

An aerial photograph of Grand Junction, Colorado, taken from a high vantage point on a rocky cliff. The city is illuminated by its lights, and the surrounding landscape is a mix of green fields and brown, eroded hills. The sky is a dramatic mix of orange, yellow, and blue, with clouds catching the low sun.

2018 ANNUAL REPORT



122 N. 6th Street | Grand Junction, CO 81501 (970) 245-4332 | gjep.org

MISSION

To enhance the economic vitality in Colorado's Grand Valley, creating a strong and diverse economy, and an improved quality of life.

VISION

To create quality jobs and expand capital investment through the attraction, expansion and retention of primary business.

The Grand Junction Economic Partnership, was formed in 1984 to resuscitate the business community in Mesa County in the wake of the energy bust. Since then, GJEP has worked tirelessly and strategically to broaden the industry base in Colorado's Grand Valley, attract quality jobs and build a stronger, healthier local economy. As a 501(c)3, GJEP offers all of its relocation and expansion services to businesses free of charge.

BOARD of DIRECTORS

Doug Simons, CHAIR
Quint Shear, VICE CHAIR
Kelly Flenniken, SECRETARY
Tom Walch, TREASURER
Dr. Brian Davidson, PAST CHAIR
Jay Seaton, EXECUTIVE AT LARGE
Pat Tucker, EXECUTIVE AT LARGE

Lori Buck
Matthew Brehm
Andy Daly
Ed Forsman
Tim Foster
Tim Fry
Chris Kennedy
Stacey Mascarenas
David McGee
Sam Meyer
Rose Pugliese

Janet Hawkinson
Sarah Shrader
Mike Sneddon
Mike Stahl
Chris Thomas
Karen Troester
Greg Caton
Mizraim Cordero
Denny Granum
Jamie Hamilton

**Robin
Brown**
*Executive
Director*

**Steve
Jozefczyk**
*Deputy
Director*

**Cilia
Kohn**
*Director of
Marketing &
Communications*

**Mara
Hardy**
*Business
Development
Manager*

**Nichole
Hall**
*Fundraising
Coordinator*

**GJEP
STAFF**

I'm very pleased to be taking a lead role in support of our talented GJEP team this year. With our fearless leader, Robin Brown, having a banner first year at the helm, we're coming off one of our most successful years in recent memory and I believe we are poised to follow it up with another strong year in 2019. Robin and her team have generated a lot of excitement and buzz regarding our wonderful community and the prospect pipeline continues to be very active. But there's nothing like brick and mortar as proof in the pudding, which is why we are looking forward to officially opening the Riverfront at Las Colonias business park later this year. Bonsai Design is currently under construction and RockyMounts is not too far behind.

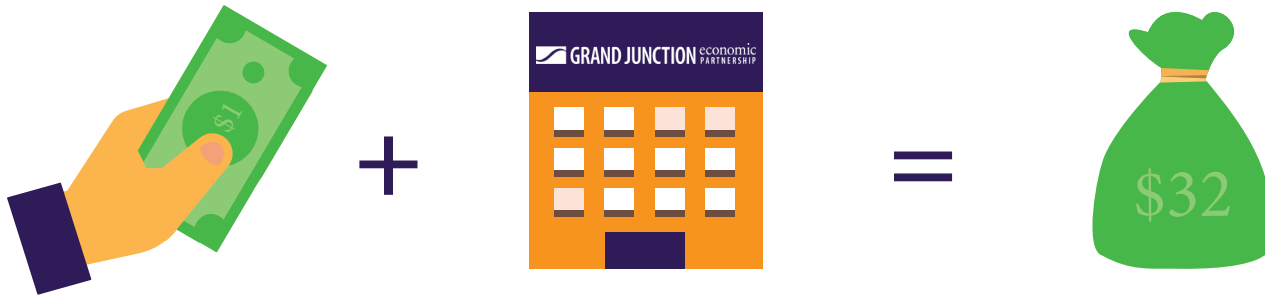
There are also plenty of other areas of opportunity as we move forward into 2019. The Jump Start tax credit program, Opportunity Zones, a Foreign Trade Zone, our incomparable outdoor recreation, and the new Grand Valley Tech Coalition, led by GJEP's own Mara Hardy, are assisting in attracting a lot of attention to the area. In particular, Mara has done an amazing initial job bringing attention to our growing tech sector, as well as engaging the younger tech entrepreneurs already here or thinking about moving here. This demographic is more inclined to urban living, which could have a dramatic effect on our downtown core. Currently Aaron Young with Kaart is plowing ahead with his business and an exciting new development at 7th and Main streets in downtown Grand Junction. These young professionals will be fun to watch!

Lastly Nichole Hall joined the GJEP team earlier this year to help bring our investment efforts into focus. Since the early Eighties, fundraising has been the life-blood of our economic development success. Nichole's focus in this area, along with the help of the entire board, ensures our economic development program will survive well into the future so we can continue to grow our local economy with a strategic, forward-thinking program.

I hope you will all join me in helping to make our community one that we will be very proud to pass on to future generations.

Doug Simons
2019 Chairman of the Board of Directors, GJEP

7 & 57
wins jobs



For every \$1 invested in GJEP, we create \$32 in economic impact for the community

Over **\$19M** in total economic impact



Timberleaf Trailers

The husband-and-wife team behind Timberleaf Trailers, a manufacturer of teardrop camper trailers, relocated to Grand Junction after 40 years in Denver. They hired four new employees and made a capital investment of more than \$33,000.



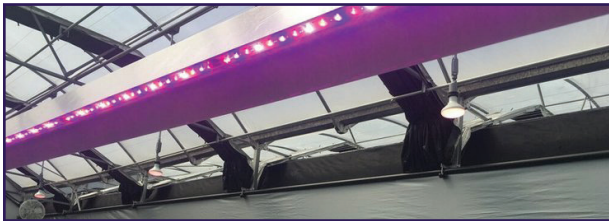
NetPolarity

This staffing agency from Silicon Valley opened its second location in Grand Junction and hired three new employees in 2018. The company supports Fortune 1,000 companies all over the world.



RockyMounts

RockyMounts, a manufacturer of cargo bike racks, announced it was relocating from Boulder at the 2018 Economic Summit. The company is developing a new headquarters at Riverfront at Las Colonias Park and has subsequently announced a new product named West-Slope, as well a forthcoming rebrand to better showcase its new home.



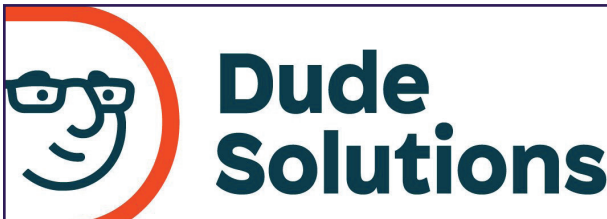
Violet Gro

A new division out of Florida-based Violet Defense, Violet Gro is a manufacturer of UV grow lighting systems for the agriculture industry. The company is working on its Jump-Start application and is expected to be operating R&D, sales and distribution in early 2019.



Visual Globe

This software developer focused on creating asset management systems for the energy industry was approved for the Rural Jump-Start Tax Credit program late last year and hopes to create 16 new jobs in 2019.



Dude Solutions

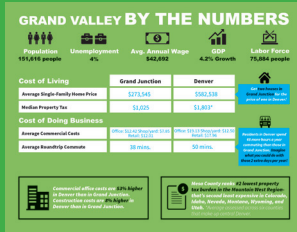
Also participating in the Rural Jump-Start program, this software development company that specializes in utility billing processing to drive energy conservation, created 16 new jobs in 2018.



“Project Iron”

This yet-to-be-announced supplement manufacturer began construction of a new manufacturing facility to be completed in early 2019. They expect to hire 47 new positions.

HIGHLIGHTS



To better assist prospects with decision-making, GJEP created a general market overview with key facts and figures about Mesa County



Hired a second recruiter to better focus on target industries and support the growing tech sector



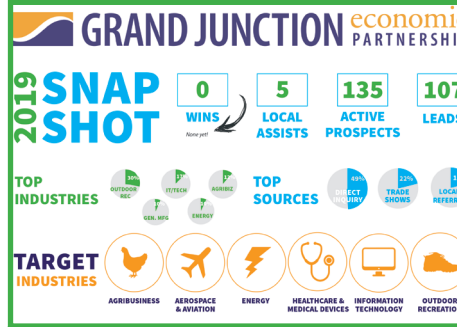
Supported efforts to secure a Foreign Trade Zone at the Grand Junction Regional Airport



Partnered with the Grand Junction Chamber and Visit Grand Junction on a major, ongoing campaign to move the Bureau of Land Management headquarters to Mesa County



As part of our extensive Opportunity Zones outreach, GJEP held a community workshop and launched a real estate development web page highlighting key opportunities in the region



In an effort to increase transparency of our business recruitment efforts, GJEP developed a prospect tracking chart that is published monthly in The Daily Sentinel



As a key member of the Las Colonias Development Corporation, GJEP worked on progressing Riverfront at Las Colonias Park and securing tenants, like RockyMounts, for the business park

MEDIA

115.2M

people reached

589

earned
media
placements

1.5M

in ad
equivalency

200%

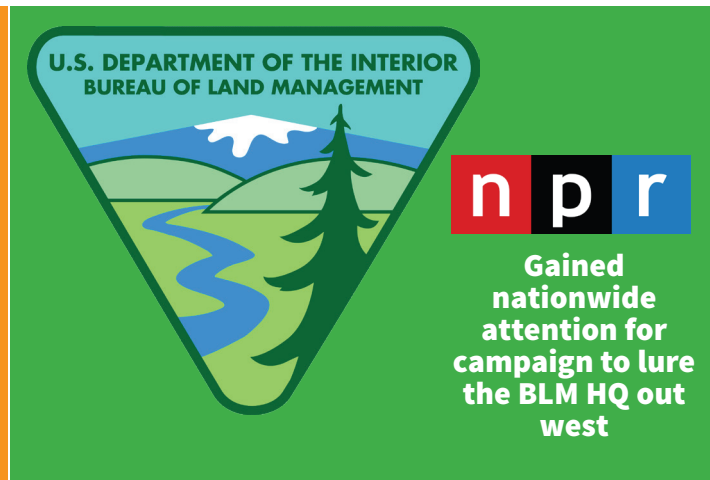


placements and reach up 200% from last year

500%



ad equivalency up 500% from last year



MARKETING



**Paid advertising
reached a target
audience over
18.1 million**



**Over 750 new
followers on
social media –
4,837 total**



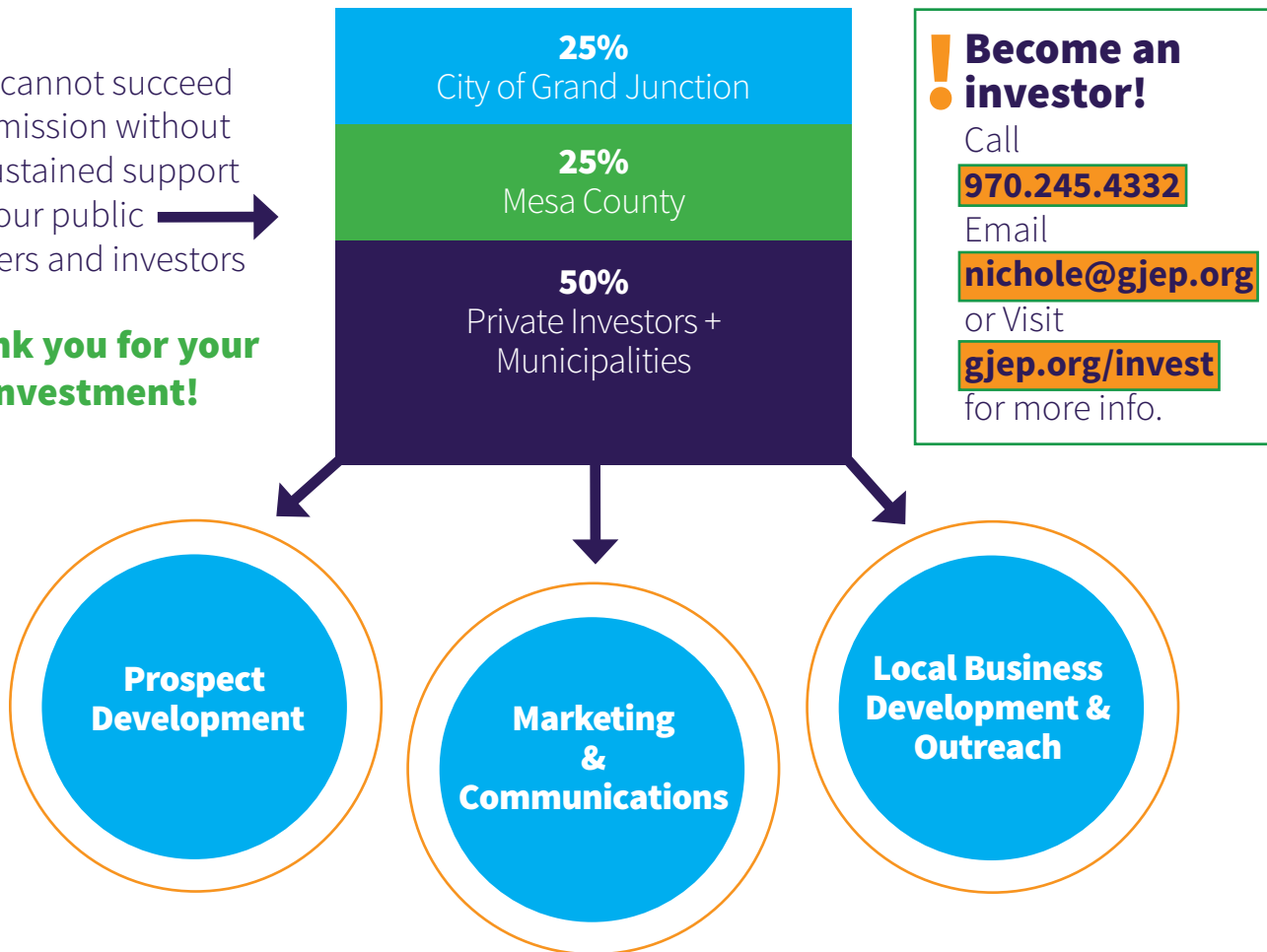
**GJEP's site
retargeting
campaign
reached an
unprecedented
0.40%
(ind. avg. 0.05%)**



**By year-
end, GJEP's
newsletter hit
an all-time high,
with a 47% open
rate and 26%
click-through rate**

GJEP cannot succeed in its mission without the sustained support from our public partners and investors →

Thank you for your investment!



Thank you to the GJEP board of directors, our community partners and all of our investors for believing in our mission to grow and diversify Colorado's Grand Valley:



Abstract & Title | ANB Bank | Armstrong Consultants | B&B Electric, Inc. | Bank of the San Juans
Bank of the West | CHFA | Colorado Mesa University | Colorado PERA | Conquest Development
Dalby, Wendland & Co | Elam Construction | EmTech, Inc. | Family Health West | Grand Junction Pipe &
Supply | Guild Mortgage | Hope West | HUB International | Land Title Guarantee Company | Mesa Mall
Networks Unlimited | ProSpace | RE/MAX 4000, Inc. | Rocky Mountain Sanitation | United Companies
Vectra Bank | Whitewater Building Material

Advance Title Company | All Metals Welding | Alternative Board | Autopaychecks | Baldwin & Associates | Bechtel & Santo | Bellco
Credit Union | Benges | Bighorn Consulting | Bonsai Design | Bray & CO | Blythe Group + Co. | Canyon Electric | CAV'S LLC | Cendera
Funding | Century Link | Chamberlin Architects | Charity Meinhart Design | Charter Communications | Cherry Creek Mortgage
| Ciavonne, Roberts & Associates, Inc. | Coldwell Banker | Colorado National Bank | Colorado West Insurance | CPC Neutek | Cranium
360 | Denny Granum | DT Swiss | Dover Real Estate Group | E & E Door and Window | Eagle Strategies, LLC | EIS Solutions | Express
Employment Professionals | FBL & L Inc. | Grand Junction Chrysler Dodge Jeep Ram | Griff Larson Laiche & Wright | High Country
Orchards | Home Care of the Grand Valley | Home Loan | Hoskin, Farina & Kampf | JG Management Systems | Joe Reed | John
Williams Kain & Burke, PC | Mesa Moving & Storage | Mind Springs Health | Monument Health | Moody Insurance Company | Mountain
Racing Products | Office Outfitters & Planning | Overhead Door | Powderhorn Mountain Resort | ProStar Geocorp | Refrigeration
Hardware Supply | Rider & Quesenberry | River City Consultants | Scott & Lori McInnis/The Western Way | Servpro | Shear, Inc
Soronen, Donley & Patterson | Sun King Management Corp. | Taco Bell | Tillman & Pat Bishop | Timberline Bank | Trijay Ltd. | Weichert,
Heiden Homes Realty | Wells Fargo Home Mortgage | Western Orthopedics & Sports Medicine | Wren Industries



GRAND JUNCTION economic
PARTNERSHIP

122 N. 6th Street | Grand Junction, CO 81501 (970) 245-4332 | gjep.org

