver County - Project Fare is a restaurant chain headquartered in Texas and founded in the late 1980’s. As of April 2016, the chain operated 175 family restaurants across thirty two states with over 3,000 employees. Most stores are company-owned with a handful of franchise locations and it currently employs 338 people at its Colorado restaurants. The project anticipates the job creation of 53 full-time net new jobs over the next 8 years with an average annual wage of \$106,392. The EDC approved a tax credit in the amount of \$1,322,419 in support of this project.

GOAL VI: Administer and Implement the Regional Tourism Act (RTA) according to statute.

The RTA establishes a program that gives local governments the opportunity to apply to the EDC for approval of a large scale Regional Tourism Project (Project) that is of an extraordinary and unique nature that is anticipated to result in a substantial increase in out-of-state tourism and that generates a significant portion of the sales tax revenue by transactions with nonresidents of the Regional Tourism Zone. The local government must provide reliable economic data demonstrating that in the absence of state sales tax increment revenue, the Project is not reasonably anticipated to be developed within the foreseeable future. The EDC may approve up to six projects in total. The EDC shall not approve any Project that, if approved, would likely create a state sales tax revenue dedication of more than \$50M to all Regional Tourism Projects in any given year.

In fiscal year 2016, two applications were approved as part of the third and final round of the program in November 2015. They are:

- Denver’s National Western Center Project (\$121.5 million awarded)
- Northern Colorado’s “Go NOCO Project” (\$86.1 million awarded) comprised of:
 - o The PeliGrande Resort
 - o U.S. Whitewater Adventure Park
 - o Indoor Waterpark Resort
 - o Stanley Film Center

Status of Active Projects/Contracts as of June 2016 Previously Approved by the EDC

Strategic Fund Incentive Projects in Urban Areas

Urban	Approved Amount	Incentive Paid	Projected Jobs	Projected Avg. Annual Wage
AquaHydrex (Project Cassowary)	\$ 497,000	\$ -	142	\$ 69,654
Avago (Project Beta)	\$ 230,000	\$ -	92	\$ 49,783
Avitus Group	\$ 320,000	\$ -	128	\$ 63,413
Bach Composite	\$ 164,000	\$ 113,308	100	\$ 31,700
Coleman Company	\$ 370,000	\$ 114,115	74	\$ 118,000
Cooper Controls (Lighting)	\$ 321,000		321	\$ 41,272
DaVita	\$ 119,209	\$ -	58	\$ 58,257
Hitachi (Project Victor)	\$ 640,000	\$ -	300	\$ 70,000
KeHe Distributors (Project Pantry)	\$ 452,500	\$ -	181	\$ 50,331
Niagara Bottling	\$ 38,000	\$ 38,000	38	\$ 44,559
On Deck Capital (Project 5285)	\$ 500,000	\$ 97,500	200	\$ 63,228
Panasonic (Project Pangaea)	\$ 1,500,000	\$ -	330	\$ 89,545
Scottrade	\$ 259,759	\$ -	285	\$ 52,500
Sisters of Charity	\$ 937,500	\$ -	750	\$ 65,000
SMA American Production	\$ 1,000,000	\$ -	300	\$ 30,749
SNC (Project Elbert)	\$ 4,400,000	\$ -	1,323	\$ 58,373
Snowsports Industries America (SIA) (Project SuperSport)	\$ 145,000	\$ -	29	\$ 96,551
Spirae Inc.	\$ 150,000	\$ 45,000	30	\$ 93,833
Sunrun (Project Photograph)	\$ 85,000	\$ -	813	\$ 62,553
TerumoBCT	\$ 1,250,000	\$ -	250	\$ 69,056
Thysenn Krupp Robins (Project Lift)	\$ 250,000	\$ -	50	\$ 101,280
United Technologies Aerospace Systems (Project Tumbleweed)	\$ 184,000	\$ -	46	\$ 47,175
Vantiv LLC. (Project Comet)	\$ 198,384	\$ -	120	\$ 100,000
ViaWest (Project Costner)	\$ 50,000	\$ -	25	\$ 60,000
Viega LLC. (Project Windstream)	\$ 475,000	\$ -	190	\$ 85,306
WHPacific (Project Glacier)	\$ 241,349	\$ -	56	\$ 99,500
TOTAL	\$ 14,777,701	\$ 407,923	6,231	

Strategic Fund Incentive Projects in Rural Areas

Rural	Approved Amount	Incentive Paid	Projected Jobs	Projected Avg. Annual Wage
Avex Health	\$ 172,500	\$ -	69	\$ 49,840
JBS	\$ 1,000,000	\$ -	200	\$ 70,682
Leitner-Poma of America Inc. (LPOA)	\$ 300,000	\$ 78,000	100	\$ 43,680
Leprino	\$ 1,200,000	\$ 1,053,000	400	\$ 43,000
Mayfly Group LLC. (Proj. Trio)	\$ 280,000	\$ -	56	\$ 45,927
Parelli Natural Horsemanship	\$ 125,000	\$ 65,000	25	\$ 37,180
Vestas	\$ 1,000,000	\$ 480,001	1,750	\$ 37,983
TOTAL	\$ 4,077,500	\$ 1,676,001	2,600	

On-going Strategic Fund Initiatives

Strategic Initiative	Approved Incentive	Paid	Project Description
UNC BizHub Incubator - Yr 2	\$ 50,000	\$ -	Funds will be primarily used for space and technology including databases. Since the SBDC Director will lead the program, there is a major savings component for management of the incubator.
Southwest CO Accelerator (SCAPE) YR 3	\$ 25,000	\$ 25,000	Accelerator Program which provides funding, education and intense mentoring to start-ups and early stage companies.
TOTAL	\$ 75,000	\$ 25,000	

Colorado Credit Reserve (CCR)

The Colorado Credit Reserve (CCR) program is administered by the Colorado Housing and Finance Authority for the purpose of increasing the availability of credit to small businesses in Colorado by establishing a pooled loan loss reserve fund that banks may access to recover losses associated with loans registered with the Program. CCR statute requires the EDC’s approval to have OEDIT contract on its behalf with the Colorado Housing and Finance Authority (CHFA) as Program Manager and the EDC gave its approval on January 14, 2016. Subsequently, OEDIT signed a contract with CHFA. Finally, total FY15/16 funds available for reserve accounts ended with \$370,000.