



198

Jobs Created or Retained Across All Programs\*



610

Clients Served Across All Programs\*



\$2M

SBDC Capital Formation\*



\$2.27M

Funded in 2020\*

\*No multipliers applied.

Totals exclude Mesa County Enterprise Zone.

## No-Cost Consulting & Affordable Training SMALL BUSINESS DEVELOPMENT CENTER

### Industry Sectors Served



112

Jobs Created or Retained



\$2M

Capital Formation



10

Business Starts



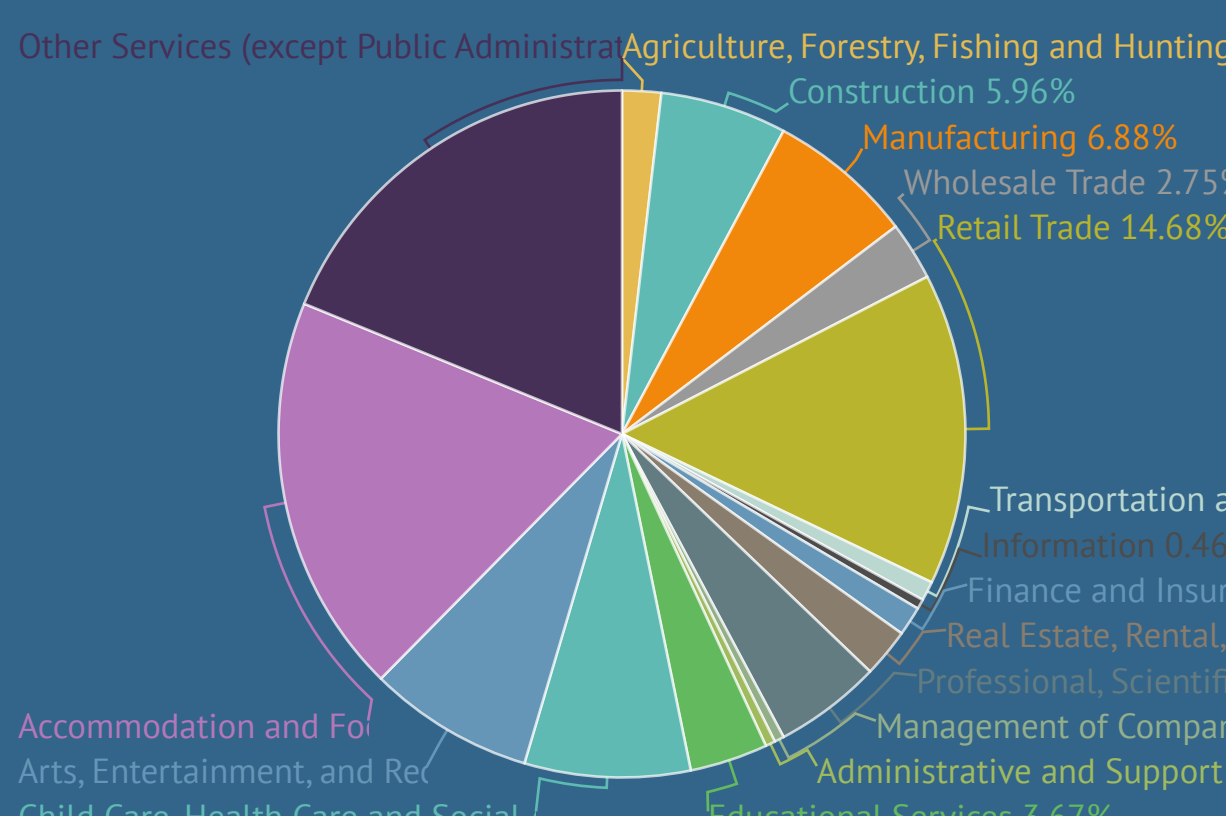
375

Clients Served



1,610

Hours of Business Coaching



### SBDC Fact

In 2020, we had 15 small business consultants on the team.

## Business Recovery Initiative

The Business Recovery Initiative, powered by the Grand Junction SBDC, launched in June 2020. Our consultants and presenters provided critical information to businesses impacted by the COVID-19 pandemic.



325 hours of  
1-on-1 consulting



19 business recovery  
focused webinars

## Funding Startups & Existing Businesses in Mesa County

## BUSINESS LOAN FUND OF MESA COUNTY

### COVID-19 Response

The BLF administered **EIGHT** different funds for businesses impacted and responding to the COVID-19 pandemic in 2020.



\$802,916

Total Recovery Funds Disbursed



112

Local Small Businesses Funded

### Additional BLF Lending in Mesa County



\$1.47M

Funded in 2020



\$2.46M

Additional Leveraged Funding



18

Small Business Loans Approved



86

Jobs Created or Retained

### ★ BLF Facts Since 1985, the BLF has...

- Loaned more than \$29 million to more than 558 small businesses in Mesa County
- Leveraged more than \$69 million in additional capital
- Created or retained 2,370 jobs

## Launch. Grow. Succeed. INCUBATOR PROGRAM



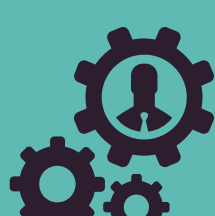
9 Graduates

Number of businesses graduated // 6 Remain in the community



6 Launches

Number of new businesses welcomed to the Program



28 Businesses

Number of businesses that participated in the Incubator Program



### Incubator Fact

In 2020, our Tenant Businesses employed 152 people.

### Tenant Impact



\$1.7M

Capital Formation



\$4.1M

Annual Sales by Tenants



70

Jobs Created or Retained

### JT Crane Service

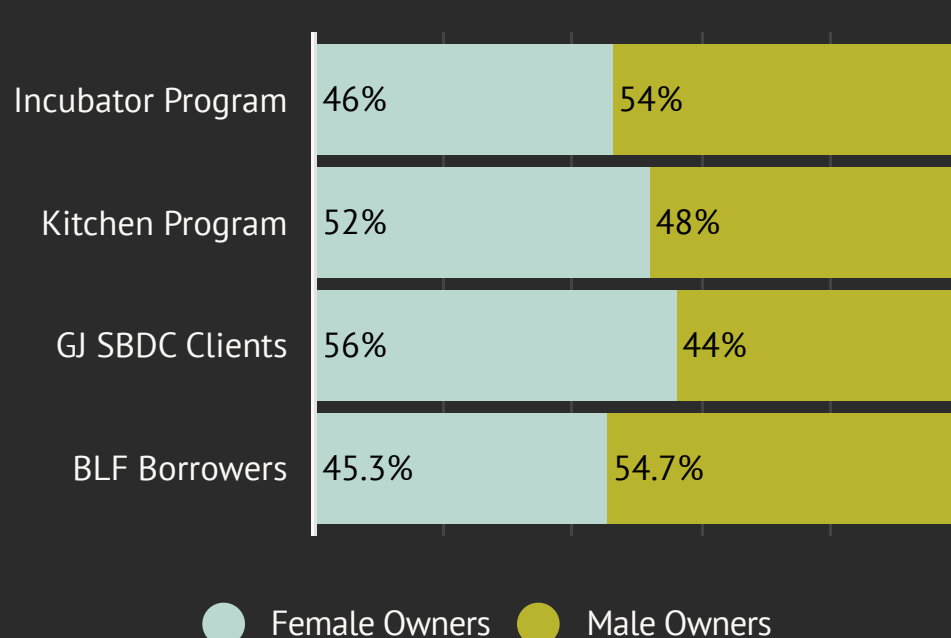
"The Business Incubator has been essential to the success of my crane business, including helping with my bookkeeping and building my web presence. I highly recommend the Leading Edge class for anyone interested in starting a new business. Without the Incubator, it would have been difficult, at best, to get my business off the ground. But, with their help, my crane business continues to grow and thrive, and I'm going into year three of my success story."

- Jeff Thornton, Owner, JT Crane Service

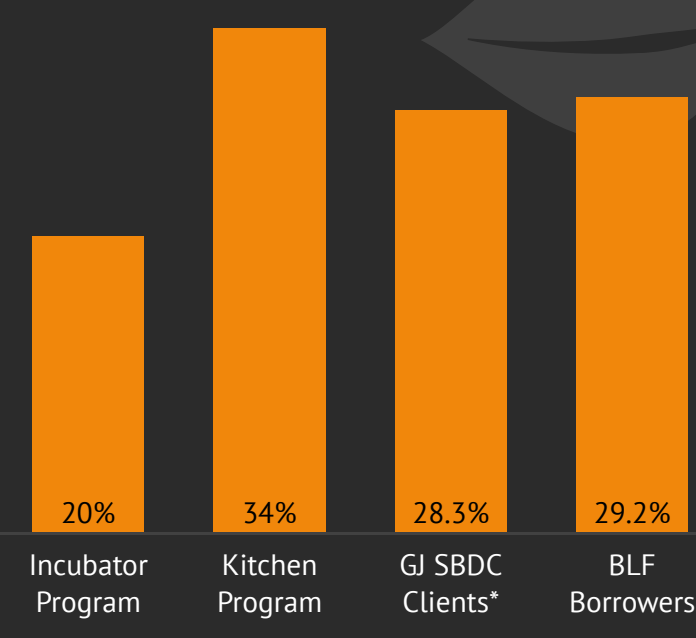
### Core Programs

## DEMOGRAPHIC SNAPSHOT OF TOTAL CLIENTS SERVED

### Business Ownership by Gender



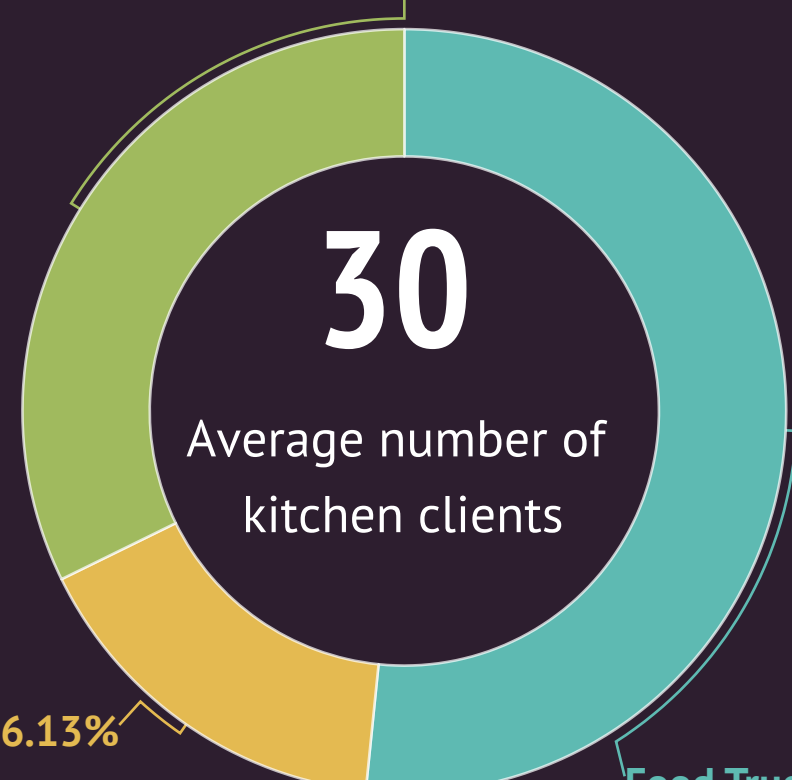
### Ethnic Minority Clients Served



\*10.5% of GJ SBDC clients declined to report.

## The Business of Food COMMERCIAL KITCHEN PROGRAM

Food Producer 32.26%



30

Average number of kitchen clients



10

New Kitchen Clients Welcomed



\$849k

Annual Sales by Clients



5

Kitchen Clients Graduated



18

Jobs Created or Retained

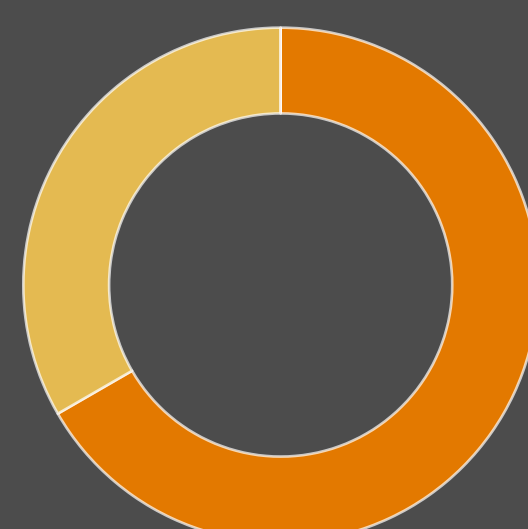


### Kitchen Fact

11 of our 2020 Kitchen Client businesses were 100% women-owned.

### Coworking the Fruita Way

## FWorks Coworking Space



Due to COVID restrictions, FWorks paused all new Daily Drop-In memberships.

2

### Small Biz Meetups

FWorks hosted 2 OpenCoffee Club meetups prior to COVID restrictions.

### Business After Hours

Co-hosted the Fruita Chamber of Commerce's January Business After Hours with the City of Fruita.



### Business Tax Credits & Incentives

## Enterprise Zone of Mesa County



297

Jobs Created as a Result of Qualifying EZ Tax Credits



\$53.2M

Capital Investments



1,646

Businesses Served

### ★ Enterprise Zone Fact

In 2020, there were 25 Enterprise Zone Contribution Projects in Mesa County.



3,092

Contribution Project Certifications Issued for:

\$4.7M

Cash Donations

\$823k

In-Kind Donations

### Concept. Construct. Community.

## GJmakerspace

### Face Shield Project

Members and volunteers designed, produced, assembled, and shipped face shields and ear-loop extenders to local health, educational, and care facilities in response to the PPE shortage.

825

Face Shield and Ear-Loop Extenders Distributed



Developed open-source dental shield design to accommodate head light

### Additional GJmakerspace Activity



7

Prototypes Developed



2

Businesses Launched



4

Patent Assists



22

Community Projects

## OUTLOOK FOR 2021

We're approaching 2021 with a renewed sense of gratitude and purpose. We will continue to follow our mission and support the launch, growth, stabilization, and long-term success of business enterprises in Mesa County and the surrounding region.

### Staff

Jon Maraschin	Helen Roe
Julie Morey	Camber Westphal
Laura Mercier	Karie Byerly
Dean DiDario	Bronwyn Malott
Terri Benson	Rebecca Johanson
Joe Elliott	Bob Weiler
Ken Short	Glenn Fontelera

In loving memory of Greg Stephen

### Board of Directors

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Steve Hovland	Michael Burke
Phill Raimor	Teri Cavanagh
Nathan Wallace	Linda Spencer
Jeff Franklin	