

ANNUAL REPORT 2023

ECONOMIC IMPACT & RETURN ON INVESTMENT



*For every **\$1** invested in GJEP
in 2023, we generated **\$65**
in economic impact.*

WELCOME

This year has been one of remarkable accomplishments and shared successes. Through collaboration and unwavering dedication, our community has shown incredible resilience and determination, overcoming challenges while reaching new heights. Together, we have laid the groundwork for a vibrant and prosperous future.

At the beginning of the year, the GJEP staff and board set specific objectives for 2023. The main goal was to achieve 10 quality relocations and/or expansions by the end of the year. We are proud to say that we hit our goal of 10 wins, which is a GJEP record! We are excited to share the economic impact of hitting this goal within this annual report. We were only able to accomplish this with the support of our amazing board, staff, and a community that shares our vision for economic development.

Our community's achievements have been nothing short of extraordinary. We've witnessed the growth of local businesses, the attraction of new investments, and the creation of numerous job opportunities. Our collective efforts have yielded remarkable results, positioning our community as a vibrant economic region.

The unwavering support and collaboration from our community members, businesses, organizations, and governmental partners have been instrumental in driving economic development and enhancing the quality of life in our region. Your commitment to our shared vision has been invaluable, and we are immensely grateful for your continuous support.

As we step into the new year, let us carry forward the spirit of unity, determination, and innovation that defines us as a community. Together, we will continue to build upon our achievements, explore new possibilities, and create a future that holds promise and prosperity for all.

On behalf of the Grand Junction Economic Partnership, we say THANK YOU for your unwavering support and dedication to our mission to enhance the economic vitality in Colorado's Grand Junction area, creating a strong and diverse economy, and an improved quality of life.

Sincerely,



A handwritten signature in black ink, appearing to read 'Shane Haas'.

Shane Haas | Board Chairman
President of FCI Constructors



A handwritten signature in black ink, appearing to read 'Curtis Englehart'.

Curtis Englehart
GJEP Executive Director

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2023 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Shane Haas | Chairman
FCI Constructors

Chris Thomas | Vice-Chair
Community Hospital

Pat Tucker | Secretary
Conquest Development

Tim Fry | Treasurer
Mountain Racing Products

Karen Troester | Immediate Past Chair
Grand Junction Federal Credit Union

Mike Sneddon | Exec. At Large
SG Aerospace & Gas

Quint Shear | Exec. At Large
SHEAR Inc.

Mike Bennett*
City of Fruita

Matthew Breman
Fruita City Council
& ProStar

Greg Caton*
City of Grand Junction

Stephanie Copeland
Four Points Funding

Bobbie Daniel
Mesa County
Commissioner

Robert Glover
Shaw Construction

Sonia Gutierrez
Sierra Concrete Co.

Janet Hawkinson
Town of Palisade

Dominic Jones
Certek Heating

Cody Kennedy
Grand Junction
City Council

John Marshall
Colorado Mesa University

Brad McCloud
Xcel Energy

Jay Seaton
The Daily Sentinel

Ryan Schramm
Powderhorn Mtn. Resort

Thaddeus Shrader
Bonsai Design

Doug Simons
Enstrom Candies

Megan Terlecky Fiedler
Intermountain Health

Mike Stahl
Hilltop Community
Resources

Tom Walch
Grand Valley Power

Denny Granum
Monument Homes
Member Emeritus

Jamie Hamilton
Home Loan
Member Emeritus

**Ex-Officio (non-voting)*

ORGANIZATION OVERVIEW

The Grand Junction Economic Partnership focuses on economic development within Mesa County, including the City of Grand Junction, City of Fruita, and the Town of Palisade.



OUR MISSION

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



OUR VISION

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

We believe in building a strong community where everyone can forge their own path forward. To accomplish our mission and vision, we work closely with local and state leaders to connect businesses with the resources they need. At GJEP, we collaborate with several economic development partners with a pro-business mindset to elevate our community.

It is through the support of our investors, economic development partners, and the community at large that we are able to assist businesses and make our community stronger together.

STRATEGIC BUSINESS ATTRACTION & EXPANSION FOR COMMUNITY SUCCESS

At GJEP we...

- Drive the creation of primary jobs through targeted business attraction and expansion in key industries including aerospace & aviation, manufacturing, technology, healthcare & medical, outdoor, and more.
- Promote Mesa County's business assets and industries through website development, targeted marketing, trade shows, conferences, and public relations.
- Assist business relocation and expansion into our community by aiding in site selection, incentive negotiations, workforce development assistance, and community connections.
- Collaborate with economic development partners, local and state governments, and key stakeholders to build strong connections and elevate our community.

GRAND JUNCTION ECONOMIC PARTNERSHIP STAFF DIRECTORY



Curtis Englehart

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MESA COUNTY ECONOMIC SNAPSHOT

EMPLOYMENT & LABOR FORCE

The Mesa County labor market is following the trend of the national labor market and staying strong. Nationally, non-farm payrolls continue to increase, fighting the recession narrative virtually every month. Locally, employment gains are not as strong as national gains but are trending towards a new 10-year high this fall.

According to the Mesa County Workforce Center as of December 2023, the number of people employed in Mesa County was estimated to be 74,726, while the December 2022 number was 74,665. The total labor force is sitting at 77,431 as of December 2023, which is up from last year's 76,893. The Mesa County unemployment rate in December 2023 was 3.5%, consistently outpacing the national average of 3.7%.

WAGE TRENDS

Average annual wages in Mesa County increased 8.5% year-over-year to \$54,587 in 2023 according to the Colorado Office of Economic Development and International Trade. Mesa County's median household income rose from \$63,531 in 2021 to \$69,578 in 2022.

SALES TAX

Mesa County sales taxes are holding steady comparing May 2022 to May 2023, up only 2.12%. City sales and use tax data is not updated through May and shows a 2022 to 2021 comparison, up 10.51%.

***Download the 2024 Colorado Business Economic Outlook at
colorado.edu/business/brd/colorado-business-economic-outlook-forum***

TOP PRIMARY EMPLOYERS

1

**Mesa County
School District 51**

3,658

2

**Intermountain Health
St. Mary's Hospital**

2,732

3

**Colorado Mesa
University**

1,461

4

Community Hospital

1,400

5

Mesa County

1,224

6

**Grand Junction
VA Medical Center**

978

7

**City of
Grand Junction**

860

8

**Family Health
West**

596

9

**Hilltop Community
Resources**

540

10

**West Star
Aviation**

537

11

HopeWest

430

12

**Powderhorn
Mountain Resort**

401

13

Alpine Bank

306

14

**Primary Care
Partners**

295

15

**Mind Springs
Health**

276

16

**CoorsTek
Grand Junction**

220

17

STRiVE

210

18

**Valor
Tactical Innovation**

207

19

City of Fruita

206

20

RSI Entech

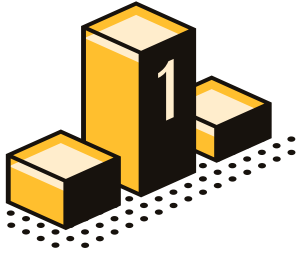
205

Updated February 2024.

Sourced directly from the organizations listed and data provided through Mesa County Workforce Center.

2023 ECONOMIC IMPACT

We are grateful for the opportunity to work directly with several businesses relocating or expanding into our community this year and provide ongoing support to past wins. The businesses we assist represent a variety of industries, employ locally, and directly impact Mesa County's economy.



10
Wins



16
Local Assists



161
New 2023 Primary
Jobs Created

403
New 2023 Primary
Jobs Projected



Avg. Annual Wage
\$61,085

EMPLOYMENT IMPACT

\$18,782,300

CAPITAL INVESTMENT

\$20,714,329

CAPITAL EXPENDITURE IMPACT

\$33,487,778

TOTAL ECONOMIC IMPACT

\$52,270,078



**For every \$1 invested in GJEP
in 2023, we generated \$65
in economic impact.**

The Grand Junction Economic Partnership calculates economic impact using Economic Impact Modeling Software: IMPLAN® model, [2022] Data, using inputs provided by the user and IMPLAN Group LLC, IMPLAN System (data and software), 16905 Northcross Dr., Suite 120, Huntersville, NC 28078 www.IMPLAN.com.

GJEP'S 5 YEAR IMPACT: 2018 - 2023

Through the support of our investors and partners, GJEP has helped diversify our local economy, create quality jobs, and expand capital investment in Mesa County.

The Grand Junction Economic Partnership focuses its efforts on the attraction, expansion, and retention of primary business. Over the past few years, our efforts have yielded:

357

NEW JOBS CREATED



1,077

POTENTIAL JOBS



81%

of GJEP wins are still open and doing business in the area.



ECONOMIC IMPACT 2018 - 2023

\$115,202,327

28

COMPANIES ACCEPTED INTO THE RURAL JUMP START PROGRAM

EMPLOYMENT IMPACT

\$37,157,300

The total employment impact by GJEP wins from 2018 - 2023.

CAPITAL EXPENDITURE IMPACT

\$78,045,027

The total capital expenditure from GJEP wins from 2018 - 2023.

	2018	2019	2020	2021	2022	2023
Jobs Created	32	14	29	38	83	161
Potential Jobs	76	117	139	9	333	403
Average Salary	\$40,792	\$55,384	\$47,584	\$50,360	\$56,244	\$61,085
Capital Expenditures	\$1,375,605	\$65,000	\$21,361,251	\$2,775,000	\$1,025,000	\$20,714,329
Economic Impact	\$4,054,092	\$1,934,853	\$37,886,991	\$8,497,424	\$10,558,889	\$52,270,078

COSTCO CHOOSES GRAND JUNCTION

A TESTAMENT TO COLLABORATION & STRATEGIC SUPPORT



Our community proudly welcomes Costco Wholesale, one of the nation's leading retailers, as it designates Grand Junction for its latest location, marking significant investment into the region.

The facility will be located on the north side of 24 Road and Interstate 70 and is anticipated to be open in 2025.

This pivotal project received unanimous approval from the Grand Junction City Council on October 4, 2023. Prior to its approval, City Council sanctioned the establishment of a metropolitan district on August 16th that would allow the developer to reimburse a portion of infrastructure costs through sales tax revenue.

The infrastructure will become city property and the original deal included the City of Grand Junction forgoing \$8.5 million in sales tax. After further deliberation and conversations with city and county leaders, as well as the developer, the City Council voted to increase the original \$8.5 million in forgone sales tax up to \$12.3 million.

Mark Goldberg, Owner of Goldberg Properties and lead developer on this project, called this move by the Grand Junction City Council the "linchpin" of the deal.

Mesa County has also committed to pledging \$200,000 towards public infrastructure improvements along with their Business Personal Property Tax Incentive.

The presence of the retailer is projected to create 275 net new jobs ranging from entry-level to management with an average annual wage of \$47,507. The retailer will also bring a significant capital investment of \$59 million with the development and construction of their facility.

The Grand Junction Economic Partnership (GJEP) worked closely with Costco's developers during their expansion into the area. GJEP was able to provide data regarding labor force and migration, site selection support, identification of potential incentives, and connecting developers with key community stakeholders. During negotiations with City of Grand Junction and Mesa County, GJEP acted as an advocate for Costco.

Efforts to secure Costco's investment into the region has been a collaboration between Grand Junction Economic Partnership the City of Grand Junction, Mesa County, and the Grand Junction Area Chamber of Commerce.

It projected that over the first 20 years of operation, Costco will generate:

- **\$64.2 million for Mesa County**
- **\$11.7 million for School District 51**
- **\$8.3 million for Grand Junction**
- **\$2.6 million for Fruita**
- **\$1.8 million for Palisade**
- **\$774,000 for Collbran**
- **\$774,000 for De Beque**

Projections calculated by The City of Grand Junction and presented during the October 4, 2023 city council meeting.



"This will bring quality jobs that pay well and have impressive benefit packages and offer opportunities for advancement to people within this community."

- Anna Stout, Grand Junction Mayor

HELPING BUSINESSES GET A JUMP-START IN MESA COUNTY



SKYHOOK SOLAR APPROVED FOR RURAL JUMP-START & SELECTS GRAND JUNCTION AS HEADQUARTERS

Skyhook Solar was founded in 2019 with a core mission to fight climate change by accelerating the global transition to clean energy. Their core technology, the Solar Station, provides a transportable, industrial-grade solar generator that can provide power to EVs, micro-mobility, internet access, lighting, and emergency services.

Skyhook Solar is anticipated to create 38 new primary jobs within the first four years of operation in Grand Junction. The company's approval into the Rural Jump-Start Program marks a significant milestone, making Skyhook Solar the 28th business to join the program in Mesa County with the support of the Grand Junction Economic Partnership.

By providing immediate access to clean power infrastructure, the technology can help cities, communities, and individuals transition to new electrified transportation modes and improve energy resilience. Since its launch, Skyhook has deployed Solar Stations in 10 cities in the U.S, Canada, and Europe.

"Skyhook is entering a critical phase of our company's growth, and we are thrilled to announce our move to Grand Junction, Colorado—an ideal location for access to specialized resources, manufacturing, and logistics. The Rural Jump-Start program will provide support and an incredible opportunity to partner with the local community and discover new talent from Colorado Mesa University,"

Daniel Delano
President & CEO of Skyhook Solar



Learn more at skyhooksolar.com



SPARTAN DRILL TOOLS APPROVED FOR RURAL JUMP-START WITH EXPANSION

This year, GJEP supported Fruita-based company Spartan Drill Tools with their approval into the Rural Jump Start Program as part of its business expansion into Grand Junction with a new product line.

As a long-standing contributor to Mesa County's economy, Spartan Drill Tools is one of North America's most well-known drill tool manufacturing companies. It produces various drill pipes and tooling products for the mining and water well industries.

In 2023, Spartan Drill Tools announced expansion plans with a new manufacturing division in Grand Junction in addition to their existing facility in Fruita.

Through their expansion, they will be utilizing innovative processes new to Colorado with the purchase of a \$1.4 million friction welder supporting the manufacture of its new small-diameter drill pipes and tooling. Additionally, the company will lease a 17,000-square-foot business facility at 2494 Industrial Blvd in Grand Junction.

The company will initially hire 3 to 4 new employees, with over 26 new jobs anticipated from 2024–2027 at an average wage between \$46,000 and \$57,000. With its expansion, Spartan Drill Tools has been working with the Grand Junction Economic Partnership to identify available incentive opportunities, including eligibility for the Rural Jump Start (RJS) Program.

Learn more about Spartan Drill Tools at spartandrilltools.com

THE RURAL JUMP-START PROGRAM

Rural Jump-Start is a project locally born in Mesa County and part of a statewide effort to provide more opportunities for employment and career growth in rural areas in Colorado.

Participating companies are eligible to receive significant tax breaks and cash grants for up to 8 years. If a business is located in a Rural Jump-Start zone, they can receive up to \$20,000 as a newly established business and up to \$2,500 per new hire.

Since the program's inception in 2016, GJEP has utilized this program to support economic development in Mesa County. These efforts have yielded:

28

COMPANY APPROVALS

112

NEW PRIMARY JOBS

327

POTENTIAL JOBS

Learn more about the program at gjep.org/jump-start

PHOENIX HAUS APPROVED FOR INNOVATIVE HOUSING INCENTIVE PROGRAM



Local company awarded up to \$710,000 for the construction of up to 90 housing units.

Grand Junction based manufacturer, Phoenix Haus specializes in the production of panelized homes built to Passive House specifications that are designed to be used by multiple-generation households.

Phoenix Haus relocated to Grand Junction, Colorado in 2017 and was among the first Rural Jump-Start companies in Mesa County with the support of the Grand Junction Economic Partnership. Since moving to the region, Phoenix Haus has created 23 new primary jobs and invested over \$4 million in capital expenditures as they've outgrown their original facility and purchased a new facility in 2022.

Through the Innovative Housing Incentive Program (IHIP), Phoenix Haus has been awarded up to \$710,000 for the construction of 90 housing units. New homes from Phoenix Haus are projected to start at around \$500,000 each.

This grant continues the Governor's plans to help create a house for every Colorado budget and invests in companies working to develop more housing in Colorado.

The company also plans to hire additional team members at their Grand Junction location including a digital fabrication department that will utilize newly invested 3D CAD software.

"We're so grateful to have been connected to the State of Colorado's IHIP—this was brought to our attention through our friends at GJEP. It's really special how the economic development initiatives in the state view and support local businesses. We feel very grateful to be located in Western Colorado."

*Bill McDonald
Founder & CEO of Phoenix Haus*

OAKSTAR BANK

TO BUILD AT LAS COLONIAS



OakStar Bank will be leasing property at Las Colonias and building a 12,000-square-foot facility. Designs for the facility include a mix of restaurant/retail and office space where OakStar Bank will expand its regional footprint.

The development is anticipated to break ground in the first quarter of 2024 and be fully operational in late 2025.

OakStar Bank established its presence in Grand Junction in 2021 and is committed to investing in the community through local sponsorships, employment, and now the construction of its facility.

OakStar Bank's selection of the Riverfront at Las Colonias underscores the region's growing appeal and new momentum for the business park. The OakStar team consists of multiple bankers from western Colorado, with an aggregate of 155 years of community banking experience.

GJEP and the Las Colonias Development Corporation (LCDC) have worked closely with OakStar Bank throughout the process of site selection and navigating lease agreements for the property.

"OakStar Bank is committed to serving our community while providing a different and dynamic banking experience."

"Our choice to build at Las Colonias is based on the same belief. We are excited to create this experience on the banks of the Colorado River and thank our loyal community members who have afforded us this opportunity,"

*Clay Tufly
Market President | OakStar Bank*

PROSPECT DEVELOPMENT

18

Lead

74

Level 1

25

Level 2

5

Level 3

Definitions:

- **Lead** - Initial contact has been established between business and GJEP
- **Level 1** - GJEP has conducted a needs discovery meeting, created a customized proposal packet and project timeline
- **Level 2** - Prospect has conducted a site visit or submitted an incentive application customized proposal packet and project timeline
- **Level 3** - Proposal has been finalized and GJEP is working with the prospect to secure site, financing, workforce, or incentive approval
- **Win** - Company finalizes relocation or expansion, announcement has been made, and GJEP begins ongoing support

TOP SOURCES:

Direct Inquiry

52%

Trade Show

19%

Local Referral

15%

OEDIT

5%

Brokers

2%

Other

6%

TOP INDUSTRIES:

Outdoor Recreation

29%

Technology

12%

Aviation/Aerospace

10%

Manufacturing

8%

Construction

8%

Professional Services

6%

Please visit www.gjep.org/activity-ytd for more information on prospect levels and development.

TOP TRADE SHOWS & CONFERENCES ATTENDED



SLUSH 2023*

Helsinki, Finland

One of the world's largest and most renowned startup and tech events connecting entrepreneurs, investors, tech enthusiasts, and industry experts



AVALON 2023*

Melbourne, Australia

Global business and defense expo attracting aerospace and aviation decision makers



SELECT USA*

Washington, DC

Led by the U.S. Department of Commerce, this event attracts global investors and promotes and facilitates business investment in the United States



COLORADO SPACE SYMPOSIUM*

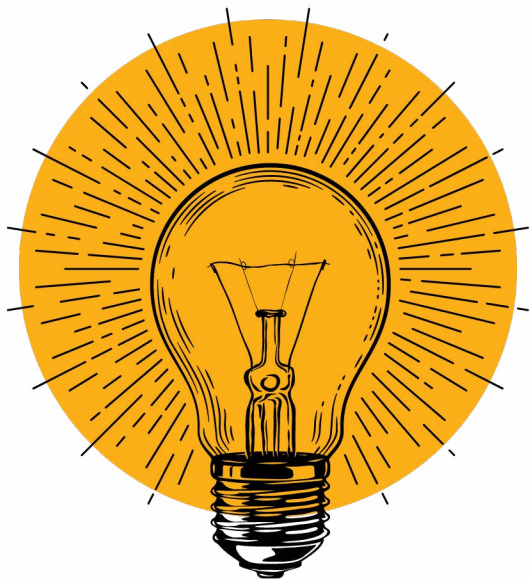
Colorado Springs, CO

The state's foremost aerospace conference, gathering the industry's leading companies and key decision makers

Additional events and conferences GJEP represented Mesa County at:

- Winter Outdoor Retailer Show - Salt Lake City, UT
- Air Warfare Symposium - Denver, CO
- Overland Mountain West Expo - Loveland, CO
- Xponential - Denver, CO
- The Big Gear Show - Denver, CO
- COILS Outdoor Leadership Summit - Steamboat Springs, CO

**Attended in partnership with the Office of Economic Development & International Trade (OEDIT)*



WESTERN COLORADO ECONOMIC SUMMIT

The 7th Annual Western Colorado Economic Summit was our biggest year yet!

The event returned to Colorado Mesa University's campus with a record number of attendees. The conference included discussions with local leaders on key topics impacting economic vitality in our community including workforce development, housing, mobility, legislation, and industry-specific panels.

The day kicked off with an inspiring keynote speech by Colorado Mesa University's President John Marshall and concluded with an insightful lunch keynote from Eve Lieberman, Executive Director of the Colorado Office of Economic Development and International Trade.

The event also recognized CoorsTek with the Spirit of Economic Development Award in honor of their 2020 - 2024 expansion resulting in 150 new jobs and \$65 million in capital expenditure.

Doug Simons, President of Enstrom Candies was the winner of this year's Joseph C. Prinster Award, recognizing his local leadership and contributions to economic development in Mesa County.



Doug Simons accepts the 2023 Joseph C. Prinster leadership award

WCES By The Numbers...

492

TICKETS
SOLD

9

BREAKOUT
SESSIONS

2

KEYNOTE
PRESENTATIONS

2

AWARDS
GIVEN



Thank you to our sponsors!



Featured Sponsors

- CO Housing & Finance Authority (CHFA)
- Alpine Bank
- Charter Communications
- North Peak Construction
- Shear Inc.
- Timberline Bank
- The Colorado Sun



THE WORLD COMES TO GRAND JUNCTION

Our community showcased the spirit of collaboration and opportunity during the World Comes to Grand Junction: Trade & Export Summit.

Hosted in partnership with Representative Matt Soper, the Grand Junction Area Chamber of Commerce, the Business Incubator Center, and the Grand Junction Economic Partnership, our community welcomed representatives from around the world.

The conference informed our local business community of opportunities to operate internationally and highlighted several local businesses engaging in trade and export including Mountain Racing Products, DT Swiss, and CoorsTek.

Consulates from Mexico, Canada, Japan, the United Kingdom, and Taiwan toured local businesses and shared their perspectives on how companies can expand their reach internationally.



This trade and export conference also received presentations from the U.S. Department of Commerce and the Colorado Office of Economic Development and International Trade, as they shared resources available for local businesses.

This event provided economic development partners and local leaders with the opportunity to showcase Mesa County and its business assets. We were able to connect directly with consulates and promote our region as a place of economic opportunity.

We are thankful for the collaboration of our economic development partners and the opportunity to bring this event to our community.

WELCOME WAGON

Hosted by GJEP, Welcome Wagon pairs new residents with locals for a year-long program of events and networking. This program welcomes new professionals and retains talent by helping them establish roots in their new home.

This year's cohort had 24 participants and hosted ten events. Our locals and newbies forged personal connections while exploring Grand Junction, Fruita, and Palisade together.

In addition to casual networking events, the group engaged in industry tours at Colorado Mesa University, Mountain Racing Products, and DT Swiss then ended the year volunteering with Food Bank of the Rockies.



GJEP'S PRESENCE

Whether we are promoting the region's business assets through targeted marketing and public relations, representing Mesa County at an industry trade show, or engaging in a community presentation, our team is always seeking ways to elevate our community.

In 2023, our efforts yielded:

>3.5M
DIGITAL
AD IMPRESSIONS

>43,000
YOUTUBE VIDEO
VIEWS

>23,000
UNIQUE WEB VISITS

+786
NEW SOCIAL MEDIA
FOLLOWERS

58
EARNED MEDIA
PLACEMENTS

25
COMMUNITY
PRESENTATIONS

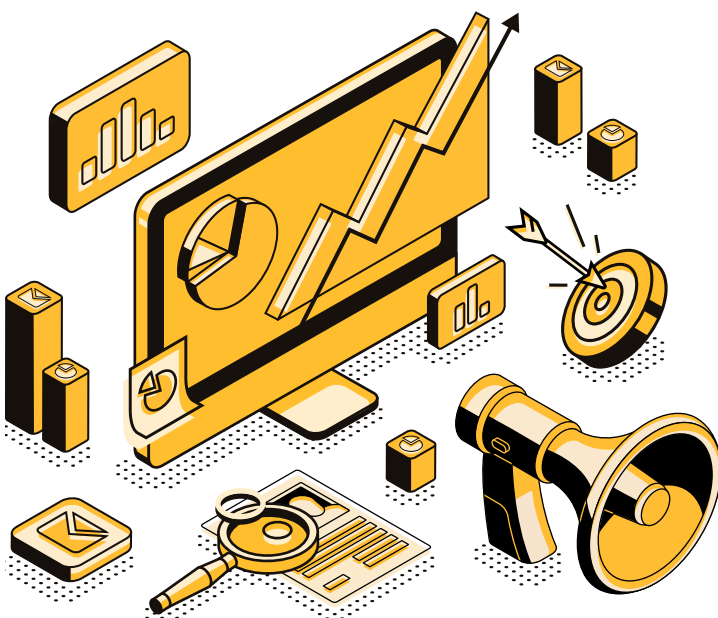
16
EDITORIALS
SUBMITTED

16
MEANINGFUL
EVENTS ATTENDED

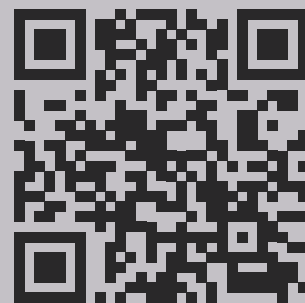
15
PRINT
ADS PLACED

10
EPISODES OF
BUSINESS BEAT

10
WELCOME WAGON
EVENTS HOSTED



*Keep up with the
latest news!*



info.gjep.org/subscribe



2024 STRATEGIC GOALS & INITIATIVES

1. Drive the creation of primary jobs through targeted business attraction and expansion in the following industries:

- Aerospace & Aviation
- Manufacturing
- Healthcare/Medical
- Outdoor & More

2. Promote Mesa County's business assets and key industries through:

- Website Development
- Targeted Marketing
- Multi-media Advertising
- Trade Shows & Conferences
- Public Relations

3. Assist business relocation and expansion into our community by aiding in:

- Site Selection
- Incentive Negotiations
- Workforce Development
- Community Connections

4. Collaboration with economic development partners, local and state governments, and key stakeholders to elevate our community.

For more information on GJEP's recent activity, strategic goals and initiatives, and ways to partner with our organization, please contact Executive Director Curtis Englehart at curtis@gjep.org or call 970-245-4332 ext. 5

THANK YOU FOR YOUR SUPPORT!

It is through the support of our investors that we are able to shape a diverse economy and strong future.

OUR CHAIRMAN'S CIRCLE PARTNERS:



St. Mary's Regional Hospital



GRAND JUNCTION economic
PARTNERSHIP
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